

COLLISION REPAIR EDUCATION[™] **FOUNDATION** I-CAR[®]



2018 Report to the Industry

Our vision: A collision industry with a sufficient number of qualified, properly trained, and immediately productive entry-level employees to meet current and future Industry needs.

Chairman's Message



I am pleased to report that 2018 was yet another successful year for the Collision Repair Education Foundation in their work towards attracting students to collision programs, supporting existing students/instructors, and helping to connect students with industry employers. Through the hard work of both the staff, Board of Trustees, volunteers, and our very generous partners we continue to showcase to the future of the industry that their technical education and future is valued. What is also important to note is the fact that as a national 501c3 charity, we continue to be lean in our operations and were recognized once again as a Charity Navigator 4 (out of 4) Star rated charity, providing to our partners that we distribute as much funding as possible to those in need.

As collision instructors across the country are facing limited program budgets, our students scholarships and tool/equipment grants are providing support where its well needed. We were also very successful in 2018 for expanding our partner base by getting more companies involved to allow us to help even more programs.

We continue to expand and improve our high school and college transportation student career fairs events around the country to bring together hundreds of students at each event and introduce them to both local and national employers. At these events, students get the opportunity to network with those interested in their futures and are serving as great motivators for the students to stay within the programs. It is our goal in 2019 to hold events in new markets and ensure that the students graduating from collision programs are productive for employers on day one of the job.

Now more than ever we need the industry to work with us in engaging the schools, students, instructors and their administration to ensure that these programs are seen as viable technical programs providing career opportunities for students. We thank our 2018 industry partners and look forward to continuing this work in 2019.

Thank you!

Jeanne Silver
CARSTAR Mundelein

MISSION

Support collision repair educational programs, schools, and students to create qualified, entry-level employees and connect them with an array of career opportunities.



The Education Foundation has been a Four (out of Four) Star charity since 2014.

Financials

2015 – 2018

2018 DONATIONS

89% COLLISION SCHOOL, STUDENT,
AND INSTRUCTOR SUPPORT

11% ADMINISTRATIVE
COSTS


STATEMENT OF ACTIVITIES*

REVENUE	2015	2016	2017	2018
• Contributions – Unrestricted	\$593,762	\$756,118	\$831,145	\$897,564
• Contributions – Restricted	\$1,001,236	\$1,058,812	\$1,108,093	\$1,163,815
• Contributions – In-Kind	\$8,743,008	\$9,737,974	\$9,812,182	\$11,778,893
• Special Events	\$360,299	\$449,793	\$335,711	\$382,960
• Investments	\$(19,150)	\$77,722	\$145,190	(\$58,052)
• Sales of Technician Shirts	\$6,678	\$9,880	\$5,245	\$6,795
Total Revenue:	\$10,685,833	\$12,090,299	\$12,237,566	\$14,171,975
EXPENSES	2015	2016	2017	2018
• Grants, Scholarships, Awards*	\$9,341,044	\$10,655,964	\$10,703,375	\$12,681,586
• Payroll, Taxes, etc.	\$492,975	\$618,312	\$698,002	\$781,473
• Rent & Building	\$22,224	\$22,224	\$22,883	\$22,692
• Travel	\$120,046	\$93,675	\$117,579	\$92,513
• Professional Services	\$138,381	\$73,335	\$126,661	\$68,166
• Marketing & Promotion	\$100,084	\$141,394	\$122,789	\$118,462
• Meetings	\$156,773	\$105,824	\$114,999	\$73,846
• Office Operations	\$140,133	\$94,291	\$86,872	\$104,755
• I-CAR Allocation of Expenses	\$40,830	\$55,868	\$35,412	\$23,629
Total Expenses:	\$10,552,490	\$11,865,145	\$12,030,093	\$13,967,122
Change in Net Assets:	\$133,343	\$225,154	\$207,473	\$204,853

* Includes in-kind disbursements equal to the amount of in-kind contributions.

