

On HBA Letterhead

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Dear XX,

The <<**your HBA name here**>> and its members want to work with you and the community to grow construction training programs in our area. We would welcome the opportunity to talk with you about the successes among other home builders associations across the state in this regard. The <<**your HBA name here**>> is one of Texas' 27 local home builders associations that are affiliated with the Texas Association of Builders (TAB) and the National Association of Builders (NAHB).

As you know, the United States is facing a critical shortage of skilled workers. The health, manufacturing and construction industries are just a few examples. I am writing to share with you specifically the need for skilled construction industry professionals.

In 2012, 21 percent of home builders experienced a labor shortage. 56 percent of home builders reported a shortage in 2016, and that number grew to 63 percent in 2017. For every three tradesmen who retire, there is only one skilled person entering the workforce to fill their boots. With the population of the State of Texas projected to double by 2050, Texans will need thousands of homes to house these residents, and we need skilled craftsmen to build these homes.

We want to work with you to direct students toward meaningful career choices and employment. In Texas, occupations that require an Associate Degree or vocational certification pay an average of more than \$37,000 a year, compared to the average pay of less than \$25,000 for those with only a high school diploma or less. A graduate who enters the construction industry can make a great living and might also choose to work toward a four-year college degree while working, often without having to suffer the overwhelming burden of student loans.

If you are interested in talking with a few of our local home builders regarding the construction trades and how we can develop a partnership to provide your students with a great and rewarding education as a skilled craftsman while helping to ensure the future of the building industry, we welcome the opportunity.

I look forward to hearing from you.

Sincerely,

EO and/or HBA President