

Written Testimony of Jon Cooper
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Westbury, NY
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Topic "Workforce Development"
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My name is Jon Cooper, and I am the president and co-owner of Spectronics Corporation in Westbury, New York. From our manufacturing plant on Long Island, we are the world's leading producer of ultraviolet equipment and fluorescent materials.

I'm testifying in support of raising the minimum wage statewide to \$15 because it makes good business sense and will boost our state's economy.

Fair wages are a key part of the formula for success at my company. Nearly 60 percent of our 190 employees have been with Spectronics for over eight years. In fact, we have employees who have worked for us for nearly five decades. Compare that to low-paying chains with continual turnover. That turnover costs money and customers.

A higher minimum wage will result in increased employee retention, which means lower costs for hiring and training new workers. It also means fewer mistakes that cost time and money.

Higher wages bring increased productivity. Employers who invest in their workforce have employees who are more invested in the company and in satisfying its customers.

Raising the minimum wage encourages better business practices. An inadequate minimum wage fits the old adage, "Penny wise and pound foolish."

Our inadequate state minimum wage is hurting New York, since a higher wage floor is critically important to serve as the foundation for building strong businesses and a strong economy.

Consumer spending drives the lion's share of our state economy. And wages drive consumer spending.

Increasing the minimum wage is a great way to spur economic growth. It will allow workers to buy essentials they cannot afford now, and most of the money they spend will go right back into local businesses.

That's also good for our tax base.

Companies that shortchange their workers with wages that are too little to live on are in effect being subsidized by other businesses and taxpayers, since those employees are far more likely to turn to government assistance programs to get by. That's simply not fair.

Spectronics Corporation is invested in our state's progress. Raising the minimum wage to \$15 is an important investment in New York's future. We need the New York Legislature to do its part.

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