

Originally Processed With FOIA(s):
2009-0166-S

FOIA Number:
2024-0050-S

FOIA MARKER

**This is not a textual record. This is used as an
administrative marker by the George Bush Presidential
Library Staff.**

Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Office of the President
Series: Daily Files
Subseries:

OA/ID Number: 90663
Folder ID Number: 90663-005

Folder Title:
Sunday, March 22, 1992

Stack:	Row:	Section:	Shelf:	Position:
V	0	0	0	0

Withdrawal/Redaction Sheet (George Bush Library)

Doc. No. / Type	Subject/Title	Date	Restriction	Classification
01. Log	White House Telephone Log [redaction] (2 pp.)	3/22/92	(b)(6)	

Page 1 of 1

Collection:

Record Group: Bush Presidential Records
Office: Office of the President
Series: Daily Files
Subseries:
WHORM Cat.:
File Location: Sunday, March 22, 1992

Pinksheet Number: MB20992
OA/ID Number: 90663-005
Date Closed: 6/10/2024
FOIA/Sys Case #: 2009-0166-S
Re-review Case #:
P-2/P-5 Review Case #:

Withdrawal/Redaction Sheet

(George Bush Library)

Document No. and Type	Subject/Title of Document	Date	Restriction	Class.
01. Log	White House Telephone Log [redaction] (2 pp.)	3/22/92	(b)(6)	

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Record Group: Bush Presidential Records
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WHORM Cat.:
File Location: Sunday, March 22, 1992

Date Closed: 6/10/2024	OA/ID Number: 90663-005
FOIA/SYS Case #: 2009-0166-S	Appeal Case #:
Re-review Case #:	Appeal Disposition:
P-2/P-5 Review Case #:	Disposition Date:
AR Case #:	MR Case #:
AR Disposition:	MR Disposition:
AR Disposition Date:	MR Disposition Date:

RESTRICTION CODES

Freedom of Information Act (FOIA) - [5 U.S.C. 552(b)]

(b)(1) National security classified information
(b)(2) Release would disclose internal personnel rules and practices of an agency
(b)(3) Release would violate a Federal statute
(b)(4) Release would disclose trade secrets or confidential or financial information
(b)(6) Release would constitute a clearly unwarranted invasion of personal privacy
(b)(7) Release would disclose information compiled for law enforcement purposes
(b)(8) Release would disclose information concerning the regulation of financial institutions
(b)(9) Release would disclose geological or geophysical information concerning wells

Deed of Gift Restrictions

C(1) Closed by Executive Order 13526, governing access to national security information
C(2) Closed by statute or by the agency which originated the information
C(3) Closed in accordance with restrictions contained in donor's deed of gift [formerly listed as only C]
PRM. Removed as a personal record misfile

Presidential Records Act - [44 U.S.C. 2204(a)]

P-2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P-5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]

THE WHITE HOUSE
WASHINGTON

TELEPHONE MEMORANDUM

PRESIDENT BUSH

MARCH 22nd , 1992

	TIME		NAME	ACTION
	PLACED	DISC		
OUT XXX	AM XXX		MR. JAMES W.F. ALLEN OFC: WASHINGTON, D.C. WHITE HOUSE ADMIN EXT. 780	CLEARED BY MRS. ROSE M. ZAMARIA 5:18 P.M. MR. JAMES ALLEN
INC	5:17 PM			
OUT	AM			PASSED MESSAGE TO PRESUS IN THE HALL OF THE RESIDENCE
INC	PM			
OUT	AM			5:26 P.M.
INC	PM			
OUT	AM			
INC	PM			
OUT	AM XXX		MRS. BARBARA BUSH RES: WASHINGTON, D.C. WHITE HOUSE ADMIN EXT, 551	MESSAGE PASSED 7:09 P.M.
INC XXX	7:07 PM			
OUT	AM			
INC	PM			
OUT	AM XXX		MRS. PRESCOTT BUSH (b)(6)	
XNE	7:42 PM	7:46		TLKD-OK 7:43 P.M.
OUT	AM			
INC	PM			
OUT	AM XXX		MAJOR KIMBERLY A. SINISCALCHI OFC: WASHINGTON, D.C. WHITE HOUSE ADMIN EXT. 797	
XNE	7:51 PM	7:53		TLKD-OK 7:51 P.M.
OUT	AM			
INC	PM			
OUT	AM XXX		USHER'S OFFICE OFC: WASHINGTON, D.C. WHITE HOUSE ADMIN EXT. 780	TLKD-OK WITH MR. JAMES W.F. ALLEN 8:44 P.M.
XNE	8:44 PM	8:45		

TELEPHONE MEMORANDUM
SIGNAL SWITCHBOARD

[illegible]

PRESIDENTIAL MOVEMENTS

LOCATION Camp David, Maryland
Washington, D.C.

DATE 22 March 1992

TIME

MOVEMENTS

[illegible]

Presidential Phone Calls
Camp David



DATE: 3- -92 TIME: 8³⁰
incoming/outgoing

WITH: Holt - Moller

SUBJECT: His FR letter
3-18 act 3-20

I ask why 27 mil
when RR's goal was
18,700,000

Wants it done by end
of May - get rid
FOLLOW UP: of all employees



March 22, 1992

To: Sam Skinner and Bob Teeter

Subj: Fundraising.

I read the Holt report (March 18th).

I called Bobby Holt today.

I asked why we needed so much more money than Reagan.

I told him that someone would get back to him. I told him that many people were telling me to stop campaigning and to stop travelling for fundraising events. He understood this but said he wanted to finish the job by end of May and only way to do that is through personal involvement in f.r.-ers.

I said that I would mention this conversation to you two and someone would get back to him.

I said the decision on scheduling was up to you two.

GB

4

FROM THE PRESIDENT



BOBBY HOLT
National Finance Chairman

March 20, 1992

GB:

The enclosed is a report on where we are and what we have left to do. I know it is a lot, but want to get this done by the end of May. With Clinton and now possibly Perot in the race, I feel that we need to raise the full legal amount for the primary.

