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Record Group/Collection: George H.W. Bush Presidential Records
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OA/ID Number: 13707
Folder ID Number: 13707-005

Folder Title:
California Chamber of Commerce 3/1/90 [OA 6854] [2]

Stack:	Row:	Section:	Shelf:	Position:
G	26	19	6	6

Aid to
Low income

Pacific Gas & Electric

Lee Callaway (415) 973-2756

- PG&E customers can add \$ to their bills, which PG&E then matches. It all goes into a fund which low-income customers can draw from to pay their energy bills.

The fund totals approx \$ 1/2 Million / year, with about \$ 300,000 contributed from shareholders. It's been around for about a decade.

- since the late 70's, PG&E has worked w/ low-income aid agencies ~~to~~ in a school to train agency employees in energy conservation & efficiency. They've trained 1000's of people and have helped families to weatherize their homes etc.

- PG&E has a 10 yr program to weatherize the homes of low-income families. They've done 500,000 homes.

- In the last 2-3 yrs, they've provided free refrigerators & other appliances to low-income families. (Replace old energy hogs w/ new energy efficient ones) They've given 200,000+ fridges & appliances

Volume

Enure - Huntington Bank partnership, above
Educ. Bus. Institute (Box)
Holding Co - income funds (Fid Co.)
? Partnership, Korman m/f's

[Handwritten signature]

Chandler's bookkeeping
on a scale might
Articles 1321-2
of partnership
your ownership of
the "Red A Green"
company.

after Enure
car donated million \$, 1000's per.

This Double ex. an Enure Fund
to help smaller charities
& small businesses
in grade area.

Spill - ~~the~~ supplier, Fed to work, ~~what~~ employees
loan of collection, ~~of~~ cars
est. similar
Savings, Bull dog, heavy equipment
to protect food control channel
& wildlife ref. / preserve:
on new what office

Dept. Community -
with National effort,
at every level
restoration, detail box
photo give source
(Haupt) Name of Huntington Bank
President to 200 pts of light
at Albany in ex. dir.

John Green
Valley
They are not
Saving the birds - 400 saved
700 died

FBC

CHEVRON USA

Erid Toland 415/894-3921

Affordable Housing

Chevron gives \$ to BRIDGE (a non profit group that helps build affordable housing). Bridge received an award from POTUS last year. Chevron gives approx \$ 2.5 Million in bay area & close to \$ 30 Million nationwide

Education

Chevron + Bank of America + smaller CO's nationwide have joined in "CA Educational Initiative Fund". They give \$ to a pot and teachers around CA submit ideas that they wish to actually implement in their own classrooms. A group of principals review entries and winning teachers can get from \$2000 - \$15,000 in "seed \$".

Re: Head Start:

Chevron gives big \$ to accelerated school programs to help disadvantaged kids that are young, and have them up to par by junior high. [As opposed to focusing on kids in junior high who are too old for help.]

They do this in conjunction w/ Stanford Univ. & Cal. State Universities

Environment

The El Segundo blue butterfly is an endangered species. It grows only out in El Segundo, @ the airport there & near an oil refinery. Chevron has set aside land there, and employees grow Buckwheat for the butterflies.

Create a natural habitat for an endangered specie. Special values.

Stanley Warner
Feb. 19 $\frac{1}{2}$ 20 - 4 seasons, D.C.

Steven Merksamer 916-446-6752

Doug Gordon 916-444-6670
Cynthia Suzuki 916-321-5041

CA Chawler

Gov. Deukmejian's speechwriter
Lance Izumi
(916) 445-2841

Partnership for a Drug Free America
Teresa Grant 212/922-1560

Huntington Bch Chamber of Commerce
714/536-8888

Am. Red Cross
728-6694 Joseph Hall, Financial Development

US Patent Ofc. 557-3341 Oscar Masten

CA Census Bureau
(916) 323-4080 Mary

CA Historian - Prof. Gregory
415/527-8266 (H)
415/642-1971 (UCB History Dept.)

UC-Berkeley: Bancroft Library
Annegret Ogden 415/642-6481

February 23, 1990

INFORMATION

MEMORANDUM TO THE PRESIDENT

THROUGH: CHRISS WINSTON

FROM: MARK LANGE

SUBJECT: Remarks for the California Chamber
 of Commerce Dinner

I. SUMMARY

On Thursday, March 1, you will make remarks at the California Chamber of Commerce's Gala in honor of their centennial year. After a photo opportunity, you are scheduled to speak, with a TelePrompter, at 7:40 p.m. The audience will be made up of 1200 California business leaders, some state and local politicians, and their guests.

