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OA/ID Number: 13751
Folder ID Number: 13751-003

Folder Title:
Pat Saiki Swearing-In 4/10/91 [OA 6897]

Stack:	Row:	Section:	Shelf:	Position:
G	26	21	3	4

(Hinchliffe/Blymire)
April 9, 1991 8 a.m.
SAIKI Draft Five

PRESIDENTIAL REMARKS: SWEARING-IN OF PAT SAIKI
Roosevelt Room
April 10, 1991 2:15 p.m.

Get new anecdote!

Good afternoon everyone -- Lynn (Martin), members of Congress, Pat's family, friends from the SBA. It's a great pleasure to welcome a good friend on board as this nation's new Administrator of the Small Business Administration. Actually, I'm just happy that Pat Saiki and I are at last in the same place at the same time. When I went to Hawaii last fall to speak on her behalf, she was still in Washington debating the budget and wasn't able to attend her own fundraiser. \\\

I'm pleased Pat will be taking this job because small businesses are so important. They're the heart of our country's economy; in the 1980s, they produced two out of every three new jobs. **But, more importantly, they're the heart of the American dream**. ~~I know. I started out by building my own small business from the ground up.~~ The SBA was founded to encourage that spirit. That belief in our ability to make our dreams come true.

Owners of small businesses show the rest of America the way. They've seized control of their own lives. Made their own choices and decisions. Over 20 million men and women across the U.S. today are running their own small businesses -- **20 million pieces of the American dream**. Pat Saiki will be their advocate -- their tough, smart advocate. I know her. I know she'll throw her whole energy and dedication into this challenge. Because Pat will be responsible for more than administration and policy

development. **She'll have the chance to help people shape their own futures**. By expanding SBA's role in providing start-up guidance. By concentrating on business opportunities for minorities, women and veterans. By focusing on outreach.

Pat will be a dynamic champion of small business -- she's got the strong background for it. She's been a board member of Hawaiian Airlines; and of AMFAC, one of Hawaii's largest corporations, with extensive small business interconnections. And she received the Congressional "Guardian of Small Business Award".

In public service, Pat's proven herself as an effective administrator of can-do optimism. She was the first Republican elected to the House from Hawaii -- and she'll bring to the SBA stellar House committee experience ranging from the banking and finance to consumer interests. During her two terms in Congress, I admired her bipartisan approach to getting the job done. She's smart, she's direct, and she moves government forward.

Pat's also a fiscal conservative -- as a matter of fact, her efforts against waste in government made her a two-time winner of the Golden Bulldog Award. I like that image. It kind of captures her personality -- tenacious, dedicated, protective, honest.

Pat comes from a land that showed the world how men and women of varied backgrounds can tie their destinies together in common cause. I know she'll help show all of us how we can work together -- can use our exuberant diversity to make this nation the best place it can be. Aloha, Pat.

# # #

THE WHITE HOUSE
WASHINGTON

Saiki Acknowledgements

Claire Sechler
x 2800

Lynn Martin
Sen. Kasten
+ ~~4~~ Congmn. > say "Members of Congress"

Stanley Saiki → hubby in wheelchair
+
Pat's father

11 family members

Carol

Ramona - w/ Pat Saiki

205-6605

Bob Wernet

Bridget Bean
x6803

Document No. 226621 SS

WHITE HOUSE STAFFING MEMORANDUM

91 APR 5 A11:48

DATE: 4/5/91 ACTION/CONCURRENCE/COMMENT DUE BY: 4/8/91 NOON

SUBJECT: PRESIDENTIAL REMARKS: SWEARING-IN OF ADMINISTRATOR SAIKI

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☐	☑	MCCLURE	☑	☐
SUNUNU	☐	☐	NEWMAN	☐	☐
SCOWCROFT	☐	☐	PORTER	☑	☐
DARMAN	☑	☐	ROGICH	☑	☐
BRADY	☐	☑	UNTERMEYER	☐	☐
CARD	☐	☑	ROGERS	☐	☑
DEMAREST	☑	☐	SNOW	☐	☑
FITZWATER	☐	☑	BOSKIN	☑	☐
GRAY	☑	☐	_____	☐	☐
HOLIDAY	☑	☐	_____	☐	☐

REMARKS:

Please forward any comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, Monday, April 8, with a copy to this office. Thank you.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

205-6605
Bobbernet

FACT-CHECK COPY

(Hinchliffe/Blymire)
April 4, 1991 10 a.m.
SAIKI Draft THREE

91 APR -5 AM 11:04

PRESIDENTIAL REMARKS: SWEARING-IN OF PAT SAIKI
Roosevelt Room
April 10, 1991 2:15 p.m.

It's a great pleasure to welcome a good friend onboard as this nation's new Administrator of the Small Business Administration. Pat Saiki is proof that good things come in **small** packages.

Actually, I'm just happy that Pat and I are at last in the same place at the same time. When I went out to Hawaii last fall to speak on her behalf, she was still in Washington debating the budget so she didn't show up for her own fundraiser. I finally caught up with her three days later. Maybe that's why I'm moving her here: I'll know she'll be no further than three **minutes** away.

Bob Wernet

I'm pleased Pat will be taking this job because the SBA is so important to me. Small businesses are the heart of our country's economy; in the 1980s, they produced two out of every three new jobs. **But, more importantly, they're the heart of the American dream**. I know. I started out by building my own small business from the ground up. The SBA was founded to encourage that spirit: that belief in our ability to make our dreams come true.

POTUS @ Engelettes swearing-in 5-1989

Bush bios

Bridget Beamer

Small businessmen show the rest of America the way. They've seized control of their own lives. Made their own choices and decisions. Nearly 20 million men and women across the U.S. today are running their own small businesses -- **20 million pieces of the American dream**. Pat Saiki will be their advocate -- their tough, smart advocate. I know her. I know she'll throw her whole energy and dedication into the challenge of helping them.

Bridget Beamer

could be "more than 20m.!"

Pat's an assertive and feisty leader with an irreverent sense of humor. She'll make a strong impact -- responsible for an administration with nearly 4,000 employees -- an operating budget of ~~$320~~ 362 million -- and credit authority of $5.8 billion.

But Pat will be responsible for more than administration and policy development. **She's going to have the chance to help people shape their own futures**. She'll do this by expanding the SBA's role in providing start-up guidance. By concentrating on business opportunities for minorities, women and veterans. By focusing on outreach. And Pat will help the SBA by dealing with issues of international trade.

Pat will be a dynamic champion of the entrepreneur -- she's got the strong background for it. She's been a board member of Hawaiian Airlines, and of AMFAC, one of Hawaii's largest corporations, with extensive small business interconnections. And she received the Congressional "Guardian of Small Business Award".