Fortunately for us, your event system is extremely successful. You can raise more money than any President has ever been able to raise.

I would do it all for you myself if I could, but I don't seem to get the same response! If we had any other options, we would take them, but realistically mail, surrogates, and individual solicitations are not going to do it. You are the only one who can raise the money we need with the amount we have left to spend.

✓ I appreciate your taking a look at this. The top three dates are priorities. Call me in Midland this weekend with any questions or discussions since this is so demanding on your time. Be assured that if any of the above-mentioned arms of fundraising suddenly accelerates, we will pull events, but by looking at the first 60% raised, I don't anticipate any change in the last 40%. Anxious to hear from you or someone in the office.

Thanks for your help.

Bobby

daily
cc: family



March 22, 1992

Dear Jamie,

I got your letter of March 20th.

Kathy Super, our very able scheduler, did take a hard look at the wonderful event in Pittsburgh; but the whole scheduling team concluded I simply cannot make it.

Your letter was very persuasive and the event does tie into the values that I have tried to put forward as President. I have attended several religious events this year- many as a matter of fact and I will keep trying to show, without being pontifical, that this nation is one nation Under God.

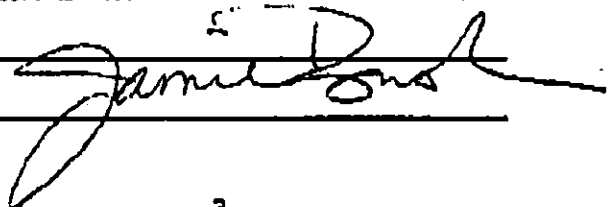
Sorry not to be able to do what you ask this time.

Sincerely

A handwritten signature, likely of the President, written in dark ink.

cc: Kathy Super, Patty Presock

FROM THE PRESIDENT

BUSH & COMPANY**FAX TRANSMITTAL PAGE****JAMES L. BUSH****DATE:** March 20, 1992**TO:** President George Bush**COMPANY:** The White House**FAX:** (202) 456-2397**COMMENTS/MESSAGE:** Dear Rose, if it's possible, please
ask the President to take this with him to Camp David.Thank you so much.**NUMBER OF PAGES INCLUDING COVER SHEET:** 3

BUSH & COMPANY

March 20, 1992

President George Bush
The White House
Washington, DC 20050

Dear Uncle George:

A few weeks ago, probably unbeknownst to you, your office declined an invitation for you to address the Pittsburgh Labor-Management Prayer Breakfast to be held next Saturday, March 28. There is, I think, compelling reason for you to attend if you can and, when I discussed it with Patty Presock, she suggested I write you.

I think I mentioned, when I was in Washington in January, that extraordinary things have happened in Pittsburgh as a result of prayer on a widespread basis. It began in the late 1950's, when the Rev. Sam Shoemaker (roommate of Gampy's at St. Georges) had a vision that someday Pittsburgh would be better known for God than for steel. He started something called the Pittsburgh Prayer Experiment, where high powered businessmen would gather weekly to discuss spiritual matters and to pray for each others concerns. Some of these men were Christians others didn't even go to church initially. Over time, these groups have multiplied into the hundreds.

Though Sam Shoemaker died in the mid 1960's, his vision was passed on to a handful of others who believed it could happen. Among them was Reid Carpenter, who later founded the Pittsburgh Leadership Foundation (PLF). The PLF has been directly and indirectly responsible for dozens of worthy initiatives that have helped Pittsburgh become the kind of place it is today.

Among those initiatives, in 1978, was the first Annual Labor-Management Prayer Breakfast. That breakfast, co-chaired by the Presidents of National Steel and the United Steelworkers Union, became a model for Labor-Management reconciliation. This year's 15th breakfast will have some 1800 participants involved over the course of the four day event and all are expected to be there Saturday morning.

I think it would be a terrific place for you to appear and speak to a couple of issues which need to be addressed and which you are in a wonderful position to address: as leader of the free world, of our country and of your own wonderful family.

First, there is an overwhelming need in our country for reconciliation, for forgiveness, for new beginnings. The lack of reconciliation today, or even an acknowledgement of its necessity, is a major barrier to real progress on so many fronts. There is a terrible need for forgiveness all over; between Black and White,

parents and children, Christians and Jews, young and old, business and labor, legislative and executive branches, church and state, etc.

Second, and making the first possible, is an acknowledgement of God as the highest authority, the only good on earth, the only true light in our world.

Both of these issues are not just topical but are on a lot of peoples minds, or in the back of them, these days. But there is a need for leadership with regard to both reconciliation and getting people to turn toward God. The church, by and large, is too frequently caught up in politics at the national levels and people are generally suspicious of almost all politicians. You are in a unique position to address these issues, and then to develop the themes as part of your campaign to pull America together.

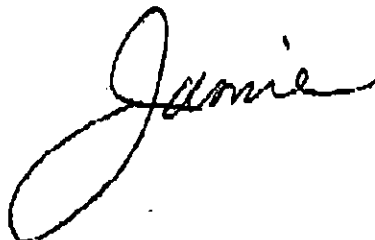
Newsweek and Time ran nearly concurrent issues earlier this year with cover stories detailing the nations preoccupation with spiritual matters, with prayer and with God specifically. Ninety two percent of Americans admit to praying, daily or weekly, to God for judgement, for wisdom or for help of a more specific nature. Forty percent of Americans call themselves "born again" Christians. Nearly all Americans said they prayed a great deal during the Gulf War. Surely it is right and good that, in a time of extraordinary turmoil for so many, when such an unbelievable number of people don't even know their own mother or father, the President urge us to reconcile our differences and ask each other for forgiveness so we can get on with the business of lifting each other up and moving the country forward. So many, if not all, people have their own personal hurts and injuries: gay, White, Black, rich, poor, urban, suburban - all are running away from their problems. Only by each one of us reaching out to one another can we begin to be unburdened.

The secular way to resolve conflict is to get even. The Christian, or Godly, way to resolve conflict is to begin with prayer for reconciliation. This is a message you can deliver in Pittsburgh (and develop on into November if you choose) and I know it will be well received. Pittsburgh knows there is no limit to what prayer can achieve and they have a lot to share.

