



USDA Delaware Jobs Forum Synopsis February 26, 2010

In partnership with USDA Rural Development, Delaware Economic Development Office (DEDO) and Delaware Department of Agriculture (DDA) a Delaware Jobs and Economic Growth Forum was scheduled for February 12, 2010 at Dover Downs Conference Center, Dover, DE. The event was postponed until February 26, 2010 due to the two blizzards that hit the local area.

The USDA Delaware Jobs Forum was held on February 26, 2010 at the Dover Downs Conference Center, Dover, DE.

Jack Tarburton, USDA Rural Development State Director opened by welcoming the group of 31 in attendance that represented Local, County and State agencies, Economic Development Directors, elected officials, farmers, lenders, non-profit organizations, Agriculture and Business Associations (Mid Atlantic Soybean Association and United Association of Plumbers and Steamfitters), small businesses and private citizens.

After the welcoming remarks representatives from each agency on the listening panels made brief remarks about their respective agencies.

Jack Tarburton – USDA, Rural Development, Delaware/Maryland, State Director

Jack discussed with the audience the accomplishments that USDA, Rural Development has made over the past year. Nationally, USDA Rural Development has approximately \$21 billion in loan and grant funds to help with economic recovery. The funding expires on September 30, 2010. In 2009 Delaware Rural Development made \$132,631,779 dollars in investments in multiple areas, Water and Waste Disposal Loans and Grants, Business and Industry Guaranteed Loans, Rural Single family Housing Loans and many other loans and grants under USDA Rural Development. \$55,685,270 dollars were used from the Delaware ARRA funds. These funds will expire and Delaware Rural Development will continue to live by their vision, A Rural America that is a healthy, safe, and prosperous place to live and work and by their mission to increase economic opportunity and improve the quality of life for all rural Americans.

W. Donald Clifton II – USDA Farm Service Agency, Delaware State Executive Director

Don discussed with the audience the accomplishments that USDA, Farm Service Agency has made over the past year. The Farm Service Agency delivered over \$16.3 billion in federal program payments to U.S. farmers and ranchers during FY2009. The Delaware Farm Service Agency administers substantial monetary support in multiple areas including, Commodity Programs, Conservation Programs, Disaster Assistance, Farm Loans, Direct and Guaranteed and Farm Storage Facility Loans. Delaware Farm Service Agency will continue to live by our mission to equitably serve all farmers, ranchers, and agricultural partners through the delivery of effective, efficient agricultural programs for all Americans, as

well as continue to support our vision as a customer-driven agency with a diverse and multi-talented work force, dedicated to achieving an economically and environmentally sound future for American Agriculture.

Ed Kee – Delaware Department of Agriculture, Secretary

Ed stated that Governor Jack Markell is pushing for job opportunity in Delaware. DDA and the Delaware Economic Development Office (DEDO) are working closely together to use strategic funds.

The Governor is focusing on three pillars:

- Smaller, more effective State government
- Jobs
- Education system

Through the Department of Agriculture their mission is to sustain and promote the viability of food, fiber, and agricultural industries in Delaware through quality services that protect and enhance the environment, health, and welfare of the general public.

Bernice Whaley – Delaware Economic Development Office, Deputy Administrator

Bernice commented on how DEDO is using strategic funds, what businesses are doing and that state government is here to help. The Delaware Economic Development Office is administrating the LIFT program working with local banks and GIF, a new fund to modernize some of the tax reliefs. The Office is looking toward innovative ways to fill the gaps in the Delaware economy. Bernice discussed the reasons why Delaware is renowned for its pro-business climate, often referred to as the "corporate capital of the world," as more than 60% of Fortune 500 companies are incorporated in Delaware. Our national rankings offer a glimpse into why so many companies call Delaware their home. The Delaware Economic Development Office can help you connect your business to economic development resources that can give it the competitive advantage in Delaware. We're growing a 21st century economy, building on the strength of our clusters while creating a diversified economy with the best options for new and expanding businesses, including:

- a skilled and knowledge-based workforce
- an entrepreneurial environment
- fair and predictable taxes
- quick access to government officials
- a cost-efficient location
- innovation in economic development assistance

After the opening remarks from the listening panel, Jack Tarburton played an opening video from U.S. Department of Agriculture Deputy Secretary Kathleen Merrigan discussing the initiative of the local Jobs Forums for Economic Development.

