

Dunhill® Staffing Systems

1459 Stuart Engals Blvd., Suite 300 • Mount Pleasant SC 29464 • Tel: (843) 375-0031 • Fax: (843) 375-0035

Witness Statement

Prepared by Neil Whitman, CPC

President

Dunhill Staffing Systems

For The

The Committee on Oversight and Government Reform's Hearing
"Unionization Through Regulation? The NLRB's Holding Pattern
on Free Enterprise"

June 17, 2011

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Thank you for allowing me an opportunity to discuss the very positive impact Boeing has had on both my small business and the Charleston community. My name is Neil Whitman and along with my wife and daughter Katie, own and operate Dunhill Staffing Systems based here in Charleston.

In 2000, my wife and I relocated to the Charleston community with the idea of starting our own business. I like so many Americans dreamed of owning my own business. On August 15, 2001, we launched Dunhill Staffing Systems of Charleston. We provided fee paid recruiting for technical and sales professionals throughout the southeast with a special emphasis on our local market. Some would call us headhunters but we prefer to be called executive search consultants. Our plans for a grand opening for September 17. changed abruptly when our nation was attacked September 11. Despite the shock this had on our nation's economy my business persevered and was profitable in its first full year of operation. As our business grew I hired more consultants and grew the office to seven full time employees. They were well paid and received a full benefits package. We became involved in our local community including our Chamber of Commerce, SCAPS our state personnel association, the local school district, our churches, and donated time and money to numerous non-profits throughout the Charleston area. My business plan called for the launching of an hourly staffing division which we did in 2005. Good fortune smiled on us again and this sector was profitable in one year.

The announcement made in 2004 that Vought Aircraft and Global Aeronautica were coming to Charleston was good news. Aircraft manufacturing represented an important new business sector for our region. Soon after this announcement my company was contacted about providing services to these companies. Our business particularly with Global Aeronautica grew at a steady pace and it eventually became our largest customer. My decision to launch our hourly division as a hedge against an economic downturn was validated when our search business took a dramatic downturn in the fall of 2008. The ripple effect of the housing market meltdown, the fall of Lehman Brothers, the stock market plunge combined to virtually kill our most profitable sector. I don't mind telling

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you I was scared that our business wouldn't make it. Thankfully, Boeing's 787 program here in Charleston continued to grow and this sustained our business through 2009. We placed dozens of individuals with Global Aeronautica in good paying jobs that offered benefits and the opportunity for many of our contractors to become full time staff. Many of the people we placed were unemployed at the time with dim prospects for the future.

The announcement on October 28, 2009 that Boeing had picked Charleston for their new assembly plant was the best economic news in a long while. We knew immediately this was a game changer for our area and offered great potential for my small business. I learned that Boeing was committed to utilizing local resources and that it gave generously to their communities. All of this proved to be true. After a numerous meetings and negotiation, my company was added to Boeing's list of national contract labor suppliers and now we get to compete for their business every single day. To handle this additional volume of work I've added a full time account manager who focuses exclusively on Boeing's staffing needs. The jobs we fill all pay well above the local average and provide an entry point for people to join Boeing as regular full time employees. Since being approved as a Boeing supplier we have placed over 100 employees with them here in Charleston and my revenue has grown 295%. This is counter to the current job market which, as recent news has indicated, continues to be very difficult. If not for this Boeing business my small business would be very different. Mine is not the only small business that's felt the positive impact of Boeing's presence in Charleston. Recently I had a conversation with an engineer from a local geotechnical engineering firm who told me that without Boeing they'd be out of business. I have no doubt there are many such stories to be told here in Charleston. If Boeing is forced to shutdown their Charleston operations it would mean the loss of thousands of direct and indirect jobs in an economy that is barely recovering from the recession. I don't know if the small business I created over ten years ago and hope to pass on to my daughter would survive.

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Boeing has also proven, as promised, to be a good corporate citizen. Boeing executives and employees are buying houses, attending our churches, participating in our Chambers of Commerce, and are actively involved in several non-profits in our area. They've given well over \$1 million to local charities and I believe will only continue to make Charleston a better community. Losing Boeing as a result of this lawsuit would cost thousands of jobs and set our community back for years.

When I first heard of this lawsuit I was more than a little concerned. Many of my friends and business colleagues wondered why our government would consider such an action which clearly seems to be an assault on our free enterprise system. Each and every day businesses large and small must make decisions about where to best invest their limited resources. That's what I did eleven years ago when I decided to start my own small business. I did so after my research showed Charleston to be a good market. That decision proved to be a good one. Boeing did the same thing and decided to invest several hundred million dollars in our community. I believe they did so after carefully considering a multitude of factors including the positive labor climate in our state. This lawsuit, by an agency of our federal government is, in my opinion, against all that makes our economic system special. It will have negative consequences for future generations of entrepreneurs and business leaders who must be able to locate their businesses without the threat of government intervention. The freedom to make these kind of decisions must be preserved.

I thank you for allowing me this time to speak to you and am happy to answer your questions.

Neil G. Whitman CPC
1167 Waterfront Dr.
Mt. Pleasant SC 29464

Education

BA Marketing
The University of South Florida

Employment History

2001 to Present

President Dunhill Staffing Systems

Dunhill Staffing Systems is an independently owned staffing and recruiting service headquartered in Charleston SC. This award winning office once a part of a national franchise was the #1 new franchise in 2001 and has been recognized as one of Charleston's 20 fastest growing companies for four straight years.

1998 – 2000

Senior Vice President

Quantum Resources

Richmond VA

Mr. Whitman was responsible for management of an eight office region for this \$100 million regional staffing organization.

1981 to 1998

Aide Inc.

Greenville SC

Mr. Whitman began as a territory sales representative and within two years was promoted to Vice President responsible for managing the company's daily operations. Under his leadership the company grew annual revenue tenfold.

1971 to 1981

Sears

Various location

Positions held included management trainee, division manager, and hard lines merchandise manager.

Community Involvement

Board of Directors and Executive Charleston Metro Chamber, Past Grand Knight Council 9475, Honorary Commander Charleston Air Force Base, Board Member South Carolina Association of Personnel and Staffing, active member Christ our King Catholic Church board member Hidden Lakes Home Owners Association

Personal

Mr. Whitman married the former Melinda Freeze in 1972. They have 3 grown daughters who reside in the Charleston area.

Committee on Oversight and Government Reform
Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

Name: Neil B. Whitman

1. Please list any federal grants or contracts (including subgrants or subcontracts) you have received since October 1, 2008. Include the source and amount of each grant or contract.

None

2. Please list any entity you are testifying on behalf of and briefly describe your relationship with these entities.

The Whitman Group LLC dba Dunhill Staffing Systems
Relationship: One of three family member owners

3. Please list any federal grants or contracts (including subgrants or subcontracts) received since October 1, 2008, by the entity(ies) you listed above. Include the source and amount of each grant or contract.

Award a. GSA Schedule contract # 6507 F0421W
on May 15, 2010. No billings to date

I certify that the above information is true and correct.

Signature:

Neil B. Whitman

Date:

6/13/2011