

industry of the products, raw and finished, in Nebraska to potential buyers. There is nothing wrong with providing a presence in other areas whether it is to promote tourism in Nebraska or whatever that might be. There is nothing wrong with any of these things. But I would suggest that with \$300,000 we are not going to be able to open a Foreign Trade Office. I would suggest that with \$300,000 the Department of Economic Development may be able to acquire the services of an International Trade Development Expert and operate our Nebraska presence out of Lincoln so that we do have a booth, we do have the ability to present our state's view in companionship with the other states who are involved in like efforts. I would suggest you turn to Appendix B of the handout. California, three trade offices, \$10,450,000 total budget including their instate expenses. Kansas, our neighboring state, \$1.5 million with two trade offices and the \$1.5 million certainly would include in addition to the costs of the two trade offices what instate personnel and the travel of those to other areas of the world. I would suggest it is very difficult in a rapidly changing economy to be able to pick a site, to open a static trade office, whether it is Brussels or Frankfurt or Milan or Hong Kong or Bangkok, where do you go, or North Platte, right? There are probably those in North Platte that would think that would be something to do at least. This is a good idea, 1019, but please don't expect the Department of Economic Development with \$300,000 to provide a permanent Nebraska office in some yet to be determined area in the world. Opportunities change so quickly. I have a manufacturer in my district who has stayed in business basically because of export trade. Several years ago they were in the Mediterranean rim. Two years ago they were in France and southern Germany selling center pivots. Today they have two full-time people in Poland...

SPEAKER BARRETT: Time.

SENATOR COORDSEN: ...and East Germany because the market changes that quickly, so I would suggest it's a good idea, but perhaps not expect trade offices.

SPEAKER BARRETT: Senator Ashford.

SENATOR ASHFORD: Thank you, Mr. Speaker and members. I would like to commend Senator Johnson for bringing this measure for a couple of reasons. Before I was in the Legislature I spent a couple of years working in Germany for a company that was doing