



THE STOUFFER REPORT

Senator Bill Stouffer
Senate District 21

Capitol Building, Room 332
Jefferson City, MO 65101

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Onshore Technology Brings Good Jobs to Rural Missouri

I am happy to welcome to the 21st District a business that is working to halt the outsourcing of jobs to overseas companies. Onshore Technology Services of Macon, which had its ribbon-cutting in June, is dedicated to keeping jobs from being sent to foreign workers. By setting up their home base in the 21st District, they represent the next wave of employment for rural Missouri: skilled, technology-based positions that take advantage of the lower cost of living and better work ethic of rural communities.

As the U.S. economy continues its decades-old transition from an industrial to a service-based economy, the information-technology (IT) sector keeps growing. However, so does the tendency to outsource these jobs to workers in poorer countries, who will work for lower wages. Onshore Technologies utilizes its rural location to reduce costs compared with IT companies in large metropolitan areas. This "rural outsourcing" gives Onshore the opportunity to pay less for labor than their competitors in urban areas while offering a local presence that does not have the same risks of offshore firms. Meanwhile, Onshore is fostering economic development with good jobs in rural Missouri. Two key developments are underway.

The IT sector is coming to see the benefits of doing business in rural communities. By utilizing the lower cost of living and the solid rural work ethic, tech-based companies are finding they can get ahead without abandoning the American workforce. Meanwhile, these new jobs are revitalizing rural communities with stable, high-paying jobs. In fact, I have heard local parents thanking Onshore for bringing their children back to Macon from major metro areas because of the good jobs being offered.

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We are also seeing the beginning of a narrowing of the rural/urban telecommunications divide. Chariton Valley's decision to bring fiber optics to every home and business in the Macon community, a rarity in rural Missouri, was a major factor in Onshore's decision to locate in Macon. We need to continue moving forward by working with other state and local organizations to close the telecom gap in order to attract more businesses, and more prosperity, to rural Missouri. I have worked with University of Missouri President Elson Floyd and state Commissioner of Administration Michael Keathley to spur further study and investment in the future of our rural communities.

Rural job development is no longer about working to attract large factories that will offer dozens of low-wage jobs. It's just not the future of our economy. Our communities need to look for tech-based industries that will offer permanent, skilled job opportunities that will leave the window open for us into the future.

I encourage everyone to welcome Onshore Technologies to the 21st District. And I hope to see more businesses like Onshore come to our district and our state in the future.

If you have any questions or comments regarding these or any other matters, please call our office toll free at (866) 768-3987 or e-mail bstouffer@senate.mo.gov.

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