In public service, Pat's proven herself as an effective administrator of can-do optimism. This former teacher served 14 years in the state legislature, moving up to Assistant Republican Leader before becoming the first Republican elected to the House from Hawaii. She'll bring to the SBA stellar House experience ranging from the Banking, Finance and Urban Affairs Committee to a subcommittee on Housing and Consumer Interests. During her two terms in Congress, I admired her bipartisan approach to getting the job done -- watched her build consensus. She's smart, she's direct, and she moves government forward.

Pat's also a fiscal conservative -- the most frugal member of her delegation. As a matter of fact, her efforts against waste in government made her a two-time winner of the Golden Bulldog Award. I like that image -- it kind of captures her personality -- tenacious, dedicated, protective, honest. And I'm delighted she'll be bringing her particular spirit of aloha into this Administration.

Pat comes from a land that showed the world how men and women of varied backgrounds can tie their destinies together in common cause. I know she'll help show all of us how we can work together -- can use our exuberant diversity to make this nation the best place it can be. Aloha, Pat.

# # #

FAX TRANSMISSION SHEET

USE THIS FORM TO REQUEST FAXING. FAX OPERATORS SHALL SEND IT AS THE FIRST PAGE OF EACH FAX TRANSMISSION AND MAY KEEP IT AS A RECORD OF EACH TRANSMISSION. CALL 653-2528 IF THERE ARE PROBLEMS IN RECEIVING A TRANSMISSION FROM CENTRAL OFFICE.

DATE 4/2 TIME 3:55 This is page 1 of ___

SUBJECT:

	(Person)	(Office)	(FAX Phone)	(Voice Phone)
TO:	Carol Blymire		456-6218	456-7250
FROM:	Budget Bear	SBA - Office of Administrator		205-6805

___ IF THIS LINE IS CHECKED THE RECEIVING OFFICE MUST IMMEDIATELY CALL THE SENDER OR FAX THIS COMPLETED FORM BACK TO THE SENDING OFFICE FAX NUMBER TO CONFIRM RECEIPT. DISREGARD THIS BOTTOM PORTION IF THIS LINE IS NOT CHECKED.

RECEIPT DATE _____ RECEIPT TIME ____

RECEIVING OFFICE:

PERSON CONFIRMING:

Carol -
I hope this is helpful
Budget

SBA FORM 1414 (3-87) Use 2-85 edition until exhausted

THE SMALL BUSINESS ADMINISTRATION: OVERVIEW

The Small Business Administration evolved over a period of years from a number of previous agencies into one whose role is "to aid, counsel, assist, and protect, insofar as it is possible, the interest of small business concerns." The agency has approximately 4,600 employees and an annual operating budget of $320 million. Its loan portfolio consists of nearly 280,000 loans and assets totalling $16 billion.

President George Bush has pledged, during remarks at the Lower Bucks County Chamber of Commerce on Monday, September 19, 1988, to "reinvigorate the Small Business Administration." Fact sheets distributed by his campaign have made the following pledges with regard to the Small Business Administration:

> "George Bush will encourage the SBA to build as well as expand its roll in providing educational business guidance to start up and young companies. George Bush will reinvigorate the SBA's minority small business and capitol ownership development programs and the women's business division."

In addition to these direct statements, the fact sheet praises the role of SBA in insuring access to capital and to procurement contracts for small business.

The Business of SBA

The U. S. Small Business Administration is a small, independent federal agency, created by Congress in 1953 to assist, counsel and champion the millions of American small businesses which are the backbone of this country's competitive free-enterprise economy.

The mission of SBA, simply put, is to help people get into business and to stay in business. To do this, SBA acts as an advocate for small business; at the direction of Congress, the Agency espouses the cause of small business, explains small business' role and contributions to our society and economy, and advocates programs and policies that will help small business. SBA performs this advocacy role in close coordination with other federal agencies, with Congress and with financial, educational, professional and trade institutions and associations.

The Agency also provides prospective, new and established persons in the small business community with financial assistance, management counseling and training. SBA also helps get and direct government procurement contracts for small firms.

The Agency makes special efforts to assist women, minorities, the handicapped and veterans to get into and stay in business because such persons long have faced unusual difficulties in the private marketplace.

The Agency has about 3,700 permanent employees and more than 100 offices in every state, the District of Columbia, Guam, Puerto Rico and the Virgin Islands. To provide quick service, SBA has delegated decision-making authority to its field offices in most of the program areas. Information about anything mentioned in this booklet can be obtained by visiting or calling one of these local field offices. (See listing at end of booklet.)

What Is A Small Business?

SBA generally defines a small business as one which is independently owned and operated and is not dominant in its field. To be eligible for SBA loans and other assistance, a business must meet a size standard set by the Agency. Specific size standard information is available through any SBA office around the country.

Who Is Eligible?

Most small, independent businesses are eligible for SBA assistance. Under the Physical Disaster Loan Program, both small and large businesses are eligible for SBA Disaster Loan Assistance; so are homeowners, renters and nonprofit organizations.

Advocacy

The Office of Advocacy was created in 1976 to be the watchdog for small business within the Federal Government.

maybe tie-in w/ Pat's other watchdog awards?

The Chief Counsel for Advocacy is appointed by the President and confirmed by the Senate. Congress created the Office of Advocacy to represent small business interests before other federal agencies and to ensure that small business will continue to be the cornerstone of our free enterprise system.

Under Public Law 94-305, the Office of Advocacy:

- Researches the effect of federal laws, programs, regulations and taxation on small business and makes recommendations to federal agencies for appropriate adjustments to meet the needs of small business.
- Makes economic evaluations and analyses of the impact on small business of legislative proposals and other public policy issues by conducting research and preparing position reports.
- Conducts economic studies and statistical research into matters affecting small business and evaluates future opportunities, problems and needs of small business.
- Works with the small business community to provide information on small business issues and assists business people with problems regarding federal laws, regulations and assistance programs.
- Serves as a conduit through which small business can make suggestions and comment on policy.

The Office of Advocacy has four branches: Interagency Affairs, Economic Research, Information, and State and Local Affairs. These branches are supported by advocates in each of the SBA's 10 regions located throughout the country.

In October 1982, the Small Business Answer Desk was set up to help callers with questions on how to start and manage a business, where to get financing, and other information needed to operate and expand a business. The Answer Desk can be reached at (800) 368-5855; in Washington, D.C., call 653-7561.

The Chief Counsel for Advocacy testifies before Congress and formally comments to agencies on proposed regulations on issues such as liability insurance, employee benefits, health care costs, procurement and pension issues, to name a few.

Advocacy also performs both general and specific research. *The State of Small Business: A Report of the President* is prepared by the Office of Advocacy annually and contains the most current information on small business performance in the economy.

The Office of Advocacy also serves as the SBA's primary source of small business economic research and analysis. It determines how small businesses are doing in the economy and what policies and programs are needed to address these issues -- data necessary for small business growth and prosperity in the years ahead.