II. DISCUSSION

This dinner commemorates the 100th year of the CA Chamber of Commerce and it is the first anniversary party they have had. Among the people attending are major corporate CEO's; the Chamber, in fact, calls it "California's largest gathering ever of businessmen of this caliber and power."

The head table is also extensive, as it includes Governor and Mrs. Deukmejian, Senator and Mrs. Wilson, and Attorney General and Mrs. Van de Kamp, as well as other California state politicians and top Chamber of Commerce leaders.

Celebration and fun are the order of the evening! After you speak and depart, dinner will be served, followed by a surprise visit by a Disney marching band, drill team, and cheerleaders. As a finale, singer Dionne Warwick will be entertaining.

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(Lange/Cawley)
February 22, 1989
6:00 P.M.
[CALCOMM.DOC]

PRESIDENTIAL REMARKS: CALIFORNIA CHAMBER OF COMMERCE
CENTENNIAL DINNER GALA
CENTURY PLAZA HOTEL, LOS ANGELES
THURSDAY, MARCH 1, 1990
7:40 P.M.

((Thank you, Governor Deukmejian. It's great to be back in California -- and to be invited to such a wonderful party!

You know, when we landed at the airport, I was deeply touched to see a red carpet rolled out. A twenty-one gun salute. Balloons. Dancing girls. Truly moving.

But then I looked around, and realized it was the L.A. Coliseum Commission, welcoming Al Davis back from a visit to Oakland... [note: They're working on Davis to keep the Raiders in L.A., rather than moving them back to Oakland.]

Of course, on the way over here I did encounter a few demonstrators. One protester from U.C.L.A. was shouting "U.S. out of Panama. U.S. out of El Salvador. And U.S.C. out of Los Angeles."

But something that really impresses me about California is the West Coast's will to survive -- even triumph -- in adversity. New ways to cope spring up, no matter what kind of disaster strikes. Somebody told me there's even a new support group in Malibu, called "Parents Without Perrier."))

Well, what brings me here tonight is the same appeal that brought so many to California a century ago. A sense that something powerful is happening here.

Your heritage was borne by those with the courage to press westward. And after the century of shared progress you celebrate tonight, from sailing ships to silicon chips, you're **still** the state that sets the pace. Breaks the barriers. And defines the future.

The gold rush never really ended in California. It just took on new and truer colors. From the green abundance of your agriculture, to the black gold in the earth, the silver screen, and the wealth of the blue Pacific.

The list of California's first-place business rankings reads like the What's What of American Business. Number one in aerospace, construction, education, exports... in businesses owned by women, and by black Americans... in numbers of college graduates, scientists, engineers, Nobel Laureates, patents and Ph.d's: **California leads America. And America leads the world.**

But California business isn't just first class -- it's world class. Home to over forty Fortune 500 firms, a dynamic job-creating small business sector, and a gross **state** product that, outside of America, is among the top five among **nations**.

So if California is the rock-solid edifice of America's economic strength, the California Chamber should be a room with a view. With a vision for the future. Where decisions are made,

and actions taken, that will lead the rest of the country in the coming century.

You understand that California's economic prospects don't depend simply on natural resources -- or your geographic position on the Pacific Rim. What will truly lead California to success in the new century is ^{your?} her people -- and the way the way they do business.

As labor markets get tighter, businesses like yours will need to turn to sources of talent once left untapped. Youth at risk, who need to see the connection between school and work. The underskilled, who need training. Dislocated workers, who need to be retrained as jobs change. Older and more experienced workers, who need new skills. The disabled, who only need a chance to prove their abilities. And dual-career families, who need flexible, creative child care solutions.

Flexible workplace policies will allow you to find and keep the best talent. And one of the most promising of these new business frontiers is telecommuting: taking advantage of new technology to encourage your people to work at home, one or two days a week. A typical 20 minute roundtrip commute to work over the course of a year adds up to two very stressful 40 hour **weeks** lost on the road. But if only **five percent** of the commuters in L.A. County telecommuted **one day** each week, they'd save 205 **million** miles of travel each year -- and keep 47,000 tons of pollutants from entering the atmosphere.

