



May 16, 2013

Mr. Mark Zuckerberg
Co-Founder and CEO
Facebook
1601 Willow Road
Menlo Park, California 94025

Subject: Reshoring Your IT is More Secure and More Productive than More H1Bs

Dear Mr. Zuckerberg:

Right now, a bill to increase the number of H1B visas is winding its way through Congress. You have expressed support for this increase. The most common reason given for the need to import H1B guestworkers is that there are not enough skilled IT workers in the United States.

But what if that wasn't true? What if the sought-after IT talent was right here in the U.S., and you didn't have to go abroad to find it?

For Every 2 STEM Graduates from U.S. Colleges, Only 1 Gets a STEM Job

On April 24, 2013, The Economic Policy Institute issued a Briefing Paper on "Guestworkers in the High-Skill U.S. Labor Market: An Analysis of Supply, Employment, and Wage Trends."

EPI's extensive research found that only half of U.S. STEM graduates each year go into STEM jobs. "Of the computer science graduates not entering the IT workforce, 32 percent say it is because IT jobs are unavailable." This means there are 100,000 new U.S. STEM graduates hitting the job market each year. Yet over 100 American companies have asked Congress to increase the H1B visa limit making the U.S. even more dependent on foreign workers for its IT labor. Is this wise?

Do H1B Guestworkers Make the Most Sense for Future Hires ... or is Reshoring Better for Business?

We at PlanetMaggie support the "reshoring" of IT work. Reshoring helps the local and national economy and has become more cost effective, when considering offshoring's rising TCO. Local IT projects are easier to manage and easier to secure against IP theft. U.S. tech workers are proven to be not only more productive (by a factor of 2.9x), but also more qualified in terms of attending more selective colleges, applying for more patents, and being more likely to serve in R&D positions.

We invite you to read our White Paper which discusses these factors in more detail: **The Argument for Reshoring American IT: The Risks of Outsourcing Offshore, and Why "IT ReShoring" is Growing.**



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More H1Bs will Further Reduce the American IT Workforce, and Put our National Security at Risk

Most importantly, H1Bs and offshoring reduce the American IT workforce, giving invaluable R&D experience to workers from other countries. Without enough high-level U.S. technical workers to protect it, our national security is left vulnerable to breach.

How vulnerable are we? Read this detailed account by the former senior counsel to the National Security Administration: [America the Vulnerable—Inside the New Threat Matrix of Digital Espionage, Crime, and Warfare](#), Joel Brenner (Penguin Press, New York, 2011).

Consider Reshoring Your IT to the Pool of Available Talent Here in the U.S.

Without a doubt, there is a reshoring movement happening in the U.S. manufacturing sector. We expect that given the issues raised in this letter, IT labor will soon be reshored in large numbers as well. The companies who become early adopters of IT reshoring will find a great deal of support and future loyalty from American consumers and small businesses.

Searching for the best IT talent is the right of every organization. Please consider where U.S. companies would receive the most value from hiring. Offshore, with its visa regulations, security risks, and rising costs? Or here in the U.S., home of the world's best IT talent?

If you have any questions about our research or would like to discuss this topic, please call 408-540-5101 or email me at doreyne.douglas@planetmagpie.com.

Thank you for your consideration.

Very truly yours,



Doreyne Douglas
Vice President

Enclosures