Financial Assistance

Regular Business Loans

SBA offers a variety of loan programs to eligible small business concerns which cannot borrow on reasonable terms from conventional lenders without government help.

Most of SBA's business loans are made by private lenders and then guaranteed by the Agency. Guaranteed loans carry a maximum of $750,000. SBA can guarantee up to 90 percent of a loan, depending on the loan amount. Maturity may be up to 25 years. The average size of a guaranteed business loan is $175,000 and the average maturity is about eight years.

Special Lenders

An increasing number of lenders, about 700, take part in what SBA calls its Certified Lenders Program. These lenders, acting under SBA supervision, handle much of the necessary paperwork and review client financial status -- thereby speeding up loan processing and freeing Agency personnel for other assistance to small businesses.

A very select group of 170 lenders participate in SBA's Preferred Lenders Program. These lenders handle all loan paperwork, processing and servicing. This program is in line with the Agency's overall efforts to obtain greater private sector involvement in SBA activities.

The program significantly trims loan paperwork and loan processing time.

Development Company Loans

Development Company Loans are made to development organizations approved by SBA for the purpose of fostering economic growth in rural and urban areas. Growth is measured primarily by job creation and retention. Loan proceeds are used by development companies to assist small business concerns with plant acquisition, construction, conversion or expansion, including the acquisition of machinery and equipment.

The 504 loan program links SBA, a certified development company and private lenders in 10 or 20-year term financial packages. SBA is authorized to provide up to 40 percent or $750,000 of a total package by issuing 100 percent guaranteed debentures (bonds) sold in the capital market.

The 502 loan program provides up to a 25-year term with a maximum of $750,000 for each loan. The loan carries a maximum guarantee of 90 percent (depending on the loan amount) to the participating private lender.

Special Loan Programs

In the general area of financial assistance, SBA also offers a variety of special loan programs:

Small General Contractor Loans to assist small construction firms with short-term financing. Loan proceeds can be used to finance residential or commercial construction or rehabilitation of property for sale. Proceeds cannot be used for owning and operating real estate for investment purposes.

Seasonal Line of Credit Guarantees to provide short-term financing for small firms

having a seasonal loan requirement due to seasonal increase in business activity.

Energy Loans to firms engaged in manufacturing, selling, installing, servicing or developing specific energy measures.

Handicapped Assistance Loans to physically handicapped small business owners and private nonprofit organizations which employ handicapped persons and operate in their interest.

Export Revolving Line of Credit guarantees to provide short-term financing for exporting firms having been in existence for a year or more, for the purpose of developing or penetrating foreign markets.

International Trade Loan guarantees of up to $1,000,000 for the acquisition, construction, renovation, modernization, improvement or expansion of productive facilities or equipment to be used in the United States in the production of goods and services involved in international trade.

Disaster Assistance

Natural disasters, such as hurricanes, floods, tornados, etc., often cause hardship to businesses and individuals. Homes and businesses may be damaged or destroyed. When the President or the Administrator of the U.S. Small Business Administration declares a specific area to be a disaster area, two types of loans are offered by SBA:

--Physical Disaster Loans, made to homeowners, renters, businesses (large and small), and nonprofit organizations within the disaster area. Loan proceeds can be used to repair or replace damaged or destroyed homes, personal property and businesses.

--Economic Injury Disaster Loans, made to small businesses which suffer substantial economic injury because of the disaster. Loan proceeds may be used for working capital and to pay financial obligations which the small business could have met had the disaster not occurred.

SBA establishes on-site offices with experienced personnel to help with loan information, processing and disbursement.

Pollution Control Financing

SBA assists those small businesses needing long-term financing for planning, design and installation of pollution control facilities or equipment. This financing is available through the loan guaranty program, with a maximum of $1,000,000 per small business with a guarantee of up to 90 percent by SBA.

Loan Administration

After a loan has been made, SBA personnel in district offices service the loan to help assure borrower success in every case possible. In its participation loans, SBA works with banks in troublesome situations. In the instance of direct loans, Agency personnel work directly with borrowers.

When loan repayment difficulties develop, SBA attempts to mitigate losses, both to the government and borrowers, by a variety of means such as Service Corps of Retired Executives (SCORE) counseling, remedial loan adjustments or, in the event of business failure, disposition of the business assets and other collateral security or through reliance on the pledge of any guarantors.

Surety Bonds

Through its Surety Bond Guarantee Program, SBA helps to make the bonding process

accessible to small and emerging contractors, including minorities, who find bonding unavailable to them. The Agency is authorized to guarantee to a qualified surety up to 90 percent of losses incurred under bid, payment or performance bonds issued to contractors on contracts valued up to $1.25 million. These contracts may be for construction, supplies, manufacturing or services provided by either a prime or subcontractor for government or non-government work.

This program is administered through SBA's 10 regional offices and participating surety companies and agents throughout the Nation.

Small Business Investment Companies (SBICs)

Money for "venture" or "risk" investments is difficult for small businesses to obtain. SBA licenses, regulates and provides financial assistance to privately owned and operated Small Business Investment Companies (SBICs). Their major function is to make "venture" or "risk" investments by supplying equity capital and extending unsecured loans and loans not fully collateralized to small enterprises which meet their investment criteria. SBICs are privately capitalized and obtain financial leverage from SBA. They are intended to be profit-making corporations. Due to their own economics, most SBICs do not make very small investments.

SBICs finance small firms in two general ways -- by straight loans and by equity-type investments which give the SBIC actual or potential ownership of a portion of a small business' equity securities. Many SBICs provide management assistance to the companies they finance.

SBA also licenses a specialized type of SBIC solely to help small businesses owned and managed by socially or economically disadvantaged persons. This type of SBIC is a Section 301(d) SBIC, formerly referred to as a MESBIC (Minority Enterprise SBIC).

The administration of the SBIC program is handled by SBA's Central Office in Washington, D.C.

Minority Small Business

Americans who are members of minority groups, such as Blacks, Hispanics, Asians and Native Americans, long have had difficulty entering the Nation's economic mainstream. Historically, gaining access to money, management and markets for their businesses has been a significant barrier for them to overcome. Members of minority groups who own or are interested in owning small businesses, of course, are eligible for all SBA programs. SBA additionally offers special programs to assist members of minority groups who want to start small businesses or expand existing ones. In this effort, SBA has combined its own programs with those of private industry, banks, local communities and other federal, state and local agencies.

Efforts to help minority-owned businesses were expanded in 1978, when Congress approved a capital ownership development program for minorities and placed this effort under the direction of SBA's Associate Administrator for Minority Small Business and Capital Ownership Development.

The program's staff cooperates with local business development organizations and explains to potential minority entrepreneurs how SBA's services and programs can help them become successful business owners.

