



SCHOLARSHIP 2016

**\$2,000 Scholarship Recipient**  
**Jen Stueber**



Vice President of Blue Ridge Heating & Cooling, Inc. in Pine Beach, New Jersey, a family owned business. Even from an early age, I enjoyed helping out and learning about the HVACR industry. I have held several positions at my father's company through high school, college, and during my first career as a teacher. Approximately 13 years ago when my Dad had become ill in the middle of summer and wasn't expected to return within a time frame that would support the continuation of a profitable business, I took a leave of absence from my career. In my Father's absence, I understood I needed to learn as much as I could about the trade. That's when I realized my passion for this industry and that this was not just a job anymore, it could become my career. This turning point took the business from my head to my heart.

As a result of my desire to be successful in the family business, I started taking management, business, and marketing classes through Fred Pryor as well as at the local county college. I wanted to learn as much as possible to enhance my knowledge regarding business management and financial profitability. I was also very interested in educating myself regarding the mechanical/technical aspects of the trade. I started reading trade magazines, taking technical classes, and enrolled in the Ocean County Vocational School Accredited 4-year Apprenticeship Program for HVACR.

My office duties include accounts payable and receivable, Human Resources, marketing, hiring and firing, disciplining and managing 12 employees. While in the field I performs service calls, maintenance, and estimates, plus check on jobs for inspection quality assurance checks.

*"My focus and passion over the next couple of years is to bring back good old fashioned customer service and restore consumers faith in the craftsmanship of the trades." - Jen Stueber*