Two million Americans already do some work at home -- and here in California you've got ^{several} some overwhelmingly successful pilot programs, that show how productivity goes up for telecommuters -- an average of 20 percent or more.

So I'd like to commend Governor Deukmejian for promoting telecommuting -- as well as companies like U.S. West, Pacific Bell, and the Traveler's, who are experimenting with it. Because it means more than a better bottom line. It also means saving energy, improving air quality, and preserving the environment we all share.

That's a measure of enlightened management here in California. Along with looking inward, for better ways to run your operations, you're also looking outward -- as active partners in your communities.

After the spill at Huntington beach, businesses donated supplies, employees, food, helicopters and heavy equipment to the clean-up -- in an impressive community-wide volunteer effort, at every level. Just the way, after the San Francisco earthquake, local companies donated millions of dollars, tons of supplies, and thousands of hours of employee time.

But some of the challenges your communities are facing will demand ² long-term, consistent, collective effort. Work without much immediate payoff -- but with profound, long-term results.

To make sure our educational system gives our kids the skills they need to thrive in the future, new partnerships between schools and business need to gain more momentum.

Projects like the California Compact and Project BET show great promise -- and deserve all the help you can give them.

I understand there are already over 3,000 educational partnerships here in California -- from multi-million dollar projects for sweeping reform, to Adopt-a-School programs, to low-cost volunteer efforts. Our schools need your time and talents. **If you're already involved, keep at it. If you're not, this is your year.**

Computer in classroom

And where the most troubling challenge to our kid's well-being is concerned -- the enslavement of illegal drugs -- your members can help us turn the tables against the dealers, forever.

Many of you are already involved with the nation-wide Partnership for a Drug Free America -- in fact, I understand it was an L.A. firm that created that wonderful, horrible ad with the fried egg in it. But let me **also** encourage you to get involved with local efforts, at street level.

On every block, in every town and every city in America, there should be a house or a business willing to serve as a **safe-house for kids**, where they can go for help. For information about drugs. For refuge from dealers. Or just for the comfort of a caring, listening heart.

That will mean a lot to your communities. But there's one thing more, that we should consider for the sake of the world community. We've all seen, with wonder and delight, the transformations that took place in Eastern Europe during the Revolution of '89.

But it is in **this** decade, as the political dust settles, that much of the real work begins. So many are struggling to regain their footing now. And now is the time for America to do quiet but crucial work.

Every business and community organization in California and across the country -- business leagues, Rotaries, Elks, clubs of every kind -- **all** can find ways to help the people of Eastern Europe make the transition to market economies.

You and your members should consider donating some time and expertise to the emerging businesses now struggling in Eastern Europe. Whatever your specialty -- strategic planning, marketing, inventory, line operations -- it is needed now in Eastern Europe. Find a sister city there -- or a business that would benefit from what you know of free enterprise and free markets -- and put your talents to work.

You know, back in 1890, there were a lot of newspaper articles suggesting that California was in decline, or as one observer put it, "in a state of decadence. The heralds of discontent," he said, "are soiling the fair name and fame of California." The critics all claimed that agriculture was struggling. Industry was strangling. It looked like the gold had all been rushed.

Well, the critics were wrong then. And I'm glad to say they're still wrong now. California continues to be an economic super-power. A place where commerce has conscience. And a wonderful state to visit...

(Lange/Cawley)
February 23, 1989
9:45 A.M.
[CALCOMM.DOC]

PRESIDENTIAL REMARKS: CALIFORNIA CHAMBER OF COMMERCE
CENTENNIAL DINNER GALA
CENTURY PLAZA HOTEL, LOS ANGELES
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Of course, on the way over here I did encounter a few demonstrators. One protester, from U.C.L.A., was shouting "U.S. out of Panama. U.S. out of El Salvador. And U.S.C. out of Los Angeles." [big rivalry between U.C.L.A. & U.S.C.]

But something that really impresses me about California is the West Coast's will to survive -- even triumph -- in adversity. New ways to cope spring up, no matter what kind of disaster strikes. Somebody told me there's even a new support group in Malibu, called "Parents Without Perrier."))

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So if California is the rock-solid edifice of America's economic strength, the California Chamber should be a room with a view. With a vision for the future. Where decisions are made, and actions taken, that will lead the rest of the country in the coming century.

