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SENATOR CHAMBERS: Yes.

SENATOR BURLING: Personally, I would charge the state the same I charged anybody else, but if they want to pay more, I would negotiate with them and see what they want for their additional money.

SENATOR CHAMBERS: Okay. Let's put it like this. You know that out in the broader world you get \$25 an hour. You see an advertisement that the state is looking for a groundskeeper, which would consist of doing what you do out there in the world that you get \$25 an hour for, and they don't say what they will pay, but that the amount paid is negotiable. Would you go and sit down at that table with them and say, I get no more than \$25 an hour, so I won't ask you for any more?

SENATOR CUDABACK: One minute.

SENATOR CHAMBERS: Or would you ask them what they're willing to pay to get the bargaining started?

SENATOR BURLING: I would start with telling them what my charge is.

SENATOR CHAMBERS: Then there's no need to negotiate, is there, because you sold out already. Let's say that you asked them what they would pay, and they say, we'll give you \$35 an hour. Would you tell them, oh no, I can't accept that because I'd only get \$25 someplace else, or would you accept the \$35 an hour that they offered to pay you?

SENATOR BURLING: I would ask them what they want done for that \$35 a hour that they're offering.

SENATOR CHAMBERS: They want you to do just what you do for anybody else. Would you pull the Abraham Lincoln and say, well, I can't charge you more than \$25 because that's all that I charge somebody else?

SENATOR BURLING: Well, depending on how the negotiations went. It depends on how the conversation goes. I can't really say now