



February 24, 2014

Representative Tobias Read
House Committee on Higher Education,
Innovation and Workforce Development
900 Court St NE H-286
Salem, OR 97301

RE: Oregon Talent Council (House Bill 2728)

Dear Chair Read and Members of the Committee,

I am writing in very strong support of Oregon Talent Council (House Bill 2728). As CEO of a company in Southern Oregon providing software products and services at the intersection of healthcare and life science, the challenge of recruiting and maintaining a flow of technical talent as our business grows cannot be understated. With our large reach in the cancer and disease research community – our software is used by 100% of pharmaceutical and biotechnology companies with >\$10B in annual revenue, universities with > \$40M in federal funding, and hospitals and institutes > \$40M in National Institutes of Health funding – and growth plan, talent development and recruitment represents a substantial risk in scaling the business to meet our opportunities.

The scope of our needs for technical talent aligns with skill sets that other industries require - as all companies have become software-centric and dependent. The lifeblood of our business is data analysis and distributed software development and deployment; our and other companies' need for talent in these areas presents Oregon with an investment opportunity to concatenate education and workforce development in an accountable, outcomes-based system.

This opportunity is only dwarfed by the risk if Oregon fails to make this investment – high-growth companies offering high wages to Oregon university graduates cannot sustainably grow their business in Oregon. Nowhere is this more evident than in rural Southern Oregon.

FlowJo, LLC strongly supports the public investment in the Oregon Talent Council, and the value proposition is clear. OTC will:

- Strengthen outcomes-based industry-education partnerships
- Provide data and metrics on industry needs and program accountability in an efficient structure
- Facilitate an opportunity to partner with other Oregon growth industries and leverage our combined talent needs to drive new programs in higher education
- Create talent differentiators for Oregon which will allow Oregon businesses to compete and to grow

As an employer of OIT and SOU graduates in a rural part of Oregon facing challenges in our talent pipeline as we grow, I ask that you support this bill and the opportunity for a high-impact investment in Oregon and Oregon workers.

Respectfully,

A handwritten signature in black ink, appearing to read 'Mike Stadnisky'.

Mike Stadnisky, PhD
CEO | FlowJo, LLC