You understand that California's economic prospects don't depend simply on natural resources -- or your geographic position

on the Pacific Rim. What will **truly** lead California to success in the new century is her people -- and the way the way they do business.

As labor markets get tighter, businesses like yours will need to turn to sources of talent once left untapped. Youth at risk, who need to see the connection between school and work. The underskilled, who need training. Older and more experienced workers, who need new skills. The disabled, who only need a chance to prove their abilities. And dual-career families, who need flexible, creative child care solutions.

Flexible workplace policies will allow you to find and keep the best talent. And one of the most promising of these new business frontiers is telecommuting: taking advantage of new technology to encourage your people to work at home, one or two days a week.

A typical 20 minute roundtrip commute to work over the course of a year adds up to two very stressful 40 hour weeks lost on the road. But if only **five percent** of the commuters in L.A. County telecommuted **one day** each week, they'd save 205 million miles of travel each year -- and keep 47,000 tons of pollutants from entering the atmosphere. Not a bad deal.

Especially if you consider that here in California, it's been shown that productivity goes **up** for telecommuters -- an average of 20 percent or more.

So I'd like to commend Governor Deukmejian for encouraging telecommuting -- as well as companies like U.S. West, Pacific

Bell, and the Traveler's, who are experimenting with it. Because it means more than a better bottom line. It also means saving energy, improving air quality, and preserving the environment we all share.

That's a measure of the enlightened management here in California: Along with looking inward, for better ways to run your operations, **you're also looking outward** -- as active partners in your communities.

After the oil spill at Huntington beach, businesses donated supplies, employees, food, helicopters and heavy equipment to the clean-up -- in an impressive community-wide volunteer effort, at every level. In the same way, after the San Francisco earthquake, local companies donated millions of dollars, tons of supplies, and thousands of hours of employee time.

But some of the challenges your communities face will demand long-term, consistent, collective effort. Work without much immediate payoff -- but with profound, long-term results.

To make sure our educational system gives our kids the skills they need to thrive in the future, new partnerships between schools and business need to gain more momentum. Projects to improve schools -- like the California Compact -- show great promise, and deserve all the help you can give them.

In fact, I understand there are already over 3,000 educational partnerships here in California -- from multi-million dollar projects for sweeping reform, to Adopt-a-School programs, to low-cost volunteer efforts. Our schools need your time and

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Well, you know what happened. California became a world-class economic super-power. Today you are called upon -- and privileged as few have been before -- to bring the world new and unprecedented prosperity.

Show the world that commerce has conscience. In your own businesses -- in your communities -- and in the community of nations: gather strength. \\ And use it, to help people. ///

Let me wish this chamber a very happy 100th birthday! God bless you. And God bless the great state of California.

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February 23, 1989
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But California business isn't just first class -- it's world class. Home to over forty Fortune 500 firms, a dynamic job-creating small business sector, and a gross state product that outside of America ranks among the top five nations.

So if California is the rock-solid edifice of America's economic strength, the California Chamber should be a room with a view. With a vision for the future. Where decisions are made, and actions taken, that will lead the rest of the country in the coming century.

You understand that California's economic prospects don't depend simply on natural resources -- or your geographic position

on the Pacific Rim. What will truly lead California to success in the new century is her people -- and the way the way they do business.

As labor markets get tighter, businesses like yours will need to turn to sources of talent once left untapped. Youth at risk, who need to see the connection between school and work. The underskilled, who need training. Older and more experienced workers, who need new skills. The disabled, who only need a chance to prove their abilities. And dual-career families, who need flexible, creative child care solutions.

Flexible workplace policies will allow you to find and keep the best talent. And one of the most promising of these new business frontiers is telecommuting: taking advantage of new technology to encourage your people to work at home, one or two days a week.

A typical 20 minute roundtrip commute to work over the course of a year adds up to two very stressful 40 hour weeks lost on the road. But if only **five percent** of the commuters in L.A. County telecommuted **one day** each week, they'd save 205 million miles of travel each year -- and keep 47,000 tons of pollutants from entering the atmosphere. Not a bad deal.

Especially if you consider that here in California, it's been shown that productivity goes up for telecommuters -- an average of 20 percent or more.