Over \$1,000,000

In Scholarships And Tool Grants Have Been Distributed Since 2009.

To assist high school and college collision students, the Collision Repair Education Foundation offers student scholarships and tool grants which helps remove financial barriers during students' technical education.

Sponsor a Scholarship or Tool Grant

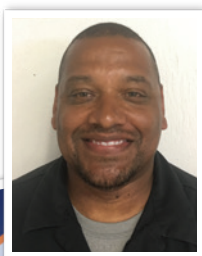
In addition to the Education Foundation awarding their own support opportunities, industry companies are able to sponsor and fund their own, named student scholarships/tool grants.

High school seniors and/or college students that have studied collision repair at his/her current school for at least one semester are eligible to apply for these opportunities. The online application includes a student essay, endorsements, transcript, and financial information. Applications are reviewed by a group of industry volunteers and winners are announced each spring.



Spring 2018 Scholarship/Tool Grant Poster

➔ If your company would be interested funding a named collision student scholarship/tool grant for the spring 2019 opportunities, please contact us at Info@ed-foundation.org!



2018 3M Hire Our Heroes Scholarship Winner

"I want to thank CREF for selecting me as a recipient of your 3M Hire Our Heroes Award. This award allows me to get some great tools. Thank you for choosing me! I won't let you down!"

— Robert Bates

2018 Board of Trustees, Collision Education Foundation Scholarship Winner

When college was mentioned, so was tuition. I was losing hope, but thanks to the 2018 Board of Trustees Scholarship, I was able to earn a certificate in Auto Body Collision. Ultimately, owning my own shop is my long-term goal. You're helping me realize my dream.

— Melisa Lopez

2018 ABRA Auto Body & Glass Tool Grant Winner

By awarding me the 2018 ABRA Auto Body & Glass Tool Grant, I can concentrate on mastering my craft with high quality tools. I hope one day I will be able to pay this forward by helping other students achieve their goals just as you have helped me achieve mine.

— David Jennings,
Butler Community College



Angel Sosa
\$5,000 PPG Scholarship
Southwest Tech
Fennimore, WI



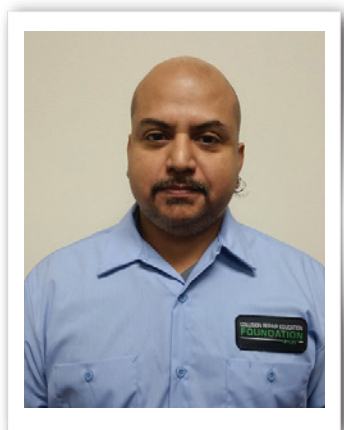
Cody Bayless
\$2,000 Sulkala
Family Scholarship
Washburn Tech
Topeka, KS



DeRandal Lester
\$1,000 Tim Clark/
Fix Auto Scholarship
Lincoln Tech
Melrose Park, IL



Ruben Varela
\$2,000 ABRA Tool Grant
Lincoln Tech
Melrose Park, IL



Francisco Garcia
Sears Tool Kit
Suncoast Technical College
Sarasota, FL



Over \$100,000,000

in School Grants and Donations Have Been Awarded to Collision School Programs Since 2009.

To help ensure that local high school and college collision school programs have the support needed to provide a quality technical education, the Collision Repair Education Foundation secures and distributes both monetary and in-kind product donations to instructors around the country. Collision school instructors around the country are facing limited program budgets and through these tax-deductible donations made through the Education Foundation, together we are working towards students being able to graduate as productive, efficient, and capable entry-level staff for the industry.

Connect with a Makeover Applicant School

The Education Foundation's **Ultimate Collision Education Makeover** school grant is available to high school and college collision school programs that are in need of tools, equipment, and supplies. As part of the grant application, schools submit their itemized \$50,000 collision program wish list. The Education Foundation works with collision industry supporters to fulfill those wish lists through both monetary and in-kind donations.