I hope you'll consider attending next Saturday morning. If you do, I'd suggest you ask Reid Carpenter to come to D.C. to brief you on what else they have accomplished and how it has come about. There are now over 20 other cities following the PLF model.

None of this is intended as lecture in anyway, just constructive suggestion. At any rate, it comes with all of our love and constant prayer.

Warmest regards,





March 22, 1992

To: Phil Brady

This is very helpful as it relates to exec. privilege etc, but now I need a reconstruction of our policy. E>G> the charge has been made that I called Ex-Im Bank several times. I'd like to have on hand a summary of all this since it looks to me that the Dems may try to raise this.

If you have any questions on this please call me.

I expect this is a task for State and NSC; and further, I expect much of the work has been done for the Gonzalez hearings.

A handwritten signature in dark ink, appearing to be "G. H. W. Bush", is written in the lower right quadrant of the page.

FROM THE PRESIDENT

THE WHITE HOUSE
WASHINGTON

March 20, 1992

12 MAR 20 P2:13

INFORMATION

MEMORANDUM FOR THE PRESIDENT

FROM: BRENT SCOWCROFT *[Signature]*

SUBJECT: Chairman Gonzalez's Allegations of a White House
and NSC Cover-Up with Respect to U.S.-Iraq Policy

You have asked for background information with respect to a Washington Post report of Chairman Gonzalez's recent statement on the floor of the House, accusing the White House and NSC of orchestrating a cover-up of U.S.-Iraq policy prior to August 1990 through the management of responses to congressional requests for information (Tab A). Chairman Gonzalez's allegations could not be farther from the truth.

✓ In a November 1982 memorandum, President Reagan established procedures for Executive departments and agencies to follow when they receive requests for information from Congress that raise Executive privilege concerns. These procedures require coordination among affected departments and agencies and are premised on the view that "[h]istorically, good faith negotiations between Congress and the Executive Branch have minimized the need for invoking executive privilege, and this tradition of accommodation should continue as the primary means of resolving conflicts between the Branches."

At the beginning of this Administration, Boyden Gray asked the Justice Department to review the constitutional and practical problems raised by congressional requests for Executive branch documents. Justice recommended that we not depart significantly from the practice that had grown up under President Reagan's directive. Accordingly, whenever any department or agency receives a congressional request raising Executive privilege concerns, White House and Department of Justice lawyers work with the department or agency to ascertain the seriousness of the privilege concerns and consider what accommodations, if any, can be offered to Congress. When more than one department or agency receives the same or similar requests, the White House and Justice lawyers help ensure coordination among the departments and agencies so that, for example, one does not withhold documents that another turns over, or vice versa.

Last year, when congressional committees sent similar requests for documents to numerous departments and agencies seeking information related to U.S.-Iraq policy, Nicholas Rostow, the NSC Legal Adviser, convened several meetings of the general counsels

cc: Vice President
Chief of Staff

of the affected departments and agencies. Boyden Gray, or a member of his staff, and the Assistant Attorney General for Legal Counsel, or a member of his staff, also attended the meetings, as did representatives of the legislative affairs offices of the affected departments and agencies. The meetings were intended to facilitate implementation of the presidential directive and, in particular, foster coordination among the departments.

Participants explored possible accommodations with the committees to obviate the need to invoke Executive privilege over documents containing advice to the President, recommendations to the President's senior advisors on what to advise the President, and discussions at NSC and NSC committee meetings. Such documents are presumptively protected by Executive privilege; but if Congress can show a need for the documents in order to discharge its responsibilities, we typically will try to find a way to accommodate that need with our interest in confidentiality by affording some type of restricted access.

In this case, the process of accommodation with the congressional committees has been successful to date and privilege has not been invoked. Hundreds of pages of documents, some of them highly classified, were provided to Chairman Gonzalez, as well as to Chairmen Barnard and Gejdenson in response to similar requests from their committees.

Chairman Gonzalez has made a series of speeches to the House on the alleged results of his investigation. His suggestion that it is improper for Executive branch lawyers to hold interagency discussions on how to deal with congressional document requests is specious. He has also suggested that NSC officials may have ordered the Commerce Department to change documents before turning them over in response to a congressional request. This charge also is false. While it appears that some Commerce documents were altered, no one who has looked into the matter (including the Commerce Department Inspector General) has suggested that anyone at the White House or NSC was aware of the changes, much less responsible for them.

In two of the speeches, moreover, Chairman Gonzalez referred to classified information and had entire, classified documents printed in the Congressional Record without any prior effort to have them declassified. We are now considering how to respond to this extraordinary breach of confidentiality and comity between the branches.

I have directed my staff to assemble a chronology of our handling of the Iraq related document requests, which I shall forward to you when it is completed.

Attachment

Tab A Washington Post Article (summary)

THE PRESIDENT HAS SEEN
3-17-92

INTERNATIONAL NEWS

IRAQIS RESIGNED TO MORE WARFARE

BAGHDADH -- Iraq braced Monday for the possibility of renewed war, chemical and biological attacks, and Hussein's refusal to do anything Monday. Papers prominently carried reports of government thinking in Iraq against Hussein, and Arab Emirates.... Some sort of action is expected in November. (Washington Times, A1)

allied
biological
to dis
George Bush

to so
displ
Saudi
Riyad
Reute
inevi

3/17/92

Jon Howe

Please Discuss

This with me.

DATE
TOLD

review... an elaborate mechanism to provide information concerning the Bush Administration's support for Iraq prior to Iraq's invasion of Kuwait, according to documents released in Congress Monday.

Rep. Gonzalez said in a floor speech that the mechanism was set up under the National Security Council's legal adviser, Nicholas Rostow, and prescribed a series of increasingly difficult hurdles to stifle congressional requests for information.

The disclosure provided new insight into how the Administration, embarrassed by having miscalculated Saddam Hussein's intentions and his susceptibility to U.S. enticements, sought after the Persian Gulf War to limit investigation of its earlier policy towards Iraq. While the broad outlines of prewar U.S. efforts to assist Iraq had been known, congressional probes and news reports have in recent weeks revealed the lengths to which senior Bush Administration officials went to sustain the assistance despite warnings from others in the government.