So I'd like to commend Governor Deukmejian for encouraging telecommuting -- as well as companies like U.S. West, Pacific

Bell, and the Traveler's, who are experimenting with it. Because it means more than a better bottom line. It also means saving energy, improving air quality, and preserving the environment we all share.

That's a measure of the enlightened management here in California: Along with looking inward, for better ways to run your operations, **you're also looking outward** -- as active partners in your communities.

After the oil spill at Huntington beach, businesses donated supplies, employees, food, helicopters and heavy equipment to the clean-up -- in an impressive community-wide volunteer effort, at every level. In the same way, after the San Francisco earthquake, local companies donated millions of dollars, tons of supplies, and thousands of hours of employee time.

But some of the challenges your communities face will demand long-term, consistent, collective effort. Work without much immediate payoff -- but with profound, long-term results.

To make sure our educational system gives our kids the skills they need to thrive in the future, new partnerships between schools and business need to gain more momentum. Projects to improve schools -- like the California Compact -- show great promise, and deserve all the help you can give them.

In fact, I understand there are already over 3,000 educational partnerships here in California -- from multi-million dollar projects for sweeping reform, to Adopt-a-School programs, to low-cost volunteer efforts. Our schools need your time and

talents. If you're already involved, keep at it. If you're not, this is your year.

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It is in **this** decade, as the political dust settles, that much of the real work begins. So many are struggling to regain their footing now. **And now is the time for America to do quiet but crucial work.**

Every business and community organization in California and across the country -- business leagues, Rotaries, Elks, clubs of **every** kind -- **all** can find ways to help the people of Eastern

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Show the world that commerce has conscience. In your own businesses -- in your communities -- and in the community of nations: gather strength. \\ And use it, to help people. ///

Let me wish this chamber a very happy 100th birthday! God bless you. And God bless the great state of California.

#

(Lange/Cawley)
February 23, 1989
9:45 A.M.
[CALCOMM.DOC]

PRESIDENTIAL REMARKS: CALIFORNIA CHAMBER OF COMMERCE
CENTENNIAL DINNER GALA
CENTURY PLAZA HOTEL, LOS ANGELES
THURSDAY, MARCH 1, 1990
7:40 P.M.

((Thank you, Governor Deukmejian. It's great to be back in California -- and to be invited to such a wonderful party!

You know, when we landed at the airport, I was deeply touched to see a red carpet rolled out. A twenty-one gun salute. Balloons. Confetti. Truly moving.

But then I looked around, and realized it was the L.A. Coliseum Commission, welcoming Al Davis back from a visit to Oakland... [note: They're working on him to keep the Raiders in L.A., rather than moving them back to Oakland.]

Of course, on the way over here I did encounter a few demonstrators. One protester, from U.C.L.A., was shouting "U.S. out of Panama. U.S. out of El Salvador. And U.S.C. out of Los Angeles." [big rivalry between U.C.L.A. & U.S.C.]

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Orange County Convention / Civic Center

9800 INTERNATIONAL DRIVE, ORLANDO, FLORIDA 32819-8199 • TELEPHONE (305) 345-9800

Charisma — Denkmejian

CA DMV (916) 732-7801

press liaison 732-7673

of cars ⁸⁸ 1989/90 : Res 24,745,80
horsepower

autos
trucks
trailers
motorcycles

autos : 16,514,408

Public info unit 916-732-7517 →

Evelyn
Raddy

Sec of State for CA

1st DMV - 1915 191,000

Carla Mazzini

Lib of Congress
Research :

707

916-322-4572

CA Census Bureau

5700
horses



Orange County Convention / Civic Center

9800 INTERNATIONAL DRIVE, ORLANDO, FLORIDA 32819-8199 • TELEPHONE (305) 345-9800

Agric Census



1890-horses

-cars

1990-horsepower

CA Dept. of Ag : (916) 445-9280

322-6835?

Tina Heggert



DOUG GAMBLE

Feb. 20/90

424 - 38th Place
Manhattan Beach, CA 90266
(213) 546-6409

TO: KRISTEN GEAR
2 Pages

CALIF. CHAMBER OF COMMERCE (Mark Lange)

I HAVEN'T SEEN SO MANY PEOPLE DRESSED LIKE THIS SINCE I SAW A PICTURE OF THE BEVERLY HILLS UNEMPLOYMENT OFFICE THE DAY DREXEL, BURNHAM CLOSED DOWN. (Black tie event I believe? Drexel's L.A. office was in Beverly Hills.)