To complement the "Makeover" school grant, the Education Foundation also created the **Collision School Career Readiness Benchmark** program as a school designation system for collision school programs which through a list of criteria (see chart) helps identify if a program is: Developing, Proficient, or Advanced. Through this program, the Education Foundation can identify key areas of need for a specific collision program and direct support to address those specific needs, with the end goal being well-trained graduating collision students.

➡ If your company would be interested in connecting with one of the 2018 Makeover applicant schools please contact us at Info@ed-foundation.org!

COLLISION REPAIR EDUCATION [™] FOUNDATION <small>PCER</small>			
Collision School Career Readiness Benchmark			
SCHOOL REQUIREMENTS	TIER 1 Advanced	TIER 2 Proficient	TIER 3 Developing
Makeover Application	X	X	X
Collision Repair School Solutions Survey	X	X	X
NATEF (or equivalent)	X*	X*	X*
Contact Hours (for the entire program)	720	346	180
Active Advisory Committee	X	X	X
Required Tool List	100%	75%	50%
Curriculum (I-CAR PDPEE or other that is approved by the state/district)	X**	X	X
Teach At Least 54 Basic Tasks	X	X	
Teach Soft Skills	X	X	
Teach Safety Program	X	X	X
Teach Estimating Program	X	X	
Instructor Continuing Education Hours (per year)	20	10	10
Established Internship/Apprenticeship Program	X		
SkillsUSA Participation/Service Learning Projects/Community Projects	X		
* If not NATEF, must meet similar requirements.			
** This is to include the capability of the student to be ProLevel 1 in either Painting/ Refinishing or Non-Structural.			
info@ed-foundation.org CollisionEducationFoundation.org			

Join us in Recognizing our 2018 Makeover Applicant Schools!

Aims Community College
Windsor, Colorado
Alvin ISD, Hensler CTE Campus
Manvel, Texas
Area30 Career Center
Greencastle, Indiana
Assabet Valley Regional
Technical H.S.
Marlboro, Massachusetts
Athens Technical College
Athens, Georgia
Bay Path
Charlton, Massachusetts
Beaufort Jasper Academy
for Career Excellence
Ridgeland, South Carolina
Bellingham Technical College
Bellingham, Washington
Berks Career and
Technology Center
Oley, Pennsylvania
Big Sandy Community and
Technical College
Prestonsburg, Kentucky
Butler Community College
El Dorado, Kansas
CA BOCES-CTE Center @ Olean
Olean, New York
Cape Girardeau Career
and Technology Center
Cape Girardeau, Missouri
CATEC
Charlottesville, Virginia
Cattaraugus Allegany
Boces Center at Ellicottville
Ellicottville, New York
Center for Academics
& Technology
Calumet City, Illinois
Central Montco Technical
High School
Plymouth Meeting, Pennsylvania
Central Piedmont
Community College
Charlotte, North Carolina
Chantilly HS STEM Academy
Chantilly, Virginia
Chattahoochee Technical College
Jasper, Georgia
Chester County Technical College
High School Pennick's
Bridge Campus
West Grove, Pennsylvania
Chippewa Valley Technical College
Eau Claire, Wisconsin
Clackamas Community College
Oregon City, Oregon
Cleveland Community College
Shelby, North Carolina
College of Southern Idaho
Twin Falls, Idaho
Collision Career Institute
Yorba Linda, California
Cuesta College
San Luis Obispo, California
Cumberland Perry Area
Vocational Technical School
Mechanicsburg, Pennsylvania
Dauphin County Technical School
Harrisburg, Pennsylvania
Dennis Technical Education Center
Boise, Idaho
Des Moines Area Community
College (DMACC)
Ankeny, Iowa
Dos Palos High School
Dos Palos, California
Dowell J Howard Center
Winchester, Virginia
Duncanville High School
Duncanville, Texas

