



NORTH DAKOTA HOUSE OF REPRESENTATIVES

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COMMITTEES:

Education
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To ND's wonderful educators and career counselors,

I hope that you have been enjoying your workshops today. There is no doubt that what you provide to students is invaluable to their lives and, more particularly, their futures. I know how much of an impact teachers and counselors had on my life, so on a personal note: thank you for what you do!

I apologize that I was not able to be with you today. I had a last minute business trip to test new products with a key customer. It's a very exciting time for us, in many ways. I'm sure that Katie gave you a terrific overview of what Pedigree Technologies is developing and where the market is headed.

I thought that I would give you some perspectives from my time at Pedigree Technologies (currently - Director of Product Support), as a member of the ND House of Representatives, and as a member of the ND House Education Committee.

As you know, our state has been blessed with many opportunities. Of course we have our challenges to address, but it's certainly better than the alternative. With several booming industries in ND (agriculture, energy, construction, etc), there is a strong need to develop technologies to support those industries. No matter how successful, companies are always looking for ways to be better and more efficient. That's where we come in...as technology solutions providers.

Of course to develop, support, and service those technologies, we need good people to get it all done. That's where YOU come in. ND has a tremendous wealth in its quality of people. There is a reason companies like Microsoft, Phoenix International (and others too numerous to list) choose to locate here. These companies realize the value of good people with strong work ethics and have a strong interest in tapping into our educated youth pool, especially here in the valley.

What does all this mean for workforce needs in the future? Well, hold on! It's going to be a very exciting ride. As demand for new technologies increases, so will the range of skill sets required to implement them. Of course, we'll need the Computer/Software/Electrical Engineers, MBAs, Accounting, Marketing, (4+ year degrees) etc. We will also have a strong need for the roles that will, in essence, support the other sides of the business. Customer/Technical Support Specialists, Hardware Installation Technicians and Networking Specialists are among many others that we will see a need for. Two-year programs can and will be very well suited for these types of rolls. Depending on the exact role, they can be very sizable opportunities. For example, we have a difficult time finding quality Hardware Installation Technicians. Someone who is skilled in this role can make a very decent living as they are in high demand...as with many other trade and technical positions.

Of course, our company's ongoing needs are different from others, but we will all share a similar need to find quality people in these areas. I am excited that you are attending this workshop. It confirms my perception that our educators and career counselors are working hard to educate themselves, and their students, on the many opportunities our emerging industries and state have to offer.

Thank you for your commitment to our youth. As one of the youngest State Legislators, it means a lot. Please feel free to contact me with any questions or comments.

In service,



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