The USDA Directors recognized the following elected officials that were present:

Ruth Briggs King – Delaware- State Representative
Mayor Carlton Carey- City of Dover- Mayor

The USDA Directors facilitated the forum:

Presentation Panel 1 – Agriculture and Processing

Ed Kee – Delaware Secretary of Agriculture <http://dda.delaware.gov/>

David Marvel – Delaware Fruit and Vegetable’s Growers Association <http://delawarefruitvegetable.org/>

Richard Wilkins – Mid Atlantic Soybean Association <http://www.soygrowers.com/>

David Marvel’s Testimony:

David discussed that the Delaware Fresh vegetable market is the industry that needs the most growth in Delaware. The processing vegetable area is not one that is thriving in this area but reminded everyone that processing is taking a fresh product and preserving it by canning or freezing. He stated that is as nutritious fresh or processed. Davis went through a slide show explaining the fresh and processing vegetable industry. He stated that there is a lot of room to grow in both the processed and fresh market.

Richard Wilkins’s Testimony:

Richard discussed that there are many different commodities in Delaware’s Agriculture. He stated that Agricultural trade is a great way to expand jobs in Delaware by re-invigorating manufacture and trade by doubling exports over the next five years. He encourages congress to pass bills on new trade agreements and to expand agricultural imports from Cuba.

Richard also discussed how the expiration on the Bio-Diesel tax credit has shut down the Bio-Diesel Industry in our country and we have lost over 23,000 jobs.

He stated that the agriculture industry in his opinion is the cheapest industry when viewed of amount spent in public investment in infrastructure. He feels we could expand by adding value added crops and products to Delaware. In Delaware 14,700 people have jobs in the poultry industry, 1 out of every 12 jobs in the region are in poultry. Some ways he feels jobs could be expanded in Delaware are: expanding meat processing in Delaware, expand back to vegetable processing, off-shore aquaculture and expanding hay production through exports out of the Port of Wilmington.

<http://portofwilmington.com/>

Secretary Ed Kee’s Testimony:

During Ed’s testimony he discussed the vegetable and processing industry in Delaware. Through his comments he stated that we need to maintain and enhance what we have, we need to be able to manage our overhead and operational costs. Ed continued to discuss agriculture in Delaware: Sussex County Delaware is the #1 county in poultry, the poultry companies are buying new technology that replaces jobs but people are still needed in this industry. In the 1960’s there were 40 tomato processors in Delaware, today we have none, permit fees cost jobs as well as energy and utility costs. Delaware farmers like positive grain prices on our grain commodities, this helps our local producers decide what they are going to grow. Farmers don’t consider growing other crops other than grain because of the price, government programs and the risk in the crop.

The Poultry Industry - Ed discussed that many people do not look at the poultry industry as a career; they focus on just a job. We need to help people get over that agriculture can be more than just a job, it can be a career.

The Fresh Market Industry – Ed discussed that he sees Delaware as a food shed and the cash farm income is associated with exporting our products to the North East. There are ways to increase jobs in the fresh product industry by adding re-packing and distribution centers.

The last comment that secretary Kee discussed, when companies ask you to keep it quiet in the agriculture community, you need to do it. Confidentiality is the key.

Listening Panel Questions:

Bernice Whaley: What is the Delaware Brand in agriculture and how can this create jobs?

Secretary Ed Kee Response: It is all about the quality and it makes a difference in state but does not make a big difference out of state. There are only 20 acres of organically grown food in Delaware; if all of our agriculture in the United States was grown organic it would take 140 million farmers to grow enough products for the country. Right now we have 2 million farmers growing the products. With some statistics, Ed stated that 1 farmer feeds 150 people. He stated that organics has a place but it is not in Delaware.

Richard Wilkins Response: Richard discussed an Institute that is devoted to research, education and producing certified organics. They are working on developing plants and seeds that produce their own pesticides. <http://rodaleinstitute.org/>

Audience Participation:

Danny Magee: Mr. Magee made some comments about the local agricultural community since he is in the profession of agriculture in Delaware. He stated that the agriculture community is getting frustrated with the State. Many producers are trying to enhance their businesses through value added and reaching out to new industries. A lot of local producers are working on the locally grown initiative and farm to school program. Mr. Magee would like to see some contracts with the State to go further then local to schools by adding local to State institutes.