Earnest Pruett Center of Technology
Hollywood, Alabama
East Valley Institute of
Technology
Mesa, Arizona
Eastern Center for Arts
and Technology
Willow Grove, Pennsylvania
Eastfield College
Mesquite, Texas
Eastside Technical Center
Lexington, Kentucky
Eden Area ROP
Hayward, California
EHOVE Career Center
Milan, Ohio
El Camino College
Torrance, California
Eric 1 BOCES Kenton Career
& Technical Center
Tonawanda, New York
Eric Community College South
Orchard Park, New York
Essex Technical High School
Hathorne, Massachusetts
Erowah County Career
Technical Center
Atalla, Alabama
Fauquier High School
Warrenton, Virginia
Fayetteville Technical
Community College
Fayetteville, North Carolina
Forbes Road CTC
Monroeville, Pennsylvania
Forsyth Tech
Community College
Winston Salem, North Carolina
Fox Valley Technical College
Appleton, Wisconsin
Franklin County High School
Winchester, Tennessee
Franklin Technology Center
Joplin, Missouri
Freedom High School
Freedom, Wisconsin
Ft. Hayes Career Center
Columbus, Ohio
Gaithersburg High School
Gaithersburg, Maryland
Gateway Community College
Central City Campus
Phoenix, Arizona
Grant Career Center
Bethel, Ohio
Greater Lawrence
Technical High School
Andover, Massachusetts
Greene Technology Center
Greeneville, Tennessee
Greenville Technical College
Greenville, South Carolina
GST Boces Bush Campus
Elmira, New York
GST BOCES Coopers
Education Center
Painted Post, New York
Hawkeye Community College
Waterloo, Iowa
Hennepin Technical College
Brooklyn Park, Minnesota
HFM Career and Technical Center
Johnstown, New York
Highland Community College
Freeport, Illinois
Hillsborough Community College
Tampa, Florida
Hinds Career Center
Elwood, Indiana
Hodgson Vo-Tech
Newark, Delaware
Hudson Valley Community College
Troy, New York

Indian Capital Technology
Center - Tahlequah
Tahlequah, Oklahoma
Iredell-Statesville Career Academy
& Technical School
Troutman, North Carolina
Ivy Tech Community College -
Northeast
Fort Wayne, Indiana
Judson High School
Converse, Texas
Kansas City Kansas
Community College
Kansas City, Kansas
KENNEDY KING COLLEGE
Chicago, Illinois
Kent Career Technical Center
Grand Rapids, Michigan
Kingwood Park High School
Kingwood, Texas
Knox County Career Center
Mount Vernon, Ohio
Kootenai Technical Education
Campus
Rathdrum, Idaho
Lake Career & Technical Center
Camdenton, Missouri
Lake Technical College
Eustis, Florida
Laramie County Community
College
Cheyenne, Wyoming
Lebanon County Career and
Technology Center
Lebanon, Pennsylvania
Lewis and Clark Career Center
Saint Charles, Missouri
Lewis-Clark State College
Lewiston, Idaho
Lex La-Ray Technical Center
Lexington, Missouri
Live Oaks Career Campus
Milford, Ohio
LoGuidice Center-
Erie 2 BOCES
Fredonia, New York
Lorenzo Walker Technical College
Naples, Florida
Manatee Technical College
Bradenton, Florida
Marengo Comm HS Dist 1554
Marengo, Illinois
Maxwell High School of Technology
Buford, Georgia
Mercer County Technical
Education Center
Princeton, West Virginia
Metropolitan Community College
Omaha, Nebraska
Miami Lakes Educational Center
and Technical College
Miami Lakes, Florida
Miami Northwestern Sr High
Miami, Florida
Miami Valley Career Center
Englewood, Ohio
Mid-Coast School of Technology
Rockland, Maine
Minnesota State College Southeast
Winona, Minnesota
Monroe Advanced Technology
Academy "MATA" /C.S. Monroe
Technology Center ("MTC")
Leesburg, Virginia
Montachusett Regional
Vocational Technical High School
Littleton, Massachusetts
Montana State University
Billings City College
Billings, Montana
Morgan Community College
Ft. Morgan, Colorado

