

To Members of the Labor Committee:

My name is Alexandra Brax, Director of Human Resources at Seconn Fabrication LLC. We are a precision sheet metal supplier located in Waterford, Connecticut.

I am writing to voice my opposition to HB-6187, which would require Connecticut employers to provide paid sick leave. This proposal will substantially increase our business costs and could force us to reevaluate the other benefits we provide our employees.

Perhaps you would like to hear Seconn's story of how we came to be so you can realize the importance of supporting small business... It was in April of 2003, with a new born baby at home, that Rob Marelli owner of Seconn Fabrication found him self so overwhelmingly frustrated by the conditions of his current employment, which stemmed from the greed and shortsightedness of his employers that he decided to make an offer to buy them out. When his attempt failed, he was fortunate enough to borrow \$250,000.000 from his father-in-law, Martin J. Sullivan and granted the blessing from his wife Susan to venture out on his own endeavor, Seconn Fabrication. The company began in a 5,000 square foot bay rented out of a building on Hartford Turnpike in Waterford, employing the four employees who walked out along with Rob from their recent employer.

Despite the harsh conditions of the manufacturing market, Seconn made significant investments in equipment and human capital, which allowed us to persevere with such momentum that we continued to grow year after year. In the first six months of business, from July of 2003 to December 2003, they produced \$745,000 and acquired three more employees. In 2004 the success continued, as they produced \$3,700,000 in revenue, this time with a total of 20 full-time employees. In the year following, revenue and human capital continued to grow as 2005 produced \$4,500,000, with 28 full-time employees, as well as, five part-time employees. The close of that year was also accompanied by exciting news; the company's decision to acquire the old abandoned, 30,000 square foot Sears Warehouse at the corner of Cross Road and Route 85, for \$1,400,000, with the support of Dime Bank.

Once the sale became final, the rejuvenation of a main corridor for the town of Waterford began. An aggressive 13-week rehab of the facility was constructed by Bill Allen and the WR Allen Construction Company. What before was the site of an eyesore, has now, thanks to Seconn Fabrication, become an exact replica of the architect's renderings: A picture- perfect lot covered with well-kept green grass and parking area. Flags waving in the air alongside a stunning building, accented by lights falling from the overhangs and a beautiful 41 ft sign, which glows in the darkness of the night as you pass by. However, it is worthy to note that the beautiful transformation of this site was not made possible by the state or local grants, but rather instead, made possible by Rob's personal equity for one major reason: he believed in his people, their plan, and Seconn's mission.

In the summer of 2006, only a few months into the new location at 180 Cross Road, Seconn's sales went through the roof. By the end of 2006, Seconn yet again broke preceding records, experiencing a 58% growth in revenue and payroll, this time earning \$7,200,000, with 47 full-time employees along with 10 part-time employees. After experiencing such growth and success, Rob expanded again; adding an additional 25,000 sq. ft. and new machinery and equipment in the summer of 2008.

The rapid growth the company has experienced over the past three-plus years has been managed with profits as its benchmark. Rob created and continues to grow his company with the philosophy and firm belief of the essential need to "give and receive", whether its cordialness, time or money.

Seconn has aggressively and vigorously continued to reinvest profits back into the business, to promote progressive growth. We recognize the dangers associated with becoming a complacent company, thus, he has created a culture in the company that supports and encourages a constant pursuit to better the business. By returning more than \$400,000 in bonuses and millions of dollars in machinery and equipment, he fosters and promotes not only the longevity and success of Seconn and its workers, but also, businesses in the community as well, enriching the local economy. Also, the company does a great deal to support the community by donating countless times to local charities chosen by the Seconn employees and Rob himself.

Today, Seconn stands as a model company for its peers in the industry, as the leading precision sheet metal fabricator in the northeast. Continuously striving to surpass client's expectations and needs, providing manufacturing flexibility, short lead times, as well as, the ability to deliver first-class customer service and produce reliable high quality products. It is no wonder Seconn exists as a powerful force in its market today, it is a great company composed of great people.

We have been recognized in various circles for our accomplishments. We were named U.S. Small Business of the Year, by the U.S. Chamber of Commerce for the northeast region in 2008. Our owner, Rob Marelli was named Entrepreneur of the Year in 2007 by our local chamber and we became part of the INC. 5,000 list of fastest growing companies in 2008 as well. We have also been recognized in our industry, named Fabricator of the Year by the FMA (2008). These accomplishments were all possible due to our proven strategy of reinvestment in our people, facility and technology.

Now tell me, why would you want to make it harder for a business like this and the many others in fighting to survive in Connecticut. ***We urge you*** to reject this proposal and work with the business community to control labor and workplace costs in Connecticut. Thank you.

Sincerely,

Alexandra Brax
Human Resources