Under one section of the Small Business Act -- Section 8(a) -- SBA, working with procure-

ment officials in other agencies, serves as the prime contractor for federal goods and service purchases, and then subcontracts this federal work to small firms owned by socially and economically disadvantaged persons.

SBA is also authorized under its 7(j) Management and Technical Assistance Program to place grants, agreements and contracts with qualified individuals, profit-making firms, state and local governments, educational institutions, Indian tribes and other nonprofit institutions to provide management and technical assistance to SBA clients and small businesses in areas of high unemployment who meet the program's eligibility requirements. Eligible recipients include SBA certified 8(a) firms, socially and economically disadvantaged individuals and/or firms located in areas of high unemployment.

Helping Women Get Into Business

Women, of course, are eligible for all SBA loan and assistance programs and counseling services. Helping women become successful entrepreneurs is a major goal of SBA. Women make up more than half of America's population, and currently own three out of 10, or approximately one-third, of its businesses.

Since 1977, SBA has had an on-going nationwide women's business ownership program. In 1983, SBA began organizing a series of business training seminars and workshops for women business owners and for women who want to start their own small firms with a focus on business planning and development, credit and procurement.

A woman-owned business is defined as a *"business that is at least 51 percent owned by a woman or women who also control and operate it."*

Assistance to Veterans

SBA makes special efforts to help veterans get into business or expand existing veteran-owned small firms. The Agency, acting on its own or with the help of veterans organizations, sponsors special business training workshops for veterans. In some areas of the country, SBA sponsors special computer-based training and long-term entrepreneurial programs for veterans. Each SBA office has a veterans affairs specialist to help give veterans special consideration with loans, training and/or procurement.

International Trade

One of the primary objectives of SBA's Office of International Trade is to encourage small business to consider the global marketplace and to change the erroneous perception that exporting is too difficult and expensive for a small business.

Through a range of educational and outreach programs, SBA is encouraging more small businesses to participate in international trade and assisting those currently exporting to expand their markets. Export assistance is available through:

- One-on-one counseling by Service Corps of Retired Executives (SCORE) volunteers with international trade experience.
- Initial consultation with an international trade attorney.
- Export Information System which provides an initial screening of world markets to determine the export potential of a commodity or manufactured product.
- Export marketing publications and resource guides.

- Matchmaker Trade Missions, cosponsored with the U. S. Department of Commerce, which arrange direct contacts for American firms with potential partners in new international markets.

- Training on various aspects of the export process through conferences and seminars nationwide.

- Counseling through some collegiate Small Business Development Centers (SBDCs) and Small Business Institutes (SBIs) that have International Trade Centers.

The Office of International Trade also provides information to small business exporters on SBA's loan programs available to them. These programs are described under the *"Financial Assistance"* section of this publication.

These outreach/educational programs and financial assistance programs are provided through SBA's network of field offices across the country.

Procurement Assistance

Each year, the Federal Government awards contracts to businesses of all sizes for billions of dollars in goods and services. SBA, working closely with federal agencies, assists small businesses in obtaining a fair share of these government contract awards.

SBA's Procurement Assistance programs include:

- Prime Contract Assistance
- Subcontract Assistance
- Certificates of Competency
- Procurement Automated Source System (PASS)
- Natural Resources Sales Assistance

Through these programs, SBA increases both the dollar value and percentage of prime and subcontract awards to small business.

As part of the Prime Contract Assistance program, procurement center representatives (PCRs) are located at major buying installations throughout the country to counsel small businesses on how to obtain prime contracts and subcontracts, direct them to government agencies that buy the products or services, help them get their names placed on bidders' lists, and assist in obtaining solicitations, drawings and specifications for proposed purchases.

Government purchasing offices set aside contracts or portions of contracts for exclusive bidding by small business. PCRs work with contracting agencies to ensure that all requirements which meet the set-aside criteria are, in fact, so designated. PCRs also review sole source solicitations for possible breakout and serve as advocates for the use of full and open competition for the procurement of government supplies and services.

SBA develops subcontracting opportunities for small business by maintaining close contact with large business prime contractors and referring qualified small firms to them. The Agency has developed agreements and close working relationships with hundreds of prime contractors, who cooperate by offering small firms opportunities to compete for their subcontracts. In addition, to complete SBA's compliance responsibilities, commercial market representatives monitor prime contractors in order to assess their compliance with laws governing subcontracting opportunities for small businesses.

If a small firm is the low bidder on a federal contract, and the contracting officer questions the firm's ability to perform the contract, the contracting agency must refer the firm to SBA

for a Certificate of Competency (COC). When a firm applies for a COC, SBA makes an on-site study of the firm's facilities, management, performance record and production capacity in relationship to the contract in question. If SBA determines that the firm is capable of performing the contract within the required time period, the Agency issues a COC attesting to that fact. The contracting officer must then award the contract to the small firm. This authority is a valuable tool for small businesses who are judged capable of meeting the contract requirements.

To develop an inventory of small businesses interested in performing federal contracts and subcontracts, SBA has developed the Procurement Automated Source System (PASS). This computerized system lists the names of small businesses and their capabilities, so that federal procurement officers, procurement officials and prime contractors can readily identify small firms which are potential contractors and subcontractors. PASS has over 130,000 small businesses on its database. Many federal agencies and some of the Nation's largest prime contractors access the system when searching for small companies to meet their procurement needs. Small businesses interested in participating in PASS can get appropriate forms at any SBA office.

Each year, the Federal Government sells surplus real and personal property and natural resources, such as timber. SBA works with government agencies which are selling the property and resources to assure that small businesses have an opportunity to buy a fair share of them.

Business Development

Statistics show that most small business failures are due to poor management. For this reason, SBA places special emphasis on improving the management ability of small business owners and managers.

The Agency's Business Development programs are extensive and diversified. They include individual counseling, courses, conferences, workshops and a wide range of publications.

Counseling and training are not limited to small businesses that have a problem. They also are available to those considering starting a business and managers of successful firms who wish to review their objectives and long-range plans for expansion and diversification.

Counseling is provided through the Service Corps of Retired Executives (SCORE), Small Business Institutes (SBIs), Small Business Development Centers (SBDCs) and numerous professional associations. Realizing the importance of counseling, SBA strives to match the need of a specific business with the expertise available.

Business management training covers such topics as planning, finance, organization and marketing and is held in cooperation with educational institutions, chambers of commerce and trade associations. Pre-business workshops are held on a regular basis for prospective business owners. Other training programs are conducted that focus on specific needs identified by the Agency such as rural development, young entrepreneurship and international trade.

SBA involves private sector organizations and institutions in providing overall management assistance. The following is a brief summary of what these programs include:

SCORE is a 13,000 person volunteer program with over 750 locations. SCORE helps small businesses solve their operating problems through one-on-one counseling and through a

well-developed system of workshops and training sessions. SCORE counseling is available at no charge.

