

## **Testimonial**

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Workforce Development

From: Frank D. Gulluni, Director, Manufacturing  
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Thank you for the opportunity to testify about a most critical issue to the present and future state of our economy: workforce development.

Job creation is discussed frequently here in CT, especially now when we are facing such significant deficits. The retention and expansion of manufacturing jobs is as critical to the present and future welfare of CT. Many career

employment opportunities go unfilled due to a critical missing link: workforce development.

A Sunday editorial in the Hartford Courant summed it up best: “Making things better than other people made them is how CT became the richest state in the nation. We still need to do that; we cannot sustain an economy that increasingly revolves around selling houses to each other. That high tech manufacturing jobs are still available must stop being the State’s best-kept secret”.

I believe now and have continued to believe for years that manufacturing is a bedrock of our state economy. Look at three significant conditions:

1. Deloitte, one of America's most prestigious surveyors/predictors of trends concluded in a December 2009 report about manufacturing in New England: "There is an opportunity to add between 7,500 and 8,500 advanced manufacturing jobs annually in New England with total Compensation approaching \$80,000 on average".

Further, the report states, CT presently represents 30% of all advanced manufacturing employment in New England. Simple mathematics conclude that there is the opportunity to develop annually in CT as many as 2500 new advanced manufacturing positions. I would be pleased to provide you with copies of the Deloitte report.

2. In the past few years, through especially the Greater Hartford Alliance and DECD, Asnuntuck has had the privilege to host European government and manufacturing representatives interested in manufacturing in the U.S., especially in the Northeast due particularly to time differences, accessibility, and the rich tradition of educational systems and schools. To a person whether from France, Italy, England, Germany, Sweden, there was a clear consensus that economically and practically it makes sense to produce their goods in the U.S. and especially the Northeast and specifically CT. Why? For some of the reasons cited: education, location, proximity, and certainly population density and an area in which their manufactured goods were being sold. The one universal question each posed as the most critical to their future plans – workforce development. Which state will be able

to provide the well-educated, high tech workforce they will require immediately and for the long-term. Many of the representatives mentioned frequently that they like CT for another reason. Many of their manufacturing peers like Trumpf, Volvo, Eppendorf, Saint Gobain, Senior, MTU, and others reside presently in CT. We need to market more consistently and with greater diligence the European manufacturing market.

3. 35 billion dollars to produce 179 aircraft for the U.S. Military. Pratt & Whitney is expected to land through Boeing a contract to manufacture 400 engines for these aircraft – each plane requires two engines plus some spares. This announcement is huge for Pratt & Whitney present and perhaps even future employees, but consider the further impact for Pratt & Whitney's literally hundreds

of subcontractors here in CT. They too will flourish and grow. According to reports I have read, Boeing identified the value of this contract in terms of jobs numbering 50,000. Obviously, through Pratt & Whitney and its subcontractors, CT will be the beneficiary of a good percentage of these advanced manufacturing positions. Perhaps the Deloitte people specialize in ESP and prescience.

An expanded Manufacturing Technology Center at Asnuntuck can provide a foundation for long-term solutions to the major issue confronting industry throughout Connecticut: Workforce Development.

The future of manufacturing, whether in medical devices, metal machining, or plastics technology, is dependent

largely on education and a collective ability to impact three constituencies:

- 18-22 year olds who are entering the workforce, as well as other unemployed men and women in need of employment relevance;
- incumbent workers, who, on average, can be expected to remain in the workforce for the next 25 years; and,
- middle and high school students, their parents, and educators-all of whom generally possess little if any knowledge of manufacturing technology.

Funding will insure the ongoing development of new entrants to the workforce and a continuing emphasis on the upgrading of incumbent workers to help fuel the

expansion of the manufacturing sector in our region and across the state.

A viable workforce in Connecticut will insure sustainment and growth of manufacturing. The future of manufacturing is contingent in large measure on our collective ability to prepare new people for technology employment and to upgrade present workforce members.

Job creation and workforce development must be recognized as equal partners to a vibrant, progressive economy in the State of Connecticut.

Thank you for the opportunity to testify on behalf of community colleges and manufacturing in CT.