<http://www.farmtoschool.org/DE/programs.htm>

Presentation Panel 2 – Competitiveness and Emerging Industries

Bob Dayton – Delaware Bio Science Association <http://www.delawarebio.org/>

Rick Deadwyler – DuPont – manger of Mid Atlantic Region http://www2.dupont.com/DuPont_Home/en_US/index.html

Ken Anderson – Director of Entrepreneurship – Delaware Economic Development Office <http://dedo.delaware.gov/>

Ken Anderson's Testimony:

Mr. Anderson discussed that we need to work on retaining business and the creation of new industry. Small businesses are the largest amount of businesses in Delaware but these small businesses need large businesses for support. He stated questions; what is the next big thing? His answer was we have no idea. Ken went into what are we focusing on. They are focusing on “Green.” We need to reduce the carbon footprint and energy costs. The local University has purchased the Chrysler Plant and hopefully this will help with job opportunity.

Bob Dayton's Testimony:

Bob discussed that there are 45 Bio Science Associations in the United States. Delaware has a 90 member association that is made up of small businesses. Some of the local business's associated are: DuPont, Astra Zeneca, Hewlett Packard, Delaware Technical College, Delaware State University, University of Delaware, Nemours and Law Firms. The association participates in local events to help support job growth in Delaware. They will be participating in a Bio Science Career Fair on March 9. Mr. Dayton discussed that Merck has created 400 jobs in Millsboro, Delaware, a rural area in the southern portion of the State. So, what are the opportunities for growth? Mr. Dayton said there is an opportunity for small businesses, wind jobs and he's sees an expansion in health care. He feels there will be opportunity for well paying jobs as well as large number of firms that people can find jobs and spouses in the same industry.

Listening Panel Questions:

Explain job creation vs. wealth in Delaware?

Ken Anderson response: Mr. Anderson explained that entrepreneur activity creates jobs and through a survey done by the Kaufman foundation, Delaware is ranked #48 in entrepreneur activity.

Explain new entrepreneur start up vs. small business?

Ken Anderson Response: The #1 impediment is the lack of access to capital and 90% of start-up capital generally comes from family, friends, etc. There needs to be incentives for private industry to invest. There is a need for federal money to help people be able to start a small business. He stated that Delaware Economic Development Office is here to support business's that exist in Delaware.

Is there training programs available through Delaware Economic Development Office?

Ken Anderson Response: He stated that there are training programs offered through Delaware Economic development Office. Emerging Tech Center (ETC), this program helps to support Delaware innovators and small businesses. DEDO also offers an Boot Camp through the ETC, you bring your idea and the boot camp takes you through a 3 month process to develop their business. In the past there has been cash awards for business's that succeed after camp. The Delaware Economic development Office has submitted a proposal to the federal Government to grant more money towards this training. DEDO also offers and Small Business Development Center.

Mr. Anderson commented that Delaware Economic development Office is looking at growing good paying jobs, different then high paying jobs as well as expanding broadband in Sussex County so that more businesses and jobs can be created.

Audience Participation:

Anne Fitzgerald: from the audience Ms. Fitzgerald make a few points: the time frame between funding and growing a business is a problem, we need a resource list, which agency can help you where and with what? This information needs to be written in plain language to help interested parties find resources needed. It would be helpful to have an Advocate for assisting entrepreneurs.

What can we do to help the credit issues?

Ken Anderson Response:

Mr. Anderson stated that our lending metrics have changed, and DEDO is asking banks to change their metrics to start lending again. Movement and cooperation from the banks needed to help small businesses to grow. There are two things banks are looking at; safe guarding your depositor's money and safe guarding the stockholders equity position and the regulations are every hard to comply with in the banking industry. He commented that the tendency to being aggressive in lending is not there like it was several years ago.

Presentation Panel 3 – Community Development, Infrastructure and Support

Lynda Messick – Community Bank of Delaware <http://www.communitybankdelaware.com/>

Karl Kalbacher – New Castle County Director of Development <http://www2.nccde.org/Home/default.aspx>

Bill Neaton – City of Dover – Economic Development Manager <http://cityofdover.com/>

Karl Kalbacher's Testimony:

Mr. Kalbacher discussed some statistics about employment in New Castle County. Currently there is an 8.3% unemployment rate for New Castle County about the same as the rest of the State. The unemployment rate in Wilmington is at 12.1%, which is at the high end of the spectrum, different from Newark, De which is currently at 5.1%. In his opinion he believes we'll see our local economy rebound by the 4th quarter of this year. He stated that the government is our banker; 2500 new jobs created this year associated with the Aberdeen Proving Grounds Base re-alignment. <http://www.apg.army.mil/apghome/sites/local/> The cost of living is 16% higher in Aberdeen then in Delaware and there are currently 5,000 people living in Delaware due to the closeness of the Aberdeen base. The University of Delaware has purchased the Chrysler site in Newark, DE and part of it will be used for research and technology. The University will be teaching classes at the Aberdeen Proving Grounds. <http://www.udel.edu/> New Castle County is working with Fort Monmouth to understand their problems and how they can create jobs in Delaware. <https://www2.monmouth.army.mil/usagfmima/sites/local/>

New Castle County is taking advantage of the stimulus dollars and the economic development bonds. They currently have \$50 million to invest in infrastructure. He stated that New Castle County will exhaust all their funds and hope that the money keeps coming.

Lynda Messick's Testimony:

The Community Bank of Delaware is the small business lender for Sussex County, lending to small businesses is their bread and butter. Community Bank markets in Lewes, Rehoboth Beach, Milton, Georgetown and Seaford. They typically work with medical building, physicians, hotels, restaurants and mom and pop businesses. Ms. Messick stated that they are still lending and that Community Banks are considered "Main Street" not "Wall Street". She continued to explain that in the last 30 years we have stopped being a nation of savers and now use credit cards and equity in homes to pay. College tuition used to be the best use of an equity loan, in the last 15 years equity lines are being used for meals, vacations and things easily gone and forgotten. In Sussex County, people with 8 figure incomes net worth now cannot pay their credit card bills. Ms. Messick went into explain that there are 5 C's in credit:

The 5C's http://www.mbda.gov/?section_id=3&bucket_id=131&content_id=2517&well=well_2

1. **Capacity** to repay is the most critical of the five factors; it is the primary source of repayment - cash. The prospective lender will want to know exactly how you intend to repay the loan. The lender will consider the cash flow from the business, the timing of the repayment, and the probability of successful repayment of the loan. Payment history on existing credit relationships - personal or commercial- is considered an indicator of future payment performance. Potential lenders also will want to know about other possible sources of repayment.
2. **Capital** is the money you personally have invested in the business and is an indication of how much you have at risk should the business fail. Interested lenders and investors will expect you to have contributed from your own assets and to have undertaken personal financial risk to establish the business before asking them to commit any funding.
3. **Collateral** or guarantees are additional forms of security you can provide the lender. Giving a lender collateral means that you pledge an asset you own, such as your home, to the lender with the agreement that it will be the repayment source in case you can't repay the loan. A guarantee, on the other hand, is just that - someone else signs a guarantee document promising to repay the loan if you can't. Some lenders may require such a guarantee in addition to collateral as security for a loan.
4. **Conditions** describe the intended purpose of the loan. Will the money be used for working capital, additional equipment or inventory? The lender will also consider local economic conditions and the overall climate, both within your industry and in other industries that could affect your business.
5. **Character** is the general impression you make on the prospective lender or investor. The lender will form a subjective opinion as to whether or not you are sufficiently trustworthy to repay the loan or generate a return on funds invested in your company. Your educational background and experience in business and in your industry will be considered. The quality of your references and the background and experience levels of your employees will also be reviewed.

Being a Community Bank, they focus on the character aspect of the 5 C's. She stated that regulators are eating the bankers' lunch and she as the president is giving FCIC's the ability to review their own credit and not put community banks in the same category as BIG banks. She stated that community banks should be given credit for knowing their market and that lending is subjective on an individual basis and that community banks should not be regulated the same as large banks. Her last comment was that we, the people, have to be aggressive and reach out to the banks.

Bill Neatons' Testimony:

Mr. Neaton stated that The City of Dover established an Economic Development Office and this has made a big change for the city. The City needed someone out in the community as well as being more nimble in re-acting to the needs of the community. With the Development office doing business in Dover has become easier and the office has become to the go to office in Dover to navigate through the maze of government agencies and funding. The City of Dover Economic Office can assist you working with city, state or federal offices.