Morrisville State College
Morrisville, New York
New Horizons
Hampton, Virginia
Nichols Career Center
Jefferson City, Missouri
North Dakota State
College of Science
Wahpeton, North Dakota
North Georgia
Technical College
Clarksville, Georgia
North Idaho College
Coeur d'Alene, Idaho
North Point High School for
Science Technology and Industry
Waldorf, Maryland
North Technical High School
Florissant, Missouri
Northern Neck Technical Center
Warsaw, Virginia
Northern Westmoreland
Career & Technical Center
New Kensington, Pennsylvania
Northwest High School
Clarksville, Tennessee
Oxford Hills Technical School/
Maine Vocational Region 11
Norway, Maine
Pathfinder Regional Vocational
Technical High School
Palmer, Massachusetts
Perryville Area Career &
Technology Center
Perryville, Missouri
Prosser Career
Education Center
New Albany, Indiana
R L Turner High School
Carrollton, Texas
Randolph Community College
Asheboro, North Carolina
Randolph Technical Center
Elkins, West Virginia
Ranken Technical College
St. Louis, Missouri
Reading-Muhlenburg Career
and Technology Center
Reading, Pennsylvania
Regional Career Technical Center
Saline, Michigan
Renton Technical College
Renton, Washington
Ridgewater College
Willmar, Minnesota
Rockbridge County High School
Lexington, Virginia
Rolla Technical Institute
Rolla, Missouri
Rosedale Technical College
Pittsburgh, Pennsylvania
Sandhills Community College
Pinehurst, North Carolina
Seminole High School
Sanford, Florida
Sheridan Technical College
Hollywood, Florida
South Central College
North Mankato, Minnesota
South Technical High School
Sunset Hills, Missouri
Southeast Community College
Milford, Nebraska
Southeastern Regional Vocational
Technical High School
South Easton, Massachusetts
South Tech Academy
Boynton Beach, Florida
Southwest High School
(Now Eastern North Carolina)

Regional Skills Center)
Jacksonville, North Carolina
Southwest Tech
Fennimore, Wisconsin
St. Philip's College
San Antonio, Texas
Stanly Community College
Albemarle, North Carolina
Steel Center
Clairton, Pennsylvania
Tazewell County Career and
Technical Center
Tazewell, Virginia
TCAT Livingston
Livingston, Tennessee
TCHS Pickering
Phoenixville, Pennsylvania
Tennessee College of
Applied Technology
Morristown, Tennessee
Tennessee College of
Applied Technology
Athens, Tennessee
Tennessee College of
Applied Technology
Paris, Tennessee
Tennessee College of
Applied Technology
Chattanooga, Tennessee
Tennessee College of
Applied Technology
Knoxville, Tennessee
Tennessee College of
Applied Technology
Shelbyville, Tennessee
Texarkana College
Texarkana, Texas
Texas Southmost College
Brownsville, Texas
Texas State Technical
College Harlingen
Harlingen, Texas
Texas State Technical College- Waco
Waco, Texas
Thaddeus Stevens College
of Technology
Lancaster, Pennsylvania
Tidewater Community College
Chesapeake, Virginia
Triplet Tech
Mount Jackson, Virginia
Trumbull Career and
Technical Center
Warren, Ohio
United Technical Center
Clarksburg, West Virginia
University of Arkansas -
Pulaski Technical College
North Little Rock, Arkansas
W.D.Ormsby Educational Center
East Aurora, New York
Waite High School
Toledo, Ohio
Walla Walla Community College
Walla Walla, Washington
Warren Tech
Lakewood, Colorado
Washburn University Institute
of Technology
Topeka, Kansas
Weaver Academy
Greensboro, North Carolina
Wenatchee Valley Tech
Wenatchee, Washington
West Side Career and
Technology Center
Kingston, Pennsylvania
West-MEC
Phoenix, Arizona
Westover High School
Fayetteville, North Carolina