"It used to be that cover-ups were sort of ad hoc events -- a mad scramble to provide damage control," said Gonzales. "The Rostow Gang advances the notion that cover-up mechanisms have become an integral cog in the machinery of the Bush Administration." Gonzales used the phrase "Rostow Gant" to describe the group of top government lawyers who first convened April 8 last year to review congressional requests for information and coordinate approaches. (George Lardner, Washington Post, A14)

BUSH SAYS IRAQ STILL HAS MANY BALLISTIC MISSILES

CHICAGO -- The U.S. believes Iraq still has many ballistic missiles in violation of U.N. sanctions and all options are open in dealing with Baghdad, President Bush said Monday....

In comments to reporters and in a written report to Congress, Bush accused Saddam Hussein of continuing to resist U.N. cease-fire rules. (Steve Holland, Reuter)

We need
a factbook!
re: on the
of all
this
including
when I
was 17

daily -

see Political - Bobby
Holt File for
rest of file.



March 22, 1992

To: Sam Skinner and Bob Teeter

Subj: Fundraising.

I read the Holt report (March 18th).

I called Bobby Holt today.

I asked why we needed so much more money than Reagan.

I told him that someone would get back to him. I told him that many people were telling me to stop campaigning and to stop travelling for fundraising events. He understood this but said he wanted to finish the job by end of May and only way to do that is through personal involvement in f.r.-ers.

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I said the decision on scheduling was up to you two.

GB

4

FROM THE PRESIDENT

Change:

Puss Conf - E. Room
3/22/92 4:30

East & West Germany (Kohl)

Soviet Union - CIS

Eastern Europe

GATT
ignored so
far

NOW - We need to
Change America -- New Markets

Martin hands me
this - suggestion
on "change"

I use ^{Tom} far, Cochran follow
question

file

used 420

E. Room

Sunday 3-23

w/ Kohl

PRESS STATEMENT

- Chancellor Kohl and I have had productive discussions on a wide range of the issues that face us in this new era, among them: the American role in Europe, support for the democratic revolutions in Russia and eastern Europe, and the world trade talks.
- We agreed that NATO remains the bedrock of European peace. There is no substitute for our Atlantic link, anchored by a strong American military presence in Europe, which the Chancellor and I agreed must be maintained.
- In our review of the Uruguay Round negotiations, the Chancellor and I reaffirmed our determination to reach an early agreement that expands the world trading system. This would be a victory for U.S.-European partnership in promoting free trade, spurring economic growth and creating jobs in the U.S., Germany, and all countries. *developing countries*
- We also discussed how we can best support democracy in the East. We agreed that as Russia and other new democracies adopt reform programs, we and the rest of the G-7 countries should take the lead in expanding financial support through the international financial institutions.
- Our talks have shown that the Atlantic partnership is as vital and healthy as ever. I am especially pleased to see that the United States and Germany are working as closely now as we did during the period of German unification.
- Finally, Barbara and I were delighted to have this time together with our warm friends, the Kohls.

3rd world - trade beats aid

THE WHITE HOUSE
WASHINGTON

MEMORANDUM FOR THE WHITE HOUSE STAFF

FROM: Marlin Fitzwater
SUBJECT: Television Appearances, Sunday, March 22, 1992

ABC "This Week with David Brinkley": 11:30 am Channel 7

The topic will be the economy. The guests will be: Director of the Office of Management and Budget Richard Darman; Felix Roahtyn, a leading Democratic adviser and investment banker/economist; and Ross Perot.

CBS "Face the Nation": 10:30 am Channel 9

The topic will be the 20th deadline, politics and the race for the White House. The guest is TBD. (they have requested White House Chief of Staff Samuel Skinner)

NBC "Meet the Press": 10:30 am Channel 4

The topic will be the campaign and the Democratic nomination. The guest will be Democratic Candidate Bill Clinton.

CNN "Newsmaker" 1:30 pm and 5:30 pm (Saturday) 10:30 am (Sunday)

Saturday: The topic is TBD.

Sunday: The topic is TBD. (either the 20th deadline or the resignation of the Post Master General and the checks and balances.)