<http://www.cityofdover.com/?c=/departments/econ/default> The economic office is working on job retention and keeping our businesses going and expanding. With a grant from USDA, the City of Dover is doing education seminars with business owners and request that the President continues this funding for future use. Mr. Neaton feels that SBA loan guarantee with small businesses through the government need to continue. <http://www.sba.gov/> Access to capital is what is keeping small businesses going, as well as capital businesses need to have a relationship with their local bankers. It has been a trend that banks are reducing portfolios and are letting better customers go who can get credit elsewhere and keeping sub-par borrowers to save from failing. He stated that anything that could be done in the housing industry and tax credit incentives not only helping first time home buyers but all home buyers. The City of Dover Economic Development Office can assist small businesses with building permits, DelDot and waste water permits. One area that Mr. Neaton felt needs to be focused on was Neighborhood Stabilization. We need to focus on buying,

renovating and re-selling properties that have been abandoned and are in need of repair, we need to continue first time home buyer tax credits, we need infrastructure, we need rail systems, and we need to increase education.

Open Mike Forum:

http://ben.omb.delaware.gov/documents/eer_110109.pdf

Joanne Fields – Health Care Issues

Attached is the letter Ms. Fields presented to the listening panel and audience.

Presentation Panel 4 – Retail, Tourism and Community Development

Carol Everhart – Rehoboth-Dewey Chamber of Commerce

<http://www.beach-fun.com/index.cfm?fuseaction=calendar.view>

Linda Parkowski – Director of Tourism, Delaware Economic Development Office

<http://dedo.delaware.gov/tourism/grants.shtml>

Julie Wheatley – Sussex County Economic Development <http://sussexcounty.net/>

Carol Everhart’s Testimony:

Ms. Everhart started her testimony by discussing 5 facts about tourism in the beach areas of Delaware. She stated that travel is holding on with a “tank of gas from...” The beaches in Delaware is a drive to destination, people are playing catch with meeting and conventions, Delaware welcomes more visitors by car than Hawaii does by plane and we are seeing many visitor from our surrounding States, New York, Pennsylvania, New Jersey and Washington, DC. She went into discuss 5 trends and 5 concerns of tourism in Delaware beach areas.

5 Trends:

1. Clean, safe and friendly.
2. Time Quality – people have less time but want to do more.
3. People are extending days onto the weekends rather than taking weeks off at a time.
4. People are coming but they are staying differently.
5. With high gas prices, people are spending differently. Example: People are having pizza vs. fine dining.

5 Concerns:

1. Delaware needs to not lose its "no sales tax" status.
2. Need more man-made attractions to fill in gaps.
3. Transportation Connectors are a need.
4. Economy
5. Weather

Linda Parkowski’s Testimony:

Ms. Parkowski discussed a few assets to Delaware Tourism. Our coastline tourism is the largest asset to the State, people seem to increase vacations due to the closeness and dining out is the #1 activity of visitors in the State. <http://www.visitdelaware.com/visitorguide.htm> The State of Delaware's biggest industry is the shopping due to it being tax free but our industry that is not thriving is meeting and convention facilities. With this industry not thriving, New Castle County has suffered the most. Some of the reasons the meeting and convention industry is suffering is due to companies increase in operating expenses, little marketing and travel money. Recently the Delaware tourism office has been re-organized to focus more on sale instead of marketing. The tourism office is focusing on 3 key niche markets: meeting and conventions, group bus tours and the sports market. Ms. Parkowski went into discussing the potential and importance of the sports market. The office of tourism has created a Delaware Sports Commission. By increasing local facilities for sporting events we could bring millions of dollars to the State through, lodging, eating, shopping and just bringing the family's to Delaware. As tourism grows it trickles down into the service industry. Future jobs; tourism is the 12th largest industry, tourism is the 5th largest employer, and 1 out of every 12 jobs in Delaware is tourism related. The obstacles in tourism for creation are; funds lacking to build sports and conference facilities in rural areas, transportation, we need more direct public transportation east to west, and we step up public transportation. She went into discussing when will local businesses begin to hire; when credit frees up and when consumer confidence comes back. Her suggestions to USDA programs; continue to protect natural resources in Delaware, especially along the coastline, do feasibility studies and subsidize and fund sport facilities.

Julie Wheatley's Testimony:

Ms. Wheatley stated that retail thrives off no sales tax in Delaware. There are large companies that have smaller companies within that employ our local people and small business expansion in retail seems to be a trend. Small business owner want to know how to make their business's better by studying the trends and expanding to make their business better. Some ways she feels there can in an expansion in jobs is by offering small business owners and incentive for hiring, it would not only offer jobs it would help with retail and tourism. She stated that what USDA is doing is just awesome and she and other should continue to push what they have to offer by getting the word out.