I PASSED UP A PHOTO OPPORTUNITY EARLIER TODAY. THEY WANTED ME TO GO TO A BEL-AIR SOUP KITCHEN AND STAND IN LINE FOR VICHYSOISE.

IN LIGHT OF THE RECALL OF A CERTAIN PRODUCT, I HEAR A NEW SUPPORT GROUP HAS BEEN FORMED IN MALIBU. IT'S CALLED "PARENTS WITHOUT PERRIER."

WHEN I ARRIVED AT THE AIRPORT I WAS SURPRISED AND FLATTERED TO SEE A RED CARPET ROLLED OUT AND A 21-GUN SALUTE. THEN I LOOKED AROUND AND REALIZED IT WAS THE L.A. COLISEUM COMMISSION WELCOMING AL DAVIS BACK FROM A VISIT TO OAKLAND.

(The commission is trying to convince Davis to keep the Raiders in L.A. rather than moving them back to Oakland.)

I OVERHEARD TWO PEOPLE TALKING EARLIER, AND ONE OF THEM HAD AN IDEA TO GET RID OF THE MEDFLIES. HE SAID "IF WE COULD LURE THEM TO ORANGE COUNTY BEACHES, MAYBE THEY'D GET STUCK IN THE OIL."

MORE...

TO: KRISTEN GEAR - CALIF. CHAMBER OF COMMERCE (CONT'D)

I KNOW SENATOR JOHN GLENN WAS PROUD TO BE THE GRAND MARSHALL OF THIS YEAR'S ROSE PARADE IN PASADENA. I UNDERSTAND THE ONLY REQUEST HE MADE OF THE PARADE COMMITTEE WAS THAT HE NOT BE MADE TO RIDE IN A LINCOLN.

(As in Lincoln S&L. I think I did something similar for the Alfalfa, but it wasn't used.)

THRILLED

SOMEONE TOLD ME EARLIER HOW ~~THRILLED~~ HE WAS TO MEET ME. HE SAID "IT'S THE FIRST TIME I EVER SHOOK HANDS WITH SOMEONE WHO KNOWS ARNOLD SCHWARZENEGGER PERSONALLY."

I HEAR DON KING HAS TURNED DOWN A CHANCE TO PROMOTE DOUGLAS VS. TYSON AT TRUMP PLAZA IN ATLANTIC CITY, OR DOUGLAS VS. HOLYFIELD AT CAESAR'S PALACE IN LAS VEGAS, SO HE CAN PROMOTE AN EVEN BIGGER HEAVYWEIGHT FIGHT IN LOS ANGELES: TOM BRADLEY VS. DONALD TRUMP AT THE AMBASSADOR HOTEL.

(Trump & Mayor Bradley are battling over how the Ambassador land will be developed once the hotel is knocked down. Big local issue.)

i.e., F.A. (this is state-wide.)

Rights, freedoms... and of course, free speech:

LAST TIME I WAS HERE I ENCOUNTERED A FEW DEMONSTRATORS, AND SOME OF THEM WERE PRETTY EMPHATIC. A PROTESTOR FROM UCLA SHOUTED "U.S. OUT OF PANAMA, U.S. OUT OF EL SALVADOR -- AND USC OUT OF LOS ANGELES."

BARBARA THINKS I'VE BEEN SPENDING TOO MUCH TIME IN CALIFORNIA. I DON'T KNOW WHY -- JUST BECAUSE WHEN SHE SUGGESTED A MOVIE LAST NIGHT I SAID "LIKE, THAT'S A GNARLY IDEA, DUDE."

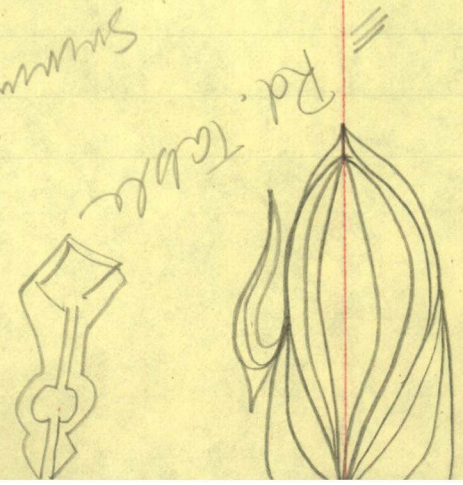
Mark,
I turned in 2 pages to Curt for another Bush L.A. speech. Maybe there are some lines he doesn't want which you might use, and vice-versa.

