

# **Retaining and Expanding New Jersey's Telecommunications Sector**

Carl Van Horn

Professor and Director

John J. Heldrich Center for Workforce Development

Rutgers, The State University of New Jersey

December 14, 2004

# Retaining and Expanding New Jersey's Telecommunications Sector

- UNDERSTAND THE NEEDS AND CHALLENGES OF THE INDUSTRY
- ORGANIZE GOVERNMENT DECISION-MAKING TO ANTICIPATE---  
AND RESPOND TO--THOSE NEEDS
- DEVELOP PIPELINE STRATEGIES AND CONTINUING EDUCATION  
PROGRAMS TO MEET EDUCATION AND TRAINING NEEDS
- USE STATE PURCHASES TO BENEFIT NJ-BASED FIRMS
- LEVEL THE PLAYING FIELD IN TAX AND REGULATORY POLICIES
- SUPPORT INDUSTRY-WIDE INITIATIVES IN RESEARCH AND  
DEVELOPMENT