

Boyle report that number five was to assist in the removal or lowering of barriers preventing local businesses from expanding. And sometimes that is difficult, not only to remove or lower them but to identify the barriers. And this is where our state could be helpful in identifying the barriers as we did in our school bill today, a commission that would identify those barriers to learning and to education. We also need to identify those barriers for our local businesses and their expansion. Omaha is fortunate because, well, as far as that goes the whole State of Nebraska is very fortunate. I hear of the many entrepreneurs that are springing up all across the state, helped both by LB 270 for the small businesses and entrepreneurs who come up with inventions and inventive adjustments to...and creative enterprises, many of them in the service sector. And Boyle, who is speaking about Omaha, said that the community would have more and this would apply probably to the entire state, if the state and city provided more support and encouragement for new ventures rather than ignoring them. Boyle recommends that the Chamber work with the media to educate Omaha on important contributions entrepreneurs make to the economy. And in order to do that, we need to see that the entire state is encouraged and that we have that kind of help and assistance for them. In order for a community to attain its economic development objectives, it cannot rely on the present economic base or the city's entrepreneurs. It must attract new investment from established companies from other states. We were talking this morning about our companies acquiring other companies in other states and perhaps moving. But what we must do is to attract new investments from those established companies in other states and encourage them to come to Nebraska. And, to do this, Boyle recommends changes be made in prospect handling, negotiations and sales processes already in place. And that's the...that's the key when we need to go to them and there are groups in Nebraska who do that regularly, who give of their time, give of their effort, who also, incidentally, do give up their money to do these kinds of things, to go to other states and try to persuade them to invest in Nebraska and perhaps to move their company...

SPEAKER BARRETT: One minute.

SENATOR PIRSCH: ...but also just to invest and perhaps buy other companies, as ConAgra has done. And so he suggests that establishing Omaha as a business location in the minds of business executives from target industries through an aggressive