\$130,000

Raised During 17th Annual Industry Golf Fundraiser

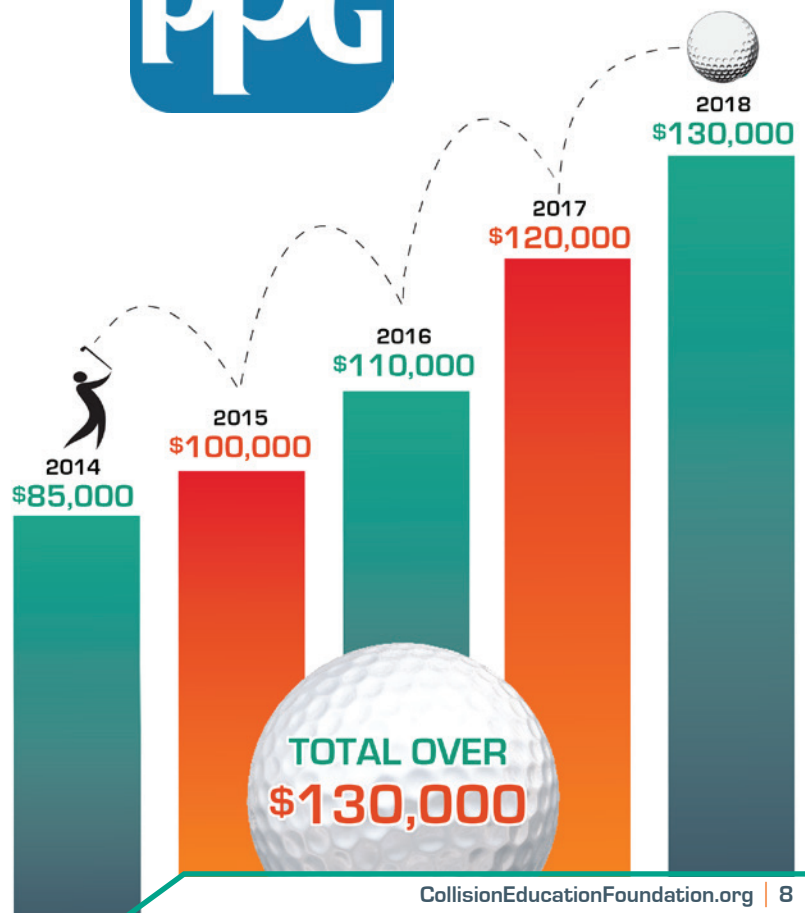
The annual Collision Repair Education Foundation industry fundraiser, co-hosted by the automotive refinish business unit of PPG raised \$130,000 through the support of attendees and sponsors. Sponsors and participants enjoyed a day of golf at the Trophy Club of Apalachee in Dacula, Ga. on August 6, 2018 and the funds raised from this event will go toward supporting scholarships and grants for collision schools and students.

“PPG is proud to support an event of this caliber,” said Tom Wolf, PPG director of business development, Automotive Refinish. “It’s an honor to bring together industry professionals from around the country and to assist the Foundation in making sure that collision repair students are well prepared for entering our industry. With the Education Foundation staff working towards another great event next year, I encourage industry members to participate through a sponsorship, by attending, or by donating items for the raffle table and silent auction. This is a wonderful and important investment in our industry’s future.”

\$5000+ Sponsors



Co-Host Sponsor



Connecting

Collision Students with Industry Employers!

The Collision Repair Education Foundation hosted career fairs in 2018 that were attended by thousands of local high school & college collision & auto service students who were looking to meet industry employers/vendors.



