



6 Waterview Drive · Shelton, CT 06484 · 203-954-0050 · www.poulsenhybrid.com

March 3, 2010

Dear Higher Education and Employment Advancement Committee:

RE: HB No. 5368 AN ACT CONCERNING NO WORKER LEFT BEHIND

Written Testimony of Frank Kuchinski, Poulsen Hybrid LLC, 6 Waterview Drive, Shelton, CT 06484
Before the Connecticut General Assembly Higher Education and Employment Advancement
Committee, March 4, 2010

**Written Testimony in support of House Bill 5368, AN ACT CONCERNING NO WORKER LEFT
BEHIND**

Poulsen Hybrid is a cleantech company located in Shelton, Connecticut that develops and markets products such as plug-in hybrid conversion systems and solar water heaters that improve our environment and also reduce our dependency on fossil fuels. Our Poulsen Hybrid System converts conventional gasoline cars into plug-in hybrids.

Entrepreneurial companies like ours will not be able to grow without access to a skilled workforce. This is why Poulsen Hybrid and other clean tech companies have formed an alliance with educational institutions in Connecticut such as Gateway Community College (Center for a Sustainable Future), The University of New Haven, and Middlesex Community College. We see the future and it will require advanced skills.

I can think of no better investment for our state to make, than to provide tuition assistance to people who want to enroll in a degree or certificate program in a high demand field, or an emerging industry or an entrepreneurship program. Chances are that one person will participate in this program and then go on to start a blockbuster company.

We strongly support House Bill 5368 because it will:

- Help people who have the "will" but do not have the financial resources to pay for courses.
- Strengthen the talent pool in Connecticut over time.
- Encourage people to become entrepreneurs.
- Fund training for emerging industries (solar, clean tech) that the traditional state agencies (Office of Workforce Competitiveness in Hartford and our Regional Workforce Investment Boards -The Workplace in Bridgeport and The Workforce Alliance in New Haven) are unwilling to do.

Pass HB 5368 if you want Connecticut to become a Ranked Clean Tech state some day

We need to catch up to our neighboring states (New York, New Jersey, and Massachusetts) that are years ahead of us because they have public policies that are supportive of clean technology. They provide training for the workforce. The chart below shows how Connecticut compares to ranked clean tech states.

**How can Connecticut reach its goal of
20% renewable energy by 2020
without a trained workforce?**

The top 10 U.S. States for Cleantech in 2009

Ranking	2006 to 2008 Investment in Cleantech \$MM	Cleantech Jobs 2007	Has a Cleantech Workforce Development Plan?	Invests in Cleantech Workforce Development
#1 California	\$6,500	125,390	Yes	Yes
#2 Texas	\$716	55,646	Yes	Yes
#3 Massachusetts	\$1,200	26,678	Yes	Yes
#4 Colorado	\$600	17,008	Yes	Yes
#5 New Jersey	\$282	25,397	Yes	Yes
#6 Tennessee	\$16	15,507	Yes	Yes
#7 Pennsylvania	\$650	38,763	Yes	Yes
#8 New York	\$209	34,363	Yes	Yes
#9 Ohio	\$74	35,267	Yes	Yes
#10 Oregon	\$70	19,340	Yes	Yes
#37 to #50 Connecticut We are Not Ranked (Estimated at lower quartile)	\$30	10,147	No	No

Source: 2009 PEW Clean Energy Economy Report, Cleantech Group

We need to copy leading Cleantech States which have a game plan,
train the workforce and invest in the future.

Thank you for your consideration.

Sincerely yours,



Frank Kuchinski
VP Marketing
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