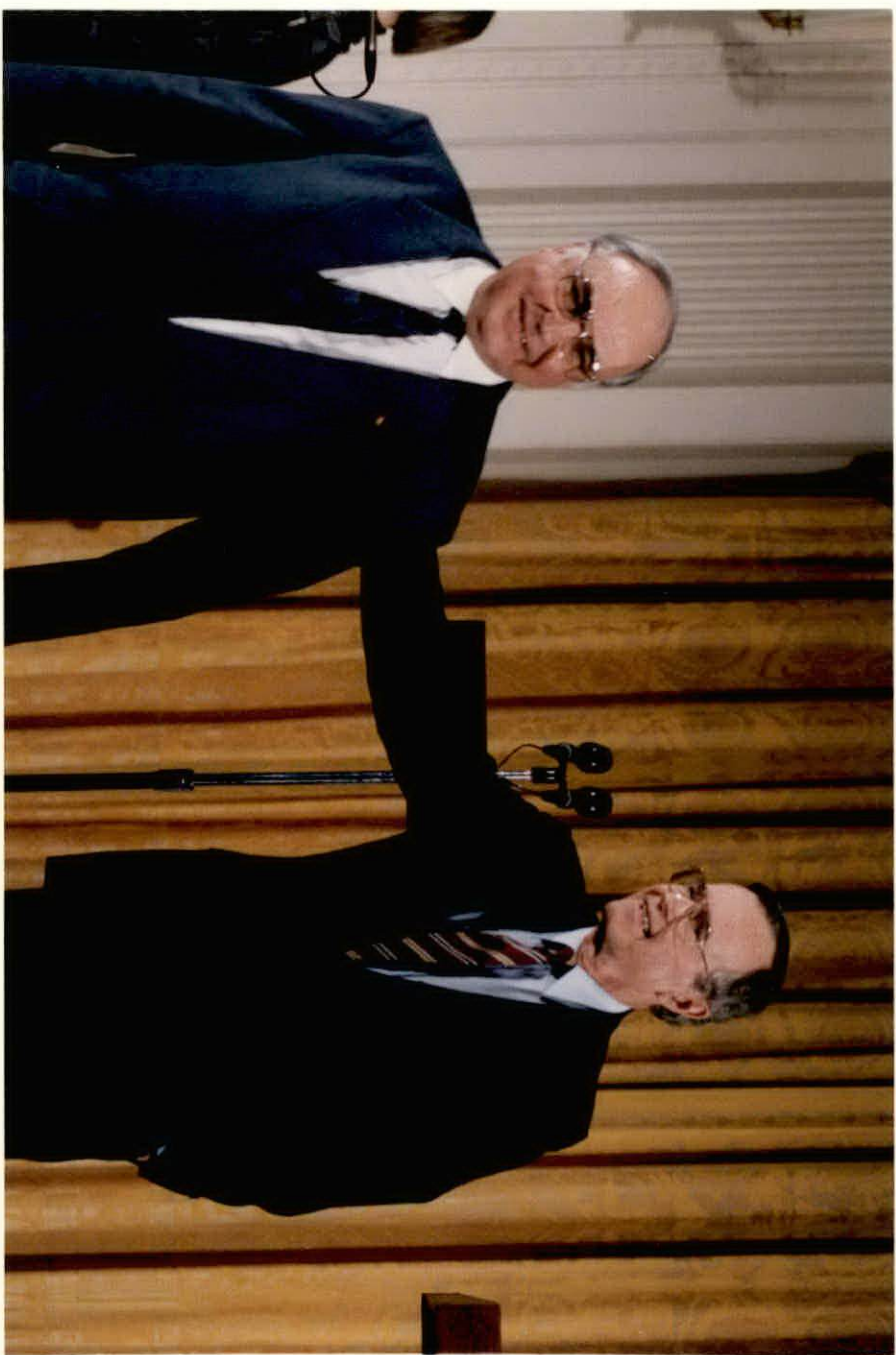
CNN Evans & Novak: 12:30 pm (Saturday)

The topic will be Campaign '92 and politics. The guest will be Patrick Buchanan.

McLaughlin One-on-One: 8:30 am (Sunday)

The topic will be Israel and the loan guarantees. The guest will be Ambassador Shoval of Israel.

#



OFFICIAL WHITE HOUSE PHOTOGRAPH 22 MAR 92 P30206-11 SD



Bobby Holt
National Finance Chairman

Margaret C. Alexander
National Deputy Finance Chairman

March 18, 1992

The President
The White House
Washington, D.C. 20500

Dear Mr. President:

Enclosed is our plan to raise the balance of the Primary Committee limit allowed by law of \$27.6 million. To date, we have raised 63% of this goal (\$17.4 million).

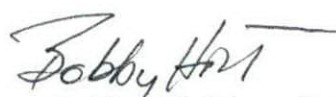
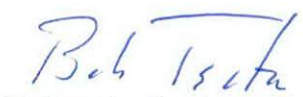
As you can see, we must conduct the balance of our goal by the end of May at a 13% cost of fundraising; therefore, we respectfully request your approval of the enclosed program to complete this project.

Specifically, the plan calls for your participation in the following events:

Atlanta/Charlotte	4/21
Columbus/Cincinnati	4/30
Pittsburgh/Philadelphia	5/5
East Brunswick/Morristown	5/12
Hartford/Greenwich	5/13 or 14
Cleveland/Denver	5/19

We appreciate your consideration of this proposal.

Sincerely,

   
Bobby Holt Robert Mosbacher Fred Malek Robert Teeter

FUNDRAISING COMPARISON
FOR PRESIDENTIAL PRIMARY CAMPAIGNS
1984 - 1992

FUNDRAISING COMPARISON OF PRESIDENTIAL PRIMARY CAMPAIGNS

REAGAN BUSH 1984 - BUSH QUAYLE 1992

The following information compares the 1984 Reagan Bush Committee and the 1992 Bush Quayle Committee. Both committees operate within like time frames advocating the re-election of a Republican incumbent making this comparison valuable.

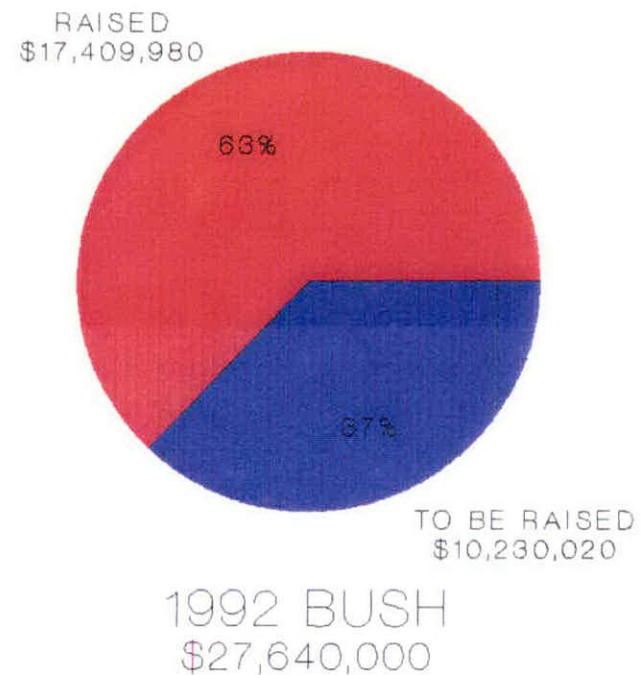
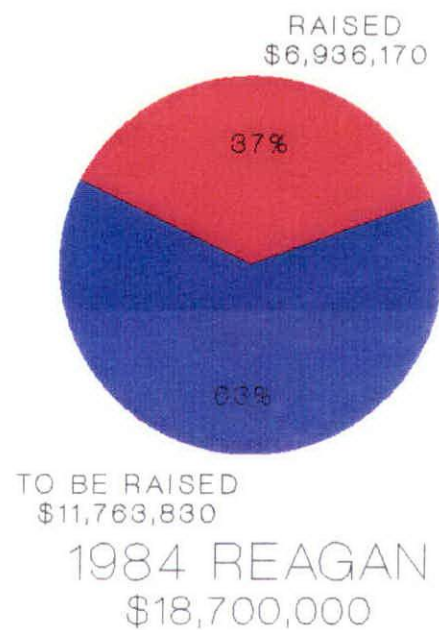
The following is a list of summations which may be drawn from this information.