Small Business Institutes (SBIs) are organized through SBA on over 500 university and college campuses. At each SBI, on-site management counseling is provided by senior and graduate students at schools of business administration working with faculty advisors. In addition to counseling individual businesses, schools provide economic development assistance to communities. Students are guided by the faculty advisors and SBA business development staff and receive academic credit for their work.

Publications. Business Development has over 100 business publications which are available for a nominal fee. They address the most important questions asked by prospective and existing business owners. A free *Directory of Business Development Publications* can be obtained by contacting your local SBA office, or by calling the Small Business Answer Desk at 1-800-368-5855; in Washington, D.C., call 653-7561.

Small Business Development Centers (SBDCs)

Small Business Development Centers (SBDCs) draw their resources from local, state and Federal Government programs, the private sector and university facilities. They provide managerial and technical help, research studies and other types of specialized assistance. These centers, which are generally located or headquartered in academic institutions, provide individual counseling and practical training for small business owners. There are 53 *"lead"* SBDCs with approximately 600 service locations throughout the country.

Small Business Innovation Research (SBIR) Program

The Small Business Innovation Research (SBIR) Program came into existence with the enactment of the Small Business Innovation Development Act of 1982. Under SBIR, agencies of the Federal Government with the largest research and development budgets are mandated to set aside a legislated percentage each year for the competitive award of SBIR funding agreements to qualified high technology small business concerns.

SBA was designated by the legislation as the federal agency having unilateral authority and responsibility for coordinating and monitoring the government-wide activities of the SBIR program and reporting on its results annually to Congress.

In line with this responsibility, SBA publishes the SBIR Pre-Solicitation Announcement (PSA) quarterly. The PSA contains pertinent information on the program and specific data on upcoming SBIR solicitations.

Firms interested in participating in SBIR should contact the SBA Office of Innovation, Research and Technology in Washington, D.C. at (202) 653-7875.

How to Get Help from the SBA

The Small Business Administration is organized into three operational levels:

Central Office in Washington, D.C.

The Central Office determines Agency policy, works with the White House, other Executive Branch agencies and departments, and Congress to provide management and direction of

SBA programs nationwide. SBA is headed by an Administrator and a Deputy Administrator. The Administrator, Chief Counsel for Advocacy and Inspector General are appointed by the President and confirmed by the Senate. The Deputy Administrator is appointed by the Administrator. The Central Office, while receptive to inquiries from the small business community and the public in general, does not make loans or offer assistance to specific companies or to individuals wanting to start a small business. The SBIC Program, however, is administered by Central Office.

Regional Offices

Regional offices are located in 10 major cities around the country -- Boston, New York, Philadelphia, Atlanta, Chicago, Dallas, Kansas City, Denver, San Francisco and Seattle. These offices are directed by a regional administrator appointed by the SBA Administrator. Each region encompasses several states (the New York region has jurisdiction over Puerto Rico and the Virgin Islands; the San Francisco office has jurisdiction over Guam and American Samoa), and directs a number of district offices within the region. Regional offices do not make individual loans or offer specific assistance to individuals or companies.

District Offices

District offices are located throughout the country. Each district office is staffed by a team of experts in the lending, procurement and management assistance areas who have the responsibility to consider loan applications, to offer individual management assistance and to coordinate other small business services. District offices are the real contact point for small businesses needing information or assistance. A district director, appointed by the regional administrator, is in charge. The district director in your state acts as a major advocate for small business and he or she is responsible for delivery of services to you and other small business people in your area. A list of district offices with addresses and telephone numbers is provided at the end of this booklet.

In addition, help is available through several other sources:

Retired business executives are organized under SCORE (Service Corps of Retired Executives). These men and women volunteer their services to small businesses seeking managerial assistance. SCORE volunteers work in each district office. Their services are free.

Small Business Institutes (SBIs) on hundreds of university and college campuses offer free guidance and assistance to troubled small firms. SBIs are staffed by senior business administration students and their faculty advisors, working under SBA guidance. Any SBA district office can furnish the name and telephone number of the nearest SBI.

Small Business Development Centers (SBDCs) are located in 46 states, the District of Columbia, Puerto Rico and the Virgin Islands. These centers provide a variety of management and technical assistance services. Your local SBA district office can furnish the name and telephone number of the nearest SBDC.

There is no charge for any SBA service. However, interest in small business today is high and the demand for SBA assistance is great. SBA's employees are dedicated to providing you with the information and assistance you need as quickly, and as courteously, as possible. You can help us by familiarizing yourself with our programs through our literature and brochures, determining as precisely as possible what you need.

SBA

A Renewed Commitment to Small Business

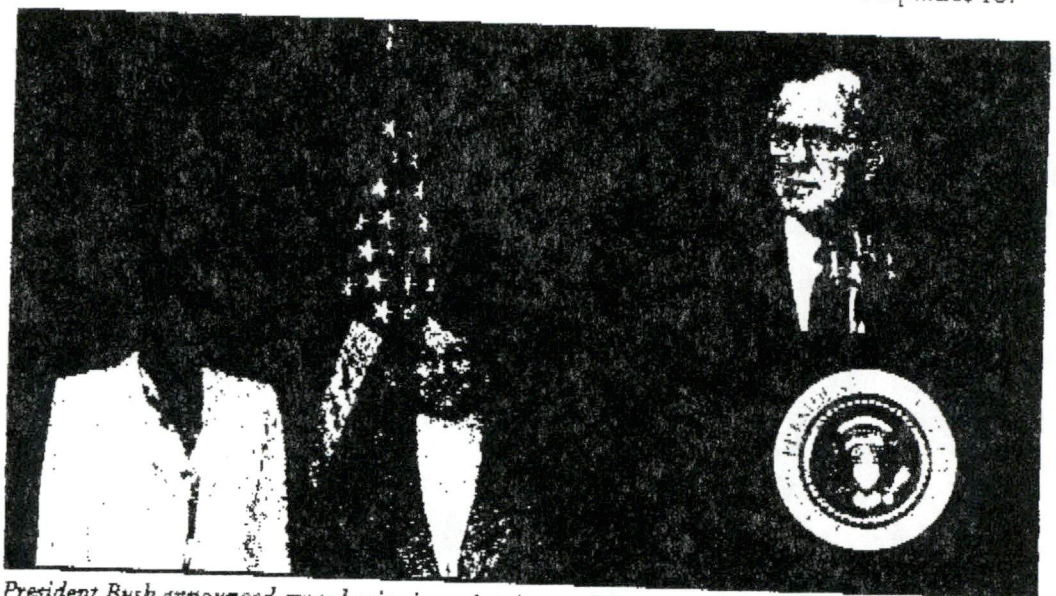
BY
SUSAN S. ENGELEITER, ADMINISTRATOR
U.S. SMALL BUSINESS ADMINISTRATION

President Bush and his Administration believe the U.S. Small Business Administration plays a pivotal role in our effort to keep America's economic engine strong. The President reiterated that commitment when I was sworn in as Administrator on May 1, 1989: "As President, I certainly understand, as do all of us, the vital importance of small enterprises to our nation's economic growth and to the employment statistics. Many of you are aware of the truly impressive contribution that small business makes to our overall economy. During the last decade, small business has produced two out of every three new jobs. So it's the SBA's mission to help the smaller firms to continue and expand this record."