Dep. Char for Ed. Testforce
 Joe Tullis.
 Jerry Jacobs
 (415) 394-3666

See section: business market

Went to see...
 for gov. summit
 got there 9:5
 ag's from 9:5
 for for 9:5
 to come for 9:5
 take to come for 9:5
 for 9:5
 for 9:5
 for 9:5

Mary Anderson
 (415) 974-5721



Rd. Table

Pacific Telesis

Jerry Jacobs

Dennis ~~Debiase~~ Debiase
[Speechwriter] (415) 394-3657

loan open to pro like USA of United Way
for extra staffing 4/0 \$

Sue Dale awarded opp 2000 award rec'd
for broaden. workforce

- last yr, ~~the~~ model program for
employees w/ AIDS

ed. employees / supervisor on AIDS

PQE has lost 35+ employees

- Min Bus Dev Program
highest rate of ~~dis~~. ass on EEO
purchase min / 420 business

Debbie

Debbie Purcell
CA Business Pa. Take
213-930-6561

George Nardi
Chevron - USA
415-894-5079

Chamber

- less time to cross the ocean, longer to get to work
- Gov. Deukmejian is introducing POTUS. I spoke w/ his speechwriter of the Gov. often makes self deprecating jokes about his charismatic speaking style (LACK OF.) ~~His~~ He has been known to say that after politics, he wants to go on the lecture circuit — and his wife wonders how he'll pay the audience to listen!
We could mention this

CALIFORNIA CHAMBER OF COMMERCE
MARCH 1, 1990

Event: Centennial Year Gala (Black Tie)
Date: March 1, 1990
6:30 p.m. (cocktails); 7:30 p.m. (dinner)
Place: Century Plaza Hotel, Los Angeles

CONTACT: Douglas Gordon
CA Chamber, VP of Corporate Affairs
(916) 444-6670

Cynthia Sugrui
916 321 5041

Steven Merksamer
Gala Coordinator/Deukmejian's Chief of Staff
(916) 446-6752

REMARKS:

**After dinner, Steven Merksamer (Chairman of the Chamber of Commerce) will introduce Stanley A. Wainer (Chairman of the Board of the Chamber of Commerce and CEO of Wyle Laboratories). He will introduce Governor Deukmejian. The Gov will introduce POTUS. After that, Dionne Warwick will entertain for an hour and then the fat lady sings and everyone stumbles home. It's a PARTY.

**They are working their program around 10-15 minutes of remarks by the President, unless we tell them drastically otherwise. They would like his remarks not to be a big pat on the back for the Chamber, but rather more celebratory of 100 years of California business. Their theme is (roughly) : " A Century of Success". Mr. Gordon stressed the upbeat mood and would like humor.

ACKNOWLEDGEMENTS:

**The audience will be 1100-1200 people, mainly California business people. There will also be a smattering of local politicians and candidates. They will furnish us with a list as soon as they know.

**There will be 21 or 22 people at the head table/dais (depending on if Mrs. B. attends). They will furnish us with a complete list and seating arrangement as soon as they can. For now, we know: the Deukmejians; Attorney General and Mrs. Van de Kamp (running for Dem. nomination for gubernatorial race); Senator Pete and Mrs. Gail Wilson; the Wainers; the Merksamers.

Tammy and I are pow- wowing on a theme: we would like to draw a picture of California in 1890 and 1990, mainly business but also cultural (for example, Yosemite is also 100 this year.)

*Mr. & Mrs. Kirk West
Ch. Pres.*
*Rev. Donn Moonan
Pastor of Pac Air Pres by Church*
Sen Maddy Willie Brown?
Sen Key Under
Treasurer Tom Hayes & wife

US Patent office

Total: 1890 : 26,292

since 1964: CA led in # granted

1989 -

Dentmejian's
445 2841

Writing & Research

Lance Zyumi

self deprecating on charisma
lecture circuit -
can you afford



CALIFORNIA CHAMBER of COMMERCE

TELEFAX COVER SHEET

DATE: February 8, 1990

TO: Ms. Carolyn Cawley
White House
Speech Writing Staff

FAX NUMBER: 202/456-6218

FROM: Mr. Douglas H. Gordon
Vice President, Corporate Affairs
CALIFORNIA CHAMBER OF COMMERCE

FAX NUMBER: 916/443-4730

TELEPHONE: 916/444-6670

NUMBER OF PAGES (INCLUDING COVER SHEET) 27

NOTES:

Dear Carolyn:

Enclosed are three additional items of information.

