

## Ensuring Pipeline to Placement: A Sunstate Equipment Case Statement

"Pursuing a technical education is a big part of the foundation of my life," says Conor. "I started working on classic Fords from day one with my father, grandfather and uncle. When I was 13, I worked for a mechanic down the street, doing oil changes, brakes, and cleaning. I did this to help pay the bills."

After high school, Conor joined the Navy and worked on airplanes. Today, Conor is on an honorable medical discharge from the Navy, and is a father of three with a fourth on the way. "Mechanics has always provided me with joy. I love the job is done makes me feel



at home, enrolling in a technical vocational technician. His school told him that he immediately created a network and applied for a grant awarded a **Veterans At Work: Grant** grant donated by Sunstate. The grant helped Conor and his family to start his training.

Conor brings awareness to the industry and wants to go to a traditional 4-year college. TechForce is really helpful with my

education and their network is an excellent resource with a

great community of industry people, tutorial videos, upcoming events, and even fun things like trivia," says Conor.

TechForce stays with students to and through their education to ensure they successfully graduate and find jobs in industry. TechForce was in touch periodically with Conor, who had just agreed to participate in some video testimonials that TechForce was doing. Conor, who was now approaching graduation, was beginning to consider where he'd like to work after graduation. Sunstate Equipment had supported him when he needed it most, so he wanted to apply to Sunstate.

TechForce learned of Conor's intention while at campus, interviewing him and other scholarship recipients. Conor shared that he's submitted his application, but hadn't heard anything yet. TechForce knew the leaders at Sunstate would be delighted to have someone of Conor's character employed on their team, and so TechForce made a phone call. Within 24 hours, Conor had an interview and within 48 hours, had a job offer, which he accepted, with Sunstate.

"I am excited for the chance to work at Sunstate. There are so many opportunities for growth, plus they really appreciate and take care of their employees. I am very thankful to the TechForce team member that provided Sunstate with a recommendation on my behalf that helped me land this job. TechForce is an unbelievable free resource that's been a big help. I will recommend TechForce to others and I'll definitely keep using its Network while I finish my education and throughout my career."

Ensuring that students get the support needed to complete their technical training and find success in obtaining the career of their dreams is what TechForce is all about. Connecting the dots and staying with these technicians throughout their journey is what makes TechForce unique and a leader in powering the technician workforce.

“Thanks to TechForce, Sunstate Equipment was able to connect immediately with Conor and welcome him to our company. Our recruiting systems are good, but not infallible. Can you imagine if Conor had been scooped up in the meantime by another company? What a loss that would have been. TechForce heard from Conor that he wanted to work for Sunstate, and ensured we knew it.”

Larry Cox, Vice President Government Affairs & Community Engagement  
Sunstate Equipment