1. Bush Quayle 1992 began with the same time frame as Reagan Bush 1984 and is considerably ahead in its fundraising operation. (1992 - 60% of fundraising goal completed, 1984 - 37% of fundraising completed)
2. Reagan Bush 1984 received the majority of its contributions from direct mail solicitations utilizing a conservative donor list that had been compiled specifically for that purpose over the course of a decade.
3. Bush Quayle 1992 has had its greatest success with events. As was demonstrated in 1988, President Bush is the most successful major donor fundraiser in presidential campaign history. (Reagan Bush 1984 had approximately 3,600 \$1,000 donors, Bush 1988 had approximately 18,000 \$1,000 donors and Bush Quayle 1992 already has approximately 11,000 \$1,000 donors.)

**COMPARISON OF FUNDS RAISED
INCEPTION THROUGH MARCH 17
REAGAN BUSH 1984 - BUSH QUAYLE 1992**

	<u>REAGAN 1984</u>	<u>BUSH 1992</u>
TOTAL RAISED:	\$ 6,936,170	\$ 17,409,982
FUNDRAISING GOALS:	\$ 18,700,000	\$ 27,640,000
PERCENTAGE COMPLETED:	37 %	63 %
FUNDRAISING SOURCES:		
DIRECT MAIL	\$ 5,735,935 83%	\$ 4,841,745 28%
EVENTS	\$ 1,200,235 17%	\$ 12,568,237 72%

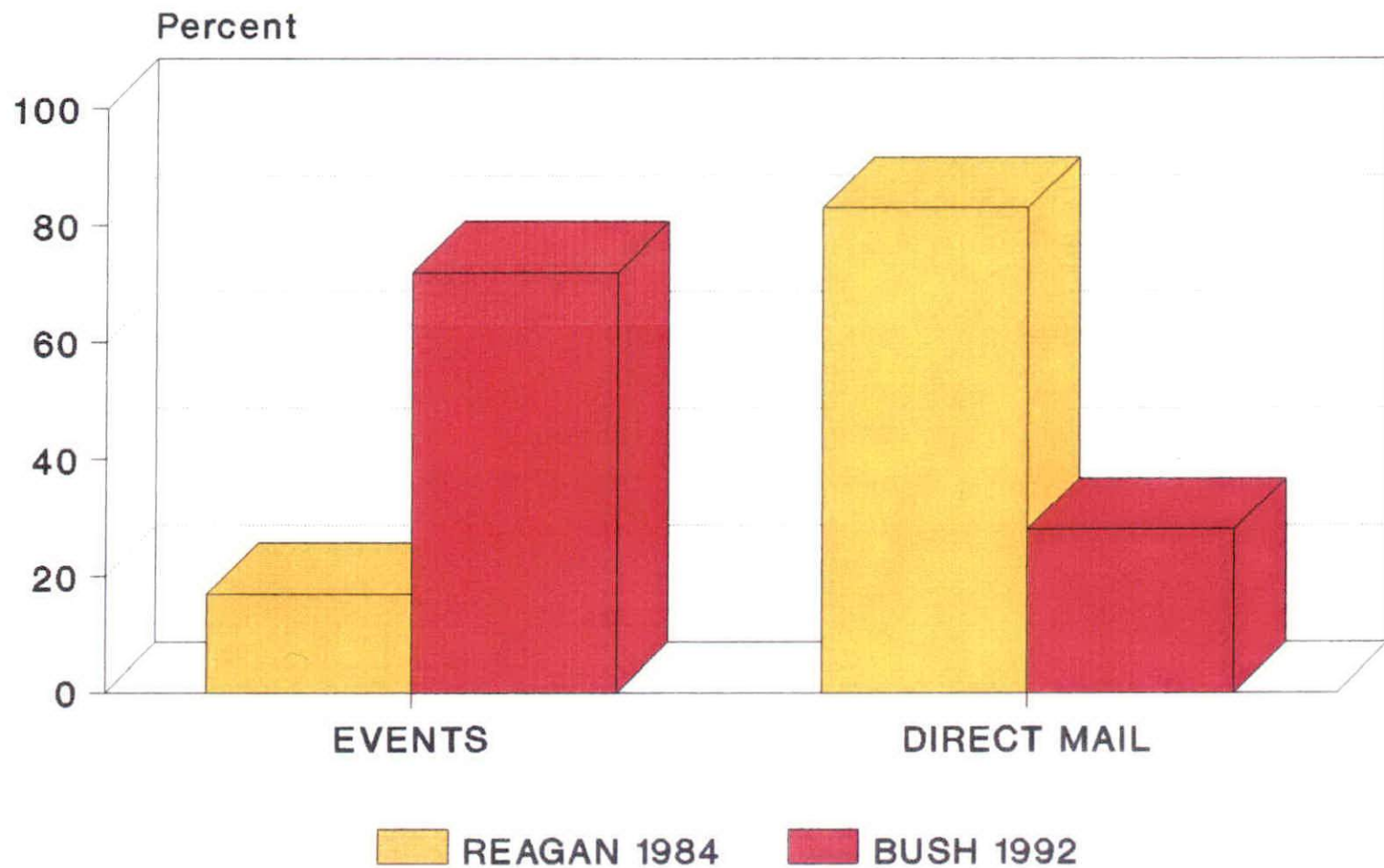
1984 REAGAN/1992 BUSH FUNDRAISING COMPARISON



INCEPTION THROUGH MARCH 17, 1992

H&A

1984 REAGAN/1992 BUSH FUNDRAISING SOURCE COMPARISON



INCEPTION THROUGH MARCH 17, 1992

H&A

FUNDRAISING OPERATIONS
FOR 1992 PRESIDENTIAL PRIMARY CAMPAIGN
OCTOBER 1991 TO PRESENT

FUNDRAISING OPERATIONS
FOR 1992 PRESIDENTIAL PRIMARY CAMPAIGN

OCTOBER 1991 TO PRESENT

Bush Quayle 1992 began fundraising operation with the goal of raising the most money with the fewest hours of Presidential time possible. Although fundraising has been very successful, the performance of each segment of the plan required the need for additional events.

