

contracts and building export markets. Export markets is really where it's at and that is where the focus of our economic development should be. Boyle makes the following recommendations in fostering business expansion. Establish a formal, federal procurement assistance program in cooperation with the state and the state's congressional delegation. The federal government procurement is a lucrative market. Many small and middle-size companies are unaware of this market, despite the incentives designed to encourage their participation. Many companies are unwilling to go through the complicated process involved in applying for government contracts. Boyle's recommendations suggest that the Chamber assign a staff person to assist local companies in preparing bids and act as a liaison between congressional and Nebraska Department of Economic Development staffs. They also should establish an export development program to assist businesses interested in gaining or expanding export markets for their products. About two-thirds of all exports represent market opportunities for the average American business. The most recent year detailed state level manufacturing export data is available and that's only available from 1984. And in that year Nebraska had 5 percent of total U.S. exports. Not a very good record, and ranked 35th among the 50 states. We have talked a lot about Nebraska's positioning in many areas but very few in some of the markets that are available and very little ranking is paid attention to. We implement a Buy Nebraska program to generate more businesses for area firms, allowing them to expand operations and increase employment.

PRESIDENT: One minute.

SENATOR PIRSCH: We had a Buy Nebraska promotion at my company which worked very well. In fact, people are always amazed at the variety of products that Nebraska produces right here and it's always a good decision when you're looking at products on your grocer's shelves to make certain that you cannot pick a Nebraska product. I have more to say on this subject and I will continue with my light on.

PRESIDENT: Thank you. Senator Labedz, followed by Senator Wesely, Langford, Byars and Pirsch. Senator Labedz.

SENATOR LABEDZ: Thank you, Mr. President. Senator Pirsch, I admire what you're doing. I don't know what it is but I got myself excused but when I heard you on the speaker, I