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SENATOR Dw. PEDERSEN: Thank you, Mr. President. I'll give my time to Senator Brashear.

SENATOR CUDABACK: Senator Brashear, you have almost five minutes.

SENATOR BRASHEAR: Thank you, Mr. President, members of the body. Thank you, Senator Dwite Pedersen. I appreciate it. Want to continue to develop a theme here. So as I was pointing out, we've got...it leaps right off the page at you. We've got \$50 million worth of salary increases and we've got \$25 million worth of fringe benefit increases, cost increases, built into the budget and I think, and I'll engage Senator Wehrbein later, but I think we'll be told can't do anything about that because it's negotiated. Well, if you go to page 5...it's already negotiated. Good negotiation on the part of somebody. Do it as early as possible, particularly in difficult times; lock it in. If you go to page 5, what you'll see is in the out biennium we're short \$800 million. I don't know what your reaction to that is, but I'm particularly troubled when I find out that the \$800 million is premised upon an increase in growth of 6.3 and 6.5 percent for each of those years when historically our rate of growth has been 5.4. And if you subtract the \$360 million from the \$803 million, and you reduce the rate of grow to what we've historically had instead of assuming something we have not achieved, what you find is that we're short another \$320 million in round numbers out there. Now, if we walk up to that shortage, when we debate that budget and we say, well, the thing we can't do anything about are salary increases and fringe benefit increases and, woe is us, we have to do everything to education, I don't accept that we have to do everything to education. And I am not against employees, but there are people in this world who don't get a raise every year, whether they'd like to negotiate one or not. There are people who don't get to keep their fringe benefits package, even if they want to, without paying more themselves for it or adjusting their benefits. That happens in what I call the real world. And the fact is that there are such things as hiring freezes in which you say you will not hire another new employee no matter how many you lose by attrition. Then after two and a half days of discussing revenue, I want to suggest to you that I have more