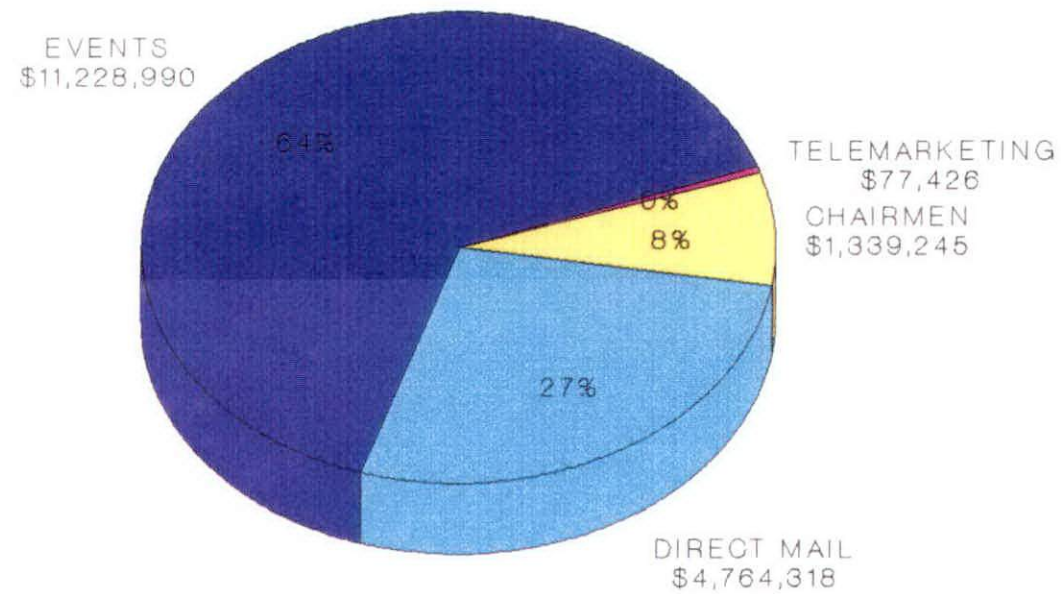
1. FEC law allows Presidential Campaigns to spend 20% of the total allowable limit in fundraising costs. Any fundraising expenses in addition to this limit will reduce the political dollars which may be spent. Therefore, it is imperative that the plan minimize costs and maximize results.
2. Presidential fundraisers have cost the least.
3. Direct mail solicitations have cost the most.

**BUSH QUAYLE '92 FUNDRAISING SOURCE SUMMARY
INCEPTION THROUGH MARCH 17, 1992**

	<u>EVENTS</u>	<u>DIRECT MAIL</u>	<u>CHAIRMEN'S SOLICITATIONS</u>	<u>TELEMARKETING</u>
TOTAL RAISED:	\$11,228,991.82	\$ 4,764,318.33	\$ 1,339,245.79	\$ 77,426.67
COST RATIO:	16 %	36 %	6 %	25 %
 REMAINING FUNDS TO RAISE:		\$10,230,018		
REMAINING FUNDS TO SPEND:		\$ 1,405,032		
 COST RATIO FOR REMAINING ACTIVITY:		13.7 %		

