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Testimony of Paul A. Hoffman

Orange Research, Inc.

Before

Commerce Committee

March 6, 2014

Regarding

**Raised Bill No. 305 - An Act Concerning Funding for the "Dream It. Do It."
Manufacturing Pipeline Program**

My name is Paul Hoffman and I am the President and Owner of Orange Research, Inc., a manufacturing company located in Milford, Connecticut. I am writing in support of Raised Bill No. 305 to provide for "Connecticut. Dream It. Do It." a program that is actively creating and implementing activities to enhance Connecticut's current and future manufacturing workforce pipeline.

I am a member of the CCAT Dream It. Do It. Steering Committee and members of Orange Research have participated in Dream It. Do It. events that educate Teachers, Guidance Counselors, Parents and Students about the exciting and well paying careers that are available in manufacturing. My company, like many other manufacturing companies in the state, faces a "skills gap". We continue to have extreme difficulty filling our well paying open positions. This, coupled with the aging workforce and retirements of the baby boomer generation, makes it imperative that we remain committed to the Dream It. Do It. program.

Here are some very good reasons that we must support the Dream It. Do It. program and help to fill the workforce pipeline:

- A key component in growing a manufacturing workforce is attracting young people early in the pipeline – particularly during the middle and early high school years.
- Since 2011, Connecticut. Dream It. Do It. has led efforts to attract the next generation of the manufacturing workforce by creating a positive awareness of the educational and career pathways that lead to rewarding careers in today's manufacturing.



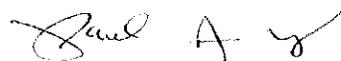
"the differential pressure people"

- Connecticut. Dream It. Do It. has collaborated with industry, education, and economic and workforce development organizations throughout the state to coordinate career awareness activities, promote best practices, and provide opportunities and resources for students, families, and educators that highlight manufacturing careers and encourage achievement in STEM.
- Dream It. Do It. staff have attended more than 60 events around the state to promote manufacturing careers, working with over 14,000 students, more than 500 educators, 370 parents/family members, and **350+ manufacturers**.
- On the national level, Connecticut. Dream It. Do It. has taken on a leadership role, winning a national partnership grant with The Manufacturing Institute from the Motorola Solutions Foundation, and has been recognized as a model of one of the top Dream It. Do It. programs in the country.
- In conclusion, Raised Bill No. 305 provides the opportunity to build on the success of the State's investment in and commitment to manufacturing. By focusing on the skilled manufacturing pipeline, the Connecticut. Dream It. Do It. program will enable Connecticut's manufacturers to attract the skilled talent they need to grow and succeed in today's global market.

Like most manufacturing companies in Connecticut, our ability to find and hire qualified employees has been exasperated by the skills gap. We have participated in Dream It. Do It. events to reach students, teachers and parents to let them know about manufacturing careers and opportunities related to STEM education. It is a long process. We have committed considerable time and resources through CCAT Dream It. Do It. to educate and build the pipeline for our future manufacturing stars.

We hope that you will do the same and support S.B. 305.

Sincerely,



Paul A. Hoffman,
President & Owner