These events are available to all industry members to participate. Funds raised during these events support high school and college school programs, students, and instructors.

➡ Interested in participating in one
(or several) of these events? Contact:
Brandon.Eckenrode@ed-foundation.org



Five Million Dollar+ Lifetime Donors



Million Dollar+ Lifetime Donors



2018 Industry Leadership Circle Monetary Donors

\$100,000 – \$499,999



\$50,000 – \$99,999



\$20,000 – \$49,999

- Mercedes Benz
- Audatex
- CCC Information Services

- American Honda Corp
- CARSTAR
- Liberty Mutual

- LKQ
- KSI Auto Parts

List includes both monetary and in-kind donations.
Current as of 12/31/18, a full list of donors available on website.

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CARSTAR Mundelein

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Mark Helvenston
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Dave Prejna
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Steve Schmidt
State Farm
Jay Sharp
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James Spears
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GEICO

Chairmen Emeriti

Terry Fortner
Chris Northup
Professional Parts Group
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Trustee Emeriti

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CCC Information Services, Inc.
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Executive

Summary



Thank you for the opportunity to serve and for your generous, ongoing support. We are excited by the positive support and feedback we continue to receive from the industry. Every year we break records, but more importantly help more and more students and their schools find their way into our industry.

Work Force Development - No matter the level of support we allocate to the school or their students, if the students don't graduate with well-paying jobs in place and stay in the industry, we are not fulfilling Collision Repair Education Foundation's vision and mission. With over 21,000 technicians leaving the industry every year, our focus must be on enlightening students, parents and their counselors. Educating them to the various employment opportunities inside the industry is critical. We understand the need for CREF to play an active role in improved training and fully integrating our graduates into their industry.

School and Student Support - Over \$200,000 in cash awards were gifted at our 2018 Annual Awards Banquet, held at SEMA. Over \$900,000 distributed in the form of scholarships and grants to the schools and students - and again, with an additional \$12M in In-Kind gifts.

New Industry support - We had a breakthrough year with the auto manufactures and major dealer groups. This has been a long difficult road for Collision Repair Education Foundation, but our newly hired Director of Strategic Partnerships is paying dividends. This year we received support from Mercedes, Honda, Toyota and Chrysler with others now asking for our help.

Continued Military Support - 2018 was the sixth year that 3M has partnered with the Collision Repair Education Foundation in support of our industry and our nation's veterans. Since 2013, the 3M Hire Our Heroes program has generated more than \$1.2 million to be used toward scholarships and tool grants for military veterans and their family members. Nearly 330 military veterans and their families have received our support thanks to our partners at 3M. Above this, 3M Gives, their Foundation, gifted us another \$50,000 to support schools needing help in the more remote areas.

Data - Our data collection used for benchmarking and for helping make strategic adjustments in our school programs got a much-needed boost in 2018. We completed the installation of our new cloud based accounting and donor software systems. This will relieve the burden of building manual reports and allow for instant and more accurate access to the data. Our 2017-18 School Snapshot report was released early in 2018 and was a great success. The report rolls up our 600 annual school surveys into a four-page document for distribution. Our 2019 - Industry Snapshot - was launched in early March. The results will be published in the summer of 2019. This is a continuation of our years of benchmarking key trends: employment, aging workforce, number of collision centers, shop size and hundreds of additional data point needed to understand current and future trends.

Events - we successfully completed 20 local and national career fairs in 2018 and now are working with I-CAR's 2000 volunteers to add additional local and regional level school support. These career fairs align students with the industry. Students coming for the first time get their first glimpse at the array of opportunities available to them - technical, administration, management, sales, finance, manufacturing and distribution. Wherever possible, students take part in various breakout sessions to get a closer look at the latest in manufacturing trends, new technologies, paint systems, IT advancements, training, and a firsthand look at what the future will bring.

From all of us at Collision Repair Education Foundation, we thank you all for making this possible.

Clark Plucinski
Executive Director