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BY RICK GREEN

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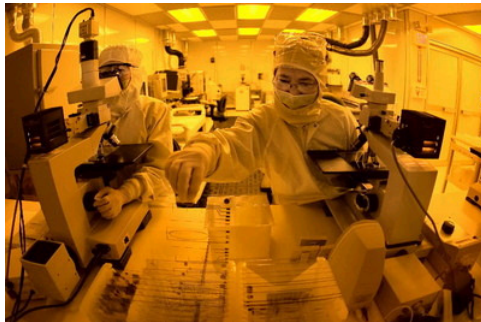
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Memo To New Gov: Help The Successful Too

By [Rick Green](#) on January 6, 2011 6:04 AM | [Permalink](#) | [Comments \(4\)](#) [SHARE](#)

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Instead of creating a cabinet-level officer for nonprofit organizations in the new Dan Malloy administration, how about appointing someone to stand up for the profit-makers?



I'm talking about the businesses that create the jobs for people who pay the taxes that make our schools, roads and government jobs possible.

Mostly, I'm joking -- because I don't think we need to add more government employees (and United Technologies already has enough influence around the Capitol).

But after reading through an important new study by the Connecticut Technology Council, I realize we can begin, immediately, to do some things that could make a difference for the people and companies that represent our economic future.

A lot of this means changing government's attitude. For their study, the council talked to dozens of CEOs of fast-growing firms. Significantly, they weren't worried about taxes or regulation, but they were clear that government has no idea what their companies are up to.

"The only state office to contact my company was the Department of Labor, to do an audit," one CEO told the council.

All of this is important because our new job growth -- remember, we've lost 100,000 jobs in this recession -- is going to come from start-up and fast-growing firms and not the dying heavy-manufacturing industries. And while the "Connecticut Competitiveness Agenda" points out that we have the essential ingredients to create innovative companies -- lots of patents, investment in research and development and piles of private money -- we rank far down the list in actually creating entrepreneurial jobs.

"Government can't just see itself as taking care of people who are in trouble," said Matthew Nemerson, president of the technology council and co-author of the study. The Malloy administration's challenge will be to show that "government is a friend of people who are going to be successful."

While Nemerson's group has some proposals with a price tag -- new grant funds, state money for research and development to link the University of Connecticut

and Yale with new entrepreneurs -- the council also has some practical and cheap ideas that Gov. Malloy should immediately jump on. The list includes:

Open your door: Set up a monthly meeting with executives from fast-growing industries, however small, and find out what's on their minds. This monthly "War Room" meeting will target the firms with the best chances for success.

Identify the top 50 fast-growing companies: Follow them like an air traffic controller. Make sure it isn't the governor of North Carolina, Florida or California calling these companies to ask what help they might need, or if they want some help moving out of Connecticut.

Internships for college students: Connecticut companies rank low on a ranking of best college internships. Arm-twist CEOs to create more internships for college students and recent graduates. Interns become employees who stay in the state after graduation.

Create an international prize competition for innovation: Find a Fairfield County millionaire to donate \$1 million as an award for the best new idea. Make it a big deal and all about Connecticut. Maybe the next Facebook will be here.

I realize that making Connecticut more competitive won't be cheap. But changing our attitude doesn't cost anything.

Categories: [Dan Malloy](#), [Economy](#)

4 Comments

By Richard on [January 6, 2011 10:32 AM](#)

John Rowland's 2002 budget was for \$13 Billion.

Here we are with a budget of \$19.5 bil or 50% higher than Rowland's 2002 budget in 2010 during the worst recession since the Great Depression

What is the problem? Is it the taxpayer's problem for not earning enough? Is it a CT business problem for not earning enough?

The problem seems obvious.

The common rate of inflation would suggest \$15.8 Billion as a 2011 budget based on Rowland's 2002 budget.

In other words if Budget Cuts of \$3.7 bil were applied (the current deficit) to the \$19.5 bil 2011 budget we would be back to normalcy--a \$15.8 bil budget. Back in line w/ 2002 adjusted for inflation.

Even at the lower 2002 rate of spending and taxation CT was not attractive to business. But it's a start.

Return to the 2002 budget index and then target spending priorities to grow business by targeting startups, fastest growing, a UConn technology complex that leads the country in patents and time to market, and target Chinese exports and Chinese/CT investment partnerships. Yes, poach other states fastest growing lists.

Leave the growing SEBAC cancer in the dust. It reeks of inertia and poor return on investment. It's simply not a flexible employment system. SEBAC agencies can't be reformed over night, they are slow to adopt new technology, and slow to adopt new business paradigms. They need outsourcing and replacement. Threaten their job safety: Lay Down the Law "Improve your outcomes and delivery more efficient outcomes year over year or begone!"

By Wilton Businessman on [January 6, 2011 10:42 AM](#)

Wait a minute...what did you do with Rick Green, the profit-hating success shunning personal responsibility snubbing RINO?

By Richard on [January 6, 2011 10:45 AM](#)

Martha Dean seduced him.....

By Anne Hunter on [January 7, 2011 7:05 PM](#)

Rick, great suggestions! We can make jobs that give people a sense of pride about living in CT if we create culture that embraces small business, particularly in STEM focused companies. In fact Hartford has just about everything Seattle has; smart workforce, beautiful countryside, close skiing, nearby beaches and we even have less rain! Maybe we just need a good downtown music scene to lure smart young professional based startups to our area.

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