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### Memo

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Date: February 10, 2025  
To: Economic Development Committee  
From: Griffin Leininger, Business Services Lead, DuPage Workforce Development Division  
RE: Incumbent Worker Training Application – Borter Heating and Air Conditioning Co., Inc.

Borter Heating and Air Conditioning Company is a small, family-owned business that has been operated by the Borter family since 1961. Now in the third generation of ownership, Borter provides residential and light commercial HVAC service and installations throughout DuPage County.

Because the company is a Lennox Premier Dealer, all product installations and a strong majority of the maintenance servicing performed by Borter technicians is specific to Lennox equipment.

Borter identified an immersive training program that will allow a trainee to gain valuable skills much faster than traditional on-the-job training. This will increase not only the trainee's productivity and independence, but the productivity of the senior technicians who will be free to go on more calls and increase revenue.

Notes:

- \* Borter Heating and Air Conditioning Company - 31 Employees
- \* Located in Wheaton, Illinois
- \* Number of Incumbent Workers to be Trained: 10
- \* Total Amount Approved: \$23,100.00