Most of the 1980s were years of uncertainty for SBA. As a former small businessman, President Bush promised to revitalize SBA, and I pledged to help him accomplish that goal.

Fiscal year 1989, on which this Annual Report is based, witnessed a positive transition for SBA. It has been my privilege to lead the Agency for the last five months of the fiscal year. During that period, we have moved aggressively to meet short-term and longer-term management, administration and programming needs.

We set to work immediately on those tasks. We reformed Agency operating procedures and management policies; we set in motion a Management by Objective process to identify SBA's goals for the years ahead; we launched a Total Quality Management study to identify how the Agency can better serve small business, SBA's existing programs and implementation of new programs mandated by Congress.



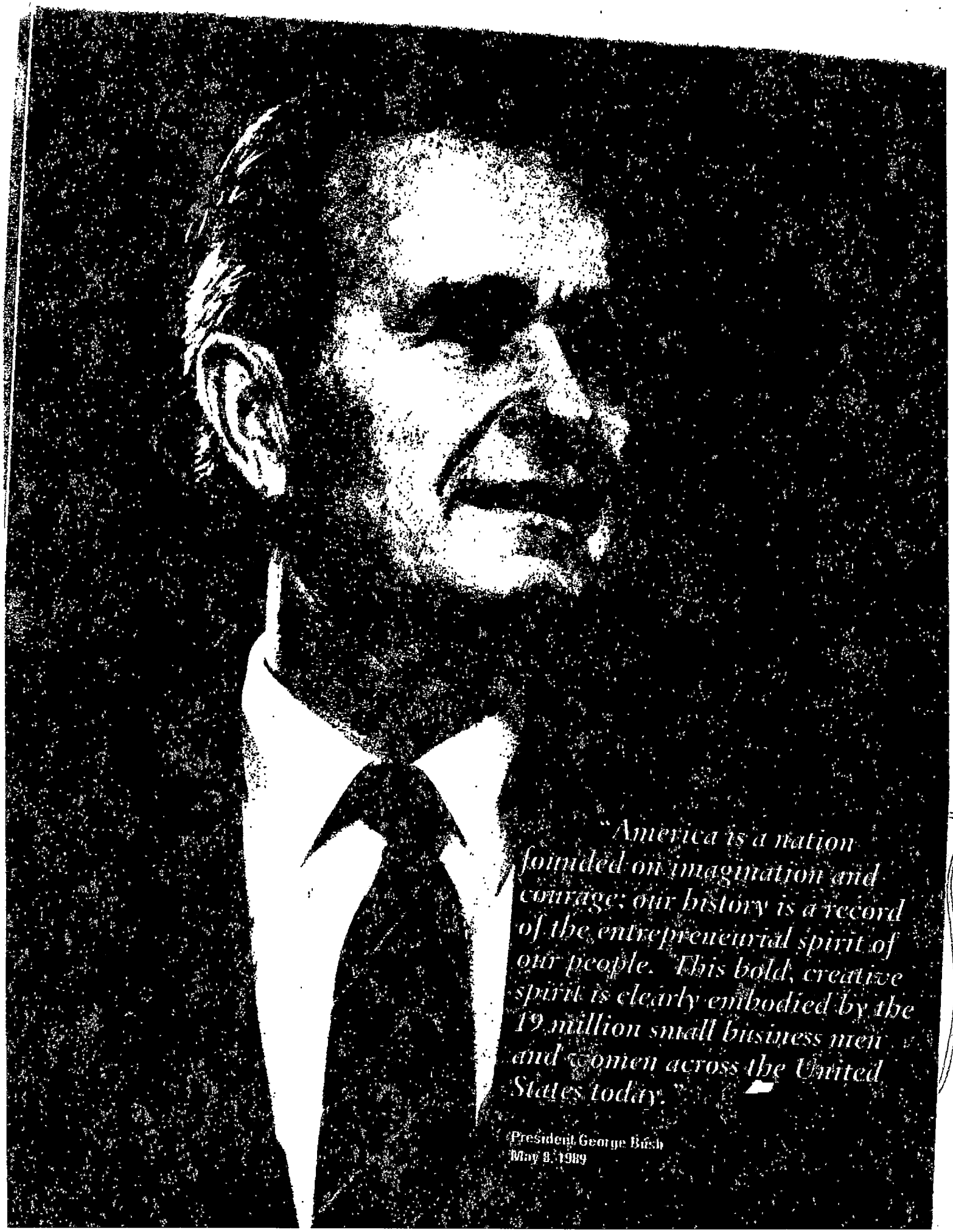
President Bush announced award-winning minority small businesses during Minority Enterprise Development Week (MED Week) in October 1989. Administrator Engeleiter, center, and Erline Patrick, associate administrator for minority small business and capital ownership development, attended the ceremony. (White House Photo)

16,400 Business Loans Approved

In fiscal year 1989, the SBA approved approximately 16,400 guaranty loans totaling $3 billion under its business loan programs, an 8.3 percent increase over fiscal

Investment Companies and Minority Enterprise Small Business Investment Companies for the financing of eligible small businesses.

Our Office of Procurement Assistance identified nearly 8,000 small businesses as viable sources for federal government procurement contracts valued at $45


"America is a nation founded on imagination and courage; our history is a record of the entrepreneurial spirit of our people. This bold, creative spirit is clearly embodied by the 19 million small business men and women across the United States today."
President George Bush
May 8, 1989

Grace Boyd, owner of Pyro-Media, Inc., a small ceramics company in Seattle, shows SBA Administrator Engeleiter molds for ceramic planters in Pyro-Media's factory. Started in Boyd's basement in 1968, the firm has turned to SBA for business loans and consultation over the years. [The Seattle Times photo]

regulations to reform the 8(a) contract assistance program for socially and economically disadvantaged businesses, making the program more competitive and effective, as mandated by the Business Opportunity Reform Act of 1988. During the fiscal year, 8(a) firms were awarded more than 3,000 contracts totaling nearly $3 billion.

Legislative Changes Accomplished

In our role as advocate for the interests of small companies, SBA worked closely with Congress on several major issues, including repeal of Section 89 of the Internal Revenue Code, reduction in the capital gains tax rate, passage of a compromise on the minimum wage increase, and continued deductions of up to 25 percent of health insurance expenses for the self-employed.