1992 BUSH QUAYLE FUNDRAISING SUMMARY

INCOME BY SOURCE



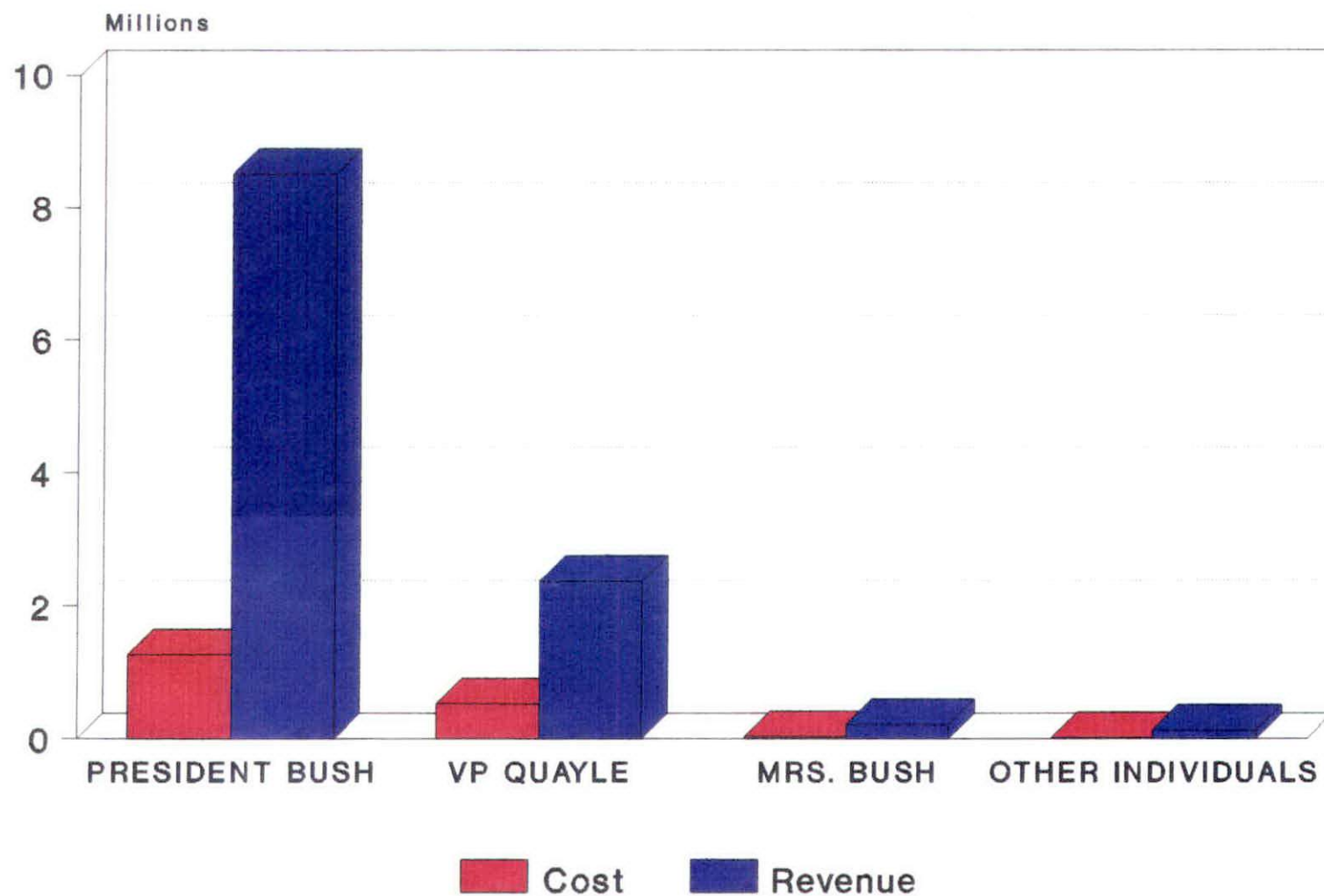
INCEPTION THROUGH MARCH 17, 1992

H&A

**BUSH QUAYLE 1992 EVENT BREAKDOWN
INCEPTION THROUGH MARCH 17, 1992**

<u>EVENT BREAKDOWN:</u>	<u>PRESIDENT BUSH</u>	<u>VICE PRESIDENT QUAYLE</u>	<u>MRS. BUSH</u>	<u>OTHER</u>
TOTAL RAISED:	\$ 8,508,914.82	\$ 2,376,052.00	\$ 213,360.00	\$ 130,665.00
COST RATIO:	14 %	22 %	17 %	13 %

BUSH 1992 EVENT COST/REVENUE



INCEPTION THROUGH MARCH 17, 1992

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REVISED FUNDRAISING PLAN
FOR THE 1992 PRESIDENTIAL PRIMARY CAMPAIGN
BUSH QUAYLE 1992

**REVISED FUNDRAISING PLAN
FOR THE 1992 PRESIDENTIAL PRIMARY CAMPAIGN**

	<u>*ESTIMATED COST</u>	<u>ESTIMATED REVENUE</u>
PRESIDENTIAL:		
<u>APPROVED</u>		
MILWAUKEE AND CHICAGO	\$ 50,000 ¹	\$ 800,000
DETROIT	125,000	450,000
<u>APPROVED/PENDING</u>		
COLUMBUS AND CINCINNATI	\$ 150,000	\$ 1,000,000
PITTSBURGH AND PHILADELPHIA	150,000	600,000
ATLANTA AND CHARLOTTE	150,000	750,000
<u>ADDITIONAL</u>		
EAST BRUNSWICK AND MORRISTOWN	\$ 100,000	\$ 600,000
HARTFORD AND GREENWICH	100,000	750,000
CLEVELAND AND DENVER ²	175,000	1,250,000
VICE PRESIDENTIAL:		
TUCSON AND LAS VEGAS	\$ 0 ¹	\$ 250,000
MRS. BUSH:		
OKLAHOMA CITY AND TULSA	\$ 30,000	\$ 200,000
MINNEAPOLIS	10,000	150,000
ORLANDO AND PALM BEACH	30,000	300,000
SEATTLE	20,000	200,000
PORTLAND, OREGON	20,000	200,000
SALT LAKE CITY	20,000	150,000
HOUSTON	15,000	250,000
CEDAR RAPIDS AND DES MOINES	25,000	200,000
BOSTON	20,000	250,000
NEW YORK	15,000	200,000
SURROGATE:²	<u>\$</u>	<u>\$ {1,000,000}</u>
TOTAL OF ESTIMATED COST & REVENUE:	\$ 1,205,000	\$ 8,550,000
DEPARTMENTAL EXPENSES:	\$ 200,032	
EXPECTED REVENUE FROM CURRENT EVENTS:		\$ 1,225,000
COUNTDOWN SOLICITATION:		<u>\$ 455,018</u>
TOTAL:	<u>\$ 1,405,032</u>	<u>\$ 10,230,018</u>
TARGETED COST PERCENTAGE:	13.7 %	

* The estimated costs reflect reductions in food and beverage service. The selection of larger cities has increased estimated revenue.

¹ Expenses for these events have been paid or committed. These figures represent additional costs associated with these events.

² This swing would not be necessary with the addition of the Surrogate events. The cost and revenue figures would, consequently, shift to cover this option. The revenue number displayed is for comparison, it is not included in the totals.

FINAL COUNTDOWN FOR THE 1992 PRESIDENTIAL PRIMARY CAMPAIGN

Having attempted and successfully accomplished this procedure in the closing weeks of the 1988 fundraising program, we will again establish a new individual goal or **Countdown** for the 450 National Finance Committee members. By asking them to raise an additional \$5,000 each in the remaining time period, we will be able to meet our goal even if only 25% of the members are successful.

However, should scheduled and requested events with the President surpass our projections, this Countdown option may not be necessary.

GENERAL ELECTION COMPLIANCE
FOR THE 1992 PRESIDENTIAL CAMPAIGN

Of the \$6,000,000 dollars needed for the general election cycle, \$1,000,000 has already been raised.

Vice President Quayle has agreed to change his fundraising appearances to general election compliance events rather than primary as the cost constraints of primary fundraising will no longer apply.

Consequently, the five Presidential events we anticipated needing during the summer have been reduced to one local event in Washington, D.C. with the President during late May or early June.