



United States House of Representatives Committee on Energy and Commerce
Subcommittee on Commerce, Manufacturing, and Trade

"Keystone's Red Tape Anniversary: Five Years of Bureaucratic Delay and Economic Benefits Denied."

Thursday, September 19, 2013 - 10:15 A.M. - 2322 Rayburn House Office Building

Executive Summary Discussion Points

- The Norfolk area in northeast Nebraska is home to the original TransCanada Keystone Pipeline route built in 2009. Norfolk is also the proud boyhood home of our favorite native son Johnny Carson.
- The original TransCanada Keystone Pipeline has had an amazing impact on "Main Street" in Norfolk, Nebraska.
- In June 2009, the Norfolk Area Chamber of Commerce established the Pipeline Task Force to recruit TransCanada and the Keystone Pipeline to our community.
- The positive economic impact of the TransCanada Keystone Pipeline in the Norfolk area:
 - Created 750 new jobs into the area.
 - Became our 3rd largest employer in our rural community of nearly 25,000
 - Generated a \$10 million economic impact in the Norfolk area during the recession.
- The Keystone Pipeline is a rural economic development success story in northeast Nebraska. It was about new job creation in our part of Nebraska.
- The pipeline continues to contribute greatly to our future economic development success for years to come with a new industrial highway partially funded by the pipeline taxes.
- Our high level of economic growth would not have been possible without the original TransCanada Keystone Pipeline running through the Norfolk area.



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Chairman Terry and distinguished members of the House Subcommittee on Commerce, Manufacturing, and Trade, my name is Dennis Houston. I am the President and CEO of the Norfolk Area Chamber of Commerce in Norfolk, Nebraska – the 2013 National Chamber of the Year. The Norfolk area in northeast Nebraska is home to the original TransCanada Keystone Pipeline route built in 2009. Norfolk is also the proud boyhood home of our favorite native son Johnny Carson.

On behalf of the Norfolk Area Chamber of Commerce and its more than 675 member firms, the 15,000 area residents our members employ and the 125,000 people in the Norfolk trade area, I would like to share our positive experience with TransCanada and the Keystone Pipeline in our area of northeast Nebraska. The original TransCanada Keystone Pipeline has had an amazing impact on "Main Street" in Norfolk, Nebraska. It would be pretentious for us to say what is best for our friends west of us in Nebraska but, we are qualified to share our story of the original Keystone Pipeline in northeast Nebraska.

In June 2009, the Norfolk Area Chamber of Commerce established the Pipeline Task Force. We did this with one mission in mind. We wanted to proactively recruit TransCanada and the Keystone Pipeline to bring their base camp to Norfolk and Madison County that summer. Our experience with their organization and their employees was extremely positive. They entered our community as great corporate citizens and quickly became tremendous community partners for Norfolk and all of the neighboring towns in our area.

Our Pipeline Task Force established a pipe liner website to welcome them to Norfolk. We hosted a community-wide family welcome BBQ. We created a Pipe Liner Partner Discount Card to be used at area businesses. Every marquee in our community had special messages to welcome our new friends to our community.

The spouses of the pipe liners, who quickly became famously known to Norfolkans as the "Pipeline Ladies", completed a renovation of a crisis center for abused children. This was done with a total donation of time, talent and dollars. After a 12-hour day on the job, pipe liners then brought in heavy equipment to build and landscape a children's playground. They also volunteered their personal time at Bright Horizons and the Orphan Grain Train – both of which are non profits. This intense level of community involvement was not simply a goodwill gesture for weekend project but rather a way of life that took place over a period of five months.

The positive economic impact of the TransCanada Keystone Pipeline in the Norfolk area was nothing short of amazing. They brought 750 new jobs into the area. TransCanada became our 3rd largest employer in our area for the five months their team was working on the project. We believe that our partnership and positive experience with TransCanada and the Keystone Pipeline helped us to lead northeast Nebraska in economic success over the past few years. At the end of the day, we experienced a \$10 million economic impact in Norfolk and the Madison County area. Please keep in mind that this was all happening at a time when most areas of the country were experiencing the peak of the recession.

CNN and Money Magazine recently designated Norfolk and Madison County as "The 2nd Best Place for Jobs in America" and Norfolk as one of the "Top 100 Best Places to Live in America". We are very proud of those accolades but we certainly do not take them lightly. We strive each and every day to make them a reality. And more importantly, we will not do anything to risk our success, the future of our community or our environment. The positive social and economic development impact from projects like the Keystone Pipeline helped us achieve these accolades and will help our community carry this torch forward for a long time to come.

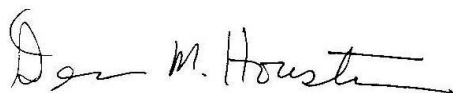
For the citizens of Norfolk and all of Madison County, the Keystone Pipeline was not just about bringing 750 workers into our communities for five months. It was about building a rural economic development success story in northeast Nebraska. It was about new job creation in our part of Nebraska.

Not only was the TransCanada Keystone pipeline a positive experience for the people of Norfolk, Nebraska during the construction phase in 2009, the pipeline continues to contribute greatly to our future economic development success for years to come. Our community has been developing a new industrial highway around our current industrial park as we expand the park itself. This new industrial highway will help Norfolk create and attract additional new jobs. It was funded by Madison County, the City of Norfolk and Stanton County. One million dollars was invested in our economic development infrastructure by Stanton County is a direct result of tax dollars collected by the county for the TransCanada Keystone pipeline pumping station just down the road.

Rural Nebraska, like many rural areas in America, is not looking for a handout from the federal government. We are simply asking for the opportunity to take care of ourselves as we create new jobs, attract more industry and bring new people to town as a result of our new industrial highway and industrial park expansion. This would not have been possible without the original TransCanada Keystone pipeline running through the Norfolk area.

Thank you for your public service and for your consideration of this important economic development matter for rural America.

Sincerely,



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