The Agency also provided an array of education, counseling and technical assistance programs for new and expanding small businesses. The SBA's toll-free Answer Desk handled a record 5,000 telephone calls weekly requesting small business information. The Agency added its 47th state, New Mexico, to the national network of nearly 650 Small Business Development Centers. (SBDCs were added in Virginia and Hawaii in fiscal year 1990, and negotiations were underway to add the final state, California, by the end of the year.)

SBA's Small Business Institutes provided graduate business students to conduct management studies for 1,900 small business owners. The Service Corps of Retired Executives held 2,385 training sessions attended by 102,000 people, and provided 164,452 counseling sessions nationwide.

Women's Business Programs Launched

Carrying out the provisions of the Women's Business Ownership Act of 1988, the Agency awarded nearly $2 million in long-term training and counseling grants for women business owners to kick off a $10 million, three-year authorized program. SBA also issued regulations and implemented a new small-loan program encouraging lenders to make loans of less than $50,000 to small businesses. While not limited to women business owners, this program is expected to be especially beneficial to them

because 80 percent of women-owned businesses are in the service sector, which typically has smaller capital requirements.

To implement the mandates of the Omnibus Trade and Competitiveness Act of 1988, SBA conducted an aggressive program to promote international exporting by small businesses. We sponsored or cosponsored 600 export seminars nationwide during the fiscal year.

We participated in 10 Matchmaker Trade delegations with the Department of Commerce, conducted our own mission to Japan and Hong Kong, and held two national conferences on the new U.S./Canada Free Trade Agreement. Our Export Revolving Line of Credit program issued 36 loans for more than $10.5 million, and the Agency engaged in intensive planning for an international trade conference held in March 1990 in Seattle, Wash. (This conference, called EXPORT EXPO 90, attracted 2,500 participants, becoming the largest national conference ever organized by SBA.)

Disaster Assistance Provided

Meantime, SBA acted in its role as the primary agency for assisting long-term recovery of disaster victims, including not only small businesses, but homeowners, renters and large businesses. The Agency provided long-term recovery assistance following Hurricane Hugo and the Northern California earthquake. By the end of fiscal year 1990, an estimated $1 billion in disaster assistance loans will have been approved as a result of just these two disasters. SBA also helped in the recovery efforts that followed the declaration of an additional 190 disasters nationwide.

It has been a busy, productive year for the Small Business Administration and, at the same time, a year of setting the pace, planning the direction and laying the foundation for the future.

This Administration understands the importance of small businesses to the national economy and to America's competitiveness in a fast-changing global economy. We understand that cost-effective federal programs are a wise investment in that competitiveness, as well as an extremely important path to economic empowerment for millions of Americans and their families.

These commitments drive our mission at SBA.

After the northern California earthquake in October 1989, Administrator Engeleiter visited Oakland to view the damage and discuss disaster relief with local officials (left to right) Keith Carson, staff member to Congressman Ron Dellums; Robert L. Belloni, director of SBA's Disaster Area 4 office; and City Council member Marge Gibson Haskell. (photo by Donald Cunningham)

THE WHITE HOUSE

WASHINGTON

91 MAR 2 P2:22

Office of Cabinet Affairs
Fax Transmission Cover

TO: Carol Blymire

LOCATION: Speechwriting

FAX NUMBER: 6218

FROM: Caroline Berezny

Number of pages to follow: 4

Office of Cabinet Affairs
Telephone: (202) 456-2800
Fax: (202) 456-2223

Comments:

SENT BY:The White House ; 4- 1-91 ; 2:29PM ; CABINET AFFAIRS→ 2024566218:# 1

TALKING POINTS: SAIKI/Administrator, SBA
FOR WHITE HOUSE CONSIDERATION

SWEARING-IN CEREMONY: 2:15 p.m.
Wednesday, April 10, 1991
The Roosevelt Room

PATRICIA SAIKI, ADMINISTRATOR
U.S. SMALL BUSINESS ADMINSTRATION

-- Patricia Saiki could be the highest ranking Asian-American woman ever appointed by a President to serve in his administration. (Please document if this is factual.)

-- To the head of the Small Business Administration, Pat Saiki brings a wealth of experience ...

- 14 years as a state legislator
- 4 years as a Member of Congress
- 14 years as member of the Board of Directors of AMFAC, Inc., one of Hawaii's largest and most diversified corporations with extensive small business interconnections
- 13 years a Member of the Board of Directors of Hawaiian Airlines

-- Pat Saiki was the first woman ever elected to serve on the Boards of AMFAC and Hawaiian Airlines.

-- Her experience has always been driven by a personal style which is dynamic, assertive and direct.

-- Pat Saiki is a decision-maker, a leader who always "makes a difference" wherever she is. As Administrator of SBA, Pat's voice will be heard, and she will make sure that the administration's support for small business and small business itself will be heard.

-- America's small businesses can count on Pat Saiki's leadership and support for their agenda.

-- Pat believes that small businesses represent the core of the American Dream. (The President himself started as a small businessman, and this example serves as a beacon for the millions of potential entrepreneurs in our country.) With the resources of the SBA, Pat Saiki will work to expand the American Dream for an even larger segment of potential business persons.

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SAIKI TALKING POINTS
For: April 10, 1991

-- Personally, Pat gets along with people of all kinds, and works with people from varied backgrounds and experiences. She's blessed with a sharp mind, and a great sense of humor. She's challenged by difficulties and driven to succeed in every situation she confronts.

-- Pat has the respect and support of her former Congressional colleagues, and will maintain and strengthen that support for the small business advocacy role she now has.

-- As does the small business person, she accepts risks, works through them, and reaches success because of her intelligence, persistence, and "can-do" attitude. Her experiences as a teacher, a mother of five, a stand-out legislator and an effective, respected Congresswoman all point to a new SBA Administrator who will be proactive, results-oriented, and a leader who will champion the cause of small business every hour of her tenure.

-- Pat sees her future as an adventure, an opportunity to create greater awareness of the SBA, a challenge to expand the services of the SBA to many who may now not be aware of the tremendous potential represented by the SBA in their lives.