1. Brief history of the Chamber.
2. Research paper on the early days of the Chamber up to 1920.
3. Preliminary draft of the Dinner program which includes some additional historical information.

I will have the matter of whether previous presidents have spoken to the Chamber researched and will send you more as it becomes available.

Thanks for your interest.

IF YOU HAVE TROUBLE WITH THIS TRANSMISSION, PLEASE CALL Jo McIntosh
AT 916/444-6670 EXT. 220

more wages." The great ranches were being broken up and sold in smaller parcels with long and liberal terms available. Estee comments that small fruit farms were quite successful in California because they produced more fruit and as a rule, a better quality from the same amount of land and the same amount of labor than anywhere else. He concluded that "if a genial climate, a fertile soil, sunny skies, a balmy health-giving atmosphere, and scenery of unsurpassed beauty are useful and attractive to any man, they ought to belong to the man who lives and toils in California."

The California State Board of Trade sponsored "California on Wheels" in 1889 - 1890. In a nation-wide tour, California products were displayed in three vestibules in railroad cars furnished by the Southern Pacific Railroad Company. It traveled 13,624 miles and viewed by over 836,450 people.

Atlanta, Georgia invited the California State Board of Trade to exhibit California products in its Exposition in 1895. Given five thousand square feet of space in the Agriculture Building, the organization moved its semi-permanent display from the Ferry Building in San Francisco to Atlanta, first admonishing the California counties involved that it would be in the best interests of all for them to refurbish the present stock of products! Visitors flocked to attend the lectures and to see the stereopticon views of California in the Georgian auditorium, as well as receive abundant literature on California and its resources.

In a letter to Governor J. H. Budd in 1895, A. N. Towne, a director of the California State Board of Trade, noted the growth of California in the ten year period between 1880 and 1890. Ranking twenty-second in population, California's growth rate was forty percent as compared to twenty-five percent for the rest of the United States. California ranked sixth in valuation of property, while its exports valued nearly two million dollars. In 1890, California produced 18,000,000 gallons of wine, more than any state in the Union. Showing that California was abundantly supplied with railroad facilities, Towne reported that while twenty-three miles of track was available in 1860, in 1893 the mileage had increased to 4,692, making the State fifteenth in the nation.

In 1903, the California State Board of Trade conducted an advertising campaign through the use of widely disseminated bulletins extolling many virtues of California and its various facilities. Commenting on the superior transportation available, the publication noted that besides the thousand miles of sea coast with numerous safe harbors, California had a fine internal water system with two navigable rivers, the San Joaquin and the Sacramento where steamers went all the way to Red Bluff. It continues, "What the California producer suffers by reason of his remoteness from the great populous and consuming centers of the world is compensated in great part by cheap and excellent transportation facilities."

To further encourage the immigrant to settle here, another

circular in 1903 notes that there is no feature of California more attractive than its climate. On the whole, California had the best climate in the world. This superior climate accounted for the excellent growing conditions for citrus fruit. "Those who want sunny days, mild winters and citrus fruits will find them in northern, central and southern California."

To attract factories, another bulletin reported it used to be said that California would never hope to become much of a manufacturing state due to lack of cheap power, but the great deposits of petroleum were not known. By 1902, 7 1/2 million barrels of oil have been produced. It noted that it could truthfully be said that California was richly endowed with cheap power and all the advantages it offers. "Shrewd men have not been slow in figuring out the possibilities offered by the State for manufacturing, and new factories of different character are right now springing into existence in rapid succession."

Following the 1906 earthquake and fire, Arthur R. Briggs, manager of the California State Board of Trade offered reassurance to prospective settlers. He exclaimed that California from her earliest history had attracted the adventurous, the progressive and the ambitious from everywhere. "With ample resources available to them, these great merchants and manufacturing establishments would rebuild a city unparalleled, making rapid strides to maintain a position of commercial and financial prominence throughout the world."

For undetermined reasons, by order of the Superior Court of