Listening Panel Questions:

Does broadband need to be expanded to more rural areas of Delaware?

Julie Wheatley response:

We need to focus first on the speed and access, and then move to the width.

How would the expansion of broadband create more jobs?

Linda Parkowski response:

The expansion of broadband would increase retail activity as well as increase jobs for installers. She quoted, "for feet on the street, needs to be seen on the screen." DTI is doing a study on the percentage of broadband available. But the #1 issue in creating jobs is the access to capital and stated that broadband needs a government solution to be expanded into Rural America.

Presentation Panel 5 – Labor and Trade Issues

Harry Gravel – Delaware Building & Construction Trades Council <http://www.debuildingtrades.com/>

Anthony Papili – Plumbers and Pipefitters Local Union #74 <http://ualocal74.com/>

Chad Reed – Delaware utility Contractors Association <http://www.nuca.com/i4a/pages/index.cfm?pageid=68>

Harry Gravel's Testimony:

Mr. Gravel stated that construction has taken the biggest hit during down fall in the economy and that construction is the last expected to see the change. Some of his suggestion to help the industry is to increase locally. An example: By putting a \$.05 tax on a gallon of gas it could bring 25 million to the state. There needs to be funding for non-transportation projects and it needs to be utilized in the short term. Most importantly Delaware business's need to hire Delaware residents and our tax dollars must remain in our state.

Tony Papili's Testimony:

Mr. Papili discussed that the Plumbers and Pipefitters Local Union # 74 has a 10 million dollar facility to train their members. They are hoping that the industry will progress with alternative fuels, power plants and a refinery. One major aspect that has hurt the industry is the EPA regulations as well as the ability to get people working. He would like to have contacts with the State and Federal Agencies for resources to money. He stated there is opportunity in GREEN energy but we need to be able to speed up the permit issues and working timeframes. They are not looking for free money; the union just wants to be able to get people working. Many very qualified workers are moving out of the area, because they cannot get the work here in Delaware.

Chad Reed's Testimony:

First Mr. Reed thanked the United States Department of Agriculture, Rural development for their local investments and support in the infrastructure industry and for protecting our natural resources. He went into discussing the EPA's 2004 clean watersheds needs survey, the results from the survey stated that nationally we need \$202.5 billion dollars in wastewater infrastructure and \$334.8 billion dollars in drinking water infrastructure. Some key points: Water, sewer, and storm water management projects do in fact add immediate value to the local economy in three well defined ways during the time period of construction:

1. Direct impacts through jobs and the purchase of materials and supplies directly related to the construction and operation of the project.
2. Indirect impacts through jobs and the purchase of equipment, materials and supplies by vendors indirectly related to the construction and operation of the project.
3. Induced impacts supported by spending and re-spending of the income earned by the workers in 1 and 2, often described as the "multiplier effect."

He discussed the 2009 Clean Water Council and the benefits to projects related to water, sewer and storm management. <http://www.wr.dnrec.delaware.gov/Services/Pages/CleanWaterAdvisoryCouncil.aspx> These projects generate quality of

life benefits: reliable supply of clean water for human consumption and household use, public safety, and environmental protection (safeguarding our waterways, fisheries, recreational lands and run-off from sewage). Spending on infrastructure has a wide range affect to our local economy; engineering services, equipment suppliers, material suppliers and household spending. State and local revenues increase with the investment in building and improving our infrastructure.

The sudden impact that infrastructure brings to our local economy:

- Every \$1 million invested in water infrastructure directly creates 8.7 jobs and each of these jobs leads to an additional 3.68 jobs elsewhere in the national economy.
- When there are sufficient unused labor, capital, and materials, an additional \$1 billion of investment in nonresidential construction supports or creates 28,500 jobs.
- Every \$1 billion invested in water and wastewater infrastructure results in total national output of up to \$3.46 billion, and approximately \$82.4 million in state and local tax revenue.

In conclusion by putting money and resources into infrastructure we can improve the quality of life for all Americans.

Listening Panel Questions:

As GREEN gets bigger, what has the construction field had to do?

Chad Reed's response:

The process remains the same, technology has expanded with new products and we are making sure workers are trained and re-certified in the appropriate areas.

Closing remarks:

At the conclusion of the Jobs Forum, USDA Rural Development State Director Jack Tarburton and USDA Farm Service Agency State Executive Director Don Clifton thanked all the panelists for their comments and attendance as well as the audience for participating and listening throughout the day.