



**H&S HEATING & AIR
CONDITIONING**

**EMILY
SALZBRUN**

By: Heather Hollermann

Photo courtesy of: Yuppy Photo

Bringing the Heat: Emily Salzbrun Breaking Barriers with H&S Heating

"Creating happy and satisfied heating and cooling customers, whether homeowners or residential contractors," has always been the mission of H&S Heating. Co-owner since 2012, alongside her husband Jeremy, Emily Salzbrun takes pride in what she does. H&S Heating is a family owned business in St. Cloud, Minnesota that offers a variety of heating and cooling services for their customers including competitive pricing, custom fabrication, name brands, timely repairs, 24-hour service, and more.

Salzbrun found herself working at H&S Heating in 2010, three years after the birth of their daughter who has Cerebral Palsy. "I needed to be in a job that was flexible enough for me to take her to the therapy and appointments she needed...H&S Heating, being family owned, gave me the opportunity to make her needs my priority," she explains. Before beginning her work in the HVAC industry, Salzbrun earned a Bachelor's degree in Biology and a minor in Statistics. She began her career with ViroMed Laboratories conducting biomed lab testing. She went on to work for Epitopix for a while doing research and development of animal vaccines.

When asked how she found herself working in the HVAC industry, Salzbrun says she "married into it...I always knew Jeremy's plan was to own his family's business. Being able to help him grow and develop something he truly loves has been a pleasure and a learning experience."

With the HVAC industry being predominantly ruled by men, Salzbrun and her secretaries often face many challenges in the field. "A lot of people still have the idea that a female doesn't know her way around the 'construction' field...They only want an answer from a 'guy,'" she explains. "When a woman shows up to a jobsite, it can get pretty quiet...[However], I have actually helped a few homeowners fix their own furnaces over the phone during the middle of the night when Jeremy's on call or not feeling well."

Despite facing such challenges, Salzbrun believes in the power of positivity. "Surround yourself with great people and you will be great!" she says. "And don't be afraid to ask questions—ever!" Salzbrun wants to continue her work in the HVAC industry by helping establish H&S Heating as a leader in the field. Currently one of the Top 15 RUUD dealers in the nation, she says she'd love to make it into the Top 10 or higher at some point in her career.

One of the most rewarding parts of her career has been giving back to various non-profits. According to H&S Heating, "Our parents taught us to share our blessings and talents with others." Partnering with nonprofit organizations such as Habitat for Humanity and Trues Friends, H&S Heating has donated and installed furnaces and air conditioners for these nonprofits. They also give back by supporting and donating to local churches and community events.

Her experience with H&S Heating began with the desire to make her family's needs a priority and she continues to look to their future. "Someday, I'd love to help my daughter and son become entrepreneurs themselves," Salzbrun says. "Maybe a high fashion AFO shoe line with my daughter (we both LOVE shoes) that kids and adults with disabilities can wears."

Salzbrun's glass-shattering tenacity in a stereotypical "man's world," combined with the fierce love for her family, suggests she will continue doing great things with H&S Heating and in the HVAC industry in general. One of Salzbrun's favorite quotes, by Brian Atwood, epitomizes both her mindset as a woman breaking barriers in her field and her love of shoes: "Women can do anything men can do, and do it in 5-inch heels."



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