

cases, I think they're very positive, but targeting better what kind of industries we want is one thing and we don't do that as well as we need to. Secondly, targeting the jobs we want to create. I will be offering an amendment when this comes up on Select File that will set a minimum level of wages and benefits in order to qualify for the credit given by this. If we want to attract the best type of jobs and the best businesses, then we must have incentives to accomplish that goal. If you open it up and anybody who meets the standard comes in, and the consequences of which are out of our control, I don't see where you gain the sort of things that we are talking about here, having the high-paid, good benefit jobs out there, we ought to reward that. We ought not to reward the companies coming in that don't provide this kind of job. So targeting the kind of jobs created, as well as targeting the industries are things we can do to make sure that we get the biggest bang for our buck in the tax breaks. Now, the bottom line for me has always been on tax incentives is what's the cost benefit? Businesses evaluating whether to come here or to come to Oklahoma or to come to Utah are doing a cost-benefit analysis. They're weighing the cost of coming here with the benefit. They're analyzing what's in their long-term best interests and then they're making a decision. We can turn that around and do the very same thing, analyzing the businesses that desire the tax breaks that we offer. We can do a cost-benefit analysis. Is the cost of the tax breaks more than made up for by the benefits rewarded from having the company come here? And we keep hearing there's a cost-benefit analysis, that will be done, but we don't really quantify it. We don't really take the time to put that in statute in a way that we should so that the taxpayers of the State of Nebraska would know that the tax breaks they're giving out through this Legislature will be rewarded back to them through increased tax revenues and benefits that will be positive overall for the State of Nebraska. Cost-benefit analysis and ratios and minimum pay-back periods all end up, I think, ultimately making sure that we get our money's worth when we do tax breaks. We wouldn't do it for other expenditures we have in appropriations process that takes weeks...

SENATOR CROSBY: One minute.

SENATOR WESELY: ...and then months, and here, in very quick fashion, in a matter of days, we're working through this very large expenditure in terms of tax breaks, and they are an expenditure. They're a tax revenue loss but, at the same time,