

STATEMENT TO THE CONNECTICUT COMMISSION ON ECONOMIC COMPETITIVENESS

The Business Council of Fairfield County Connecticut Foundation welcomed the opportunity to assist the General Assembly and, by extension, the people of Connecticut, by serving as the recipient of a pro bono study of the state's economy and to convey it to the Connecticut Commission on Economic Competitiveness.

The Business Council and The Business Council Foundation have a long history of engaging member executives on a voluntary basis in public benefit research and best practice exchange. Over the past twenty-five years, this kind of engagement has occurred in such subject areas as Education, Infrastructure, Health & Wellness, Tax Policy, and Government Operational Performance. Some of these projects have been conducted by teams from multiple companies and institutions, while others have been done by teams from a single entity or by single individuals.

The study we present today, described as a "diagnostic," was conducted by professionals from McKinsey & Company. The process included (a) extensive gathering of information from public, state and national sources that relate to the subject of Connecticut's competitiveness; (b) individual interviews with public and private sector leaders; (c) a public presentation and working sessions involving 200 economic development professionals; and (d) working sessions with this body and its co-chairs.

As a McKinsey representative advised the Commission at an earlier meeting, it is the firm's policy to provide its work to the client on a completely confidential basis. The client then owns the work and has the right to use the data and insights, as it sees fit. McKinsey will not publically comment on the content of their work product, once submitted.

Today, I represent the formal client, The Business Council of Fairfield County Connecticut Foundation. We thank the McKinsey & Company team for their extraordinary effort. It is now our honor to provide the work product to the Commission for your use. I would like to stress that our role has been simply to receive and provide. The Foundation's name is on the document because it owns the document, but "ownership" in this case is truly trusteeship. The content is the work of the McKinsey team and reflects the insights of hundreds of individuals in our state and relies upon the research of scores of agencies and institutions around the nation. The value of the work will be demonstrated by the use that this Commission makes of it.

Thank you for the opportunity to be of service.

Christopher P. Bruhl
Business Council of Fairfield County Connecticut Foundation

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