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For More Information: Contact Bob Wernet - 205-6605

SENT BY:The White House ; 4- 1-91 ; 2:30PM ; CABINET AFFAIRS- 2024586218;# 4

PERSONAL BIOGRAPHY

PATRICIA SAIKI

PERSONAL

- Birthplace: Hilo, Hawaii May 28, 1930
- Graduate of Hilo High School, University of Hawaii, B.S.
- Married to Stanley M. Saiki, M.D. (Retired)
- Mother of five children: Stanley, Jr., M.D.; Sandra Williams, M.D.; Margaret, D.V.M.; Stuart; and Laura

BUSINESS AND PROFESSIONAL EXPERIENCE

- Director, AMFAC, Inc., 1972-86
- Director, Hawaiian Airlines 1973-86
- School Teacher, 12 years: Kaimuki Intermediate, Kalani High School, Punahou School

LEGISLATIVE EXPERIENCE

U.S. Representative, Hawaii 1st Congressional District

Elected 1986, Re-Elected 1988

Committee on Banking, Finance and Urban Affairs

- Subcommittee on Housing and Urban Development
- Subcommittee on International Development, Finance, Trade and Monetary Policy
- Subcommittee on Economic Stabilization
- Subcommittee on Financial Institutions

Committee on Merchant Marine and Fisheries

- Subcommittee on Fisheries and Wildlife Conservation and the Environment
- Subcommittee on Oceanography

Select Committee on Aging

- Subcommittee on Housing and Consumer Interests
- Subcommittee on Human Services

U.S. Congressional Travel and Tourism Caucus

U.S. Congressional Caucus on Women's Issues

State Senator, 1974-82

- Assistant Republican Leader 1981-82
- Chairman, Committee on Higher Education, 1980-82

State Representative, 1968-74

- Assistant Republican Floor Leader, 1970

Delegate, State Constitutional Convention, 1968

POLITICAL EXPERIENCE

- Republican Nominee, 1990 U.S. Senate, State of Hawaii
- Secretary, Republican National Convention, 1988
- Chairman, Republican Party of Hawaii, 1983-85
- Member, Republican National Committee, 1984
- Delegate, Republican National Convention, 1984 (Alternate Delegate, 1968)
- Republican Nominee, 1982 Lt. Governor, State of Hawaii
- Fellow, Eagleton Institute of Politics, Rutgers University, 1970
- State Vice Chairman of Republican Party, 1966-68
- State Secretary of Republican Party, 1964-66

NATIONAL PUBLIC SERVICE

- Official Delegate to Emperor of Japan's Funeral, 1989
- Led Presidential Delegation to Tonga, 1988
- National Board for the Funding and Improvement of Post-Secondary Education, 1982-84
- Commissioner of Western Interstate Commission on Higher Education, 1978-81; Chairman 1978-80
- President's Advisory Council on the Status of Women, 1969-77
- President's National Commission on the Observance of International Women's Year, 1976

HAWAII COMMUNITY SERVICE

- Director, Hawaii Visitors Bureau 1983-85
- Trustee, Hawaii Pacific College
- Trustee, University of Hawaii Foundation
- Commissioner, Education Commission of the States
- Member, Research Committee, St. Francis Hospital
- Director, Straub Medical Research and Education Foundation
- Member, Search Committee for Dean of Education, University of Hawaii
- Member, Hawaii Medical Association Auxiliary
- Board of Governors, Boys and Girls Club of Hawaii
- Advisory Council, American National Red Cross
- Civil Air Patrol Senior Advisory Council
- Director, Variety Club School
- Former Chairman, Hawaii Special Olympics of Retarded Children

SENT BY:The White House ; 4- 1-91 ; 2:31PM ; CABINET AFFAIRS→ 2024566218:# 5

PERSONAL BIOGRAPHY

Pat SAIKI

For U.S. SENATE

PERSONAL

- Birthplace: Hilo, Hawaii; May 28, 1930
- Graduate of Hilo High School, University of Hawaii, B.S.
- Married to Stanley M. Saiki, M.D. (retired)
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- Former Director, AMFAC, Inc.
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- School Teacher of American History (12 years: Kaimuki Intermediate, Kalani High School, Punahou School)

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U.S. Representative, 1st Congressional District, Hawaii

Elected 1986, Re-Elected 1988

Committee on Banking, Finance and Urban Affairs

- Subcommittee on Housing and Urban Development
- Subcommittee on International Development, Finance, Trade and Monetary Policy
- Subcommittee on Economic Stabilization
- Subcommittee on Financial Institutions

Committee on Merchant Marine and Fisheries

- Subcommittee on Fisheries and Wildlife Conservation and the Environment
- Subcommittee on Oceanography

Select Committee on Aging

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- Subcommittee on Human Services

U.S. Congressional Travel and Tourism Caucus

Congressional Caucus on Women's Issues

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- Trustee, University of Hawaii Foundation
- Commissioner, Education Commission of the States
- Member, Research Committee, St. Francis Hospital
- Director, Straub Medical Research and Education Foundation
- Member, Search Committee for Dean of Education, University of Hawaii
- Member, Hawaii Medical Association Auxiliary
- Board of Governors, Boys and Girls Club of Hawaii
- Advisory Council, American National Red Cross
- Civil Air Patrol Senior Advisory Council
- Director, Variety Club School
- Former Chairman, Hawaii Special Olympics for Retarded Children

Paid for by Saiki in '90 · Glen Nonaka-Treasurer · P.O. Box 4107 · Honolulu, Hawaii 96812-4107

THE WHITE HOUSE

WASHINGTON

April 1, 1991

MEMORANDUM FOR BETH HINCHLIFFE

FROM: ARCHBISH CAROL CWB

SUBJECT: SBA/PAT SAIKI SWEARING-IN

Beth, I went through Carolyn's Pat Saiki file (from the fundraiser in Oct.), and compiled the following interesting points:

-- She was the only member of the Hawaii delegation to win the "Guardian of Small Business Award". (I'm waiting for more info on this award.)

-- Career outline: School teacher 1952-64, HI House of Reps. 1968-74, HI Senate 1974-82. Rep. Party 1983-85, Republican Congresswoman 1986-1990.

-- She was the first Republican ever elected to the House from Hawaii. She won that seat in a "riproaring" contest in 1986.

-- Winner of the "Golden Bulldog Award" from the Watchdogs of the Treasury, for her efforts against waste in government.

I have also enclosed a personal biography and a copy of POTUS's speech for her fundraiser. I don't think we can use a lot of the stuff in the file, because it's really Hawaii-oriented. I am still waiting for more small business information from her assistant at SBA. My assumption is that this speech is supposed to be two pages, like most other swearings-in. Tony has been running around all day, so I haven't gotten a chance to ask him for guidance. Welcome back!

THE WHITE HOUSE

WASHINGTON

April 2, 1991

MEMORANDUM FOR HEAD HOLY SPEECHWRITER

FROM: NOT-SO-HEAD HOLY RESEARCHER NSHHR

SUBJECT: SAIKI INFO

I just got off the phone with Bob Wernet, Saiki's right-hand-man. He's been with her for years. Here's an idea for a more personal touch...

Scenario: When the President went to Hawaii last October, the House was still in session because of the budget mess. The President spoke to Pat over the phone(he in Hawaii, she in DC), and riled her for not being there for her own fundraiser. It was all very humorous, what with the phone connection (WHCA) and the security, etc. They both had a good laugh about it. POTUS finally met with her three days later -- the first available time she could fly out.

Personal Touch: "When I was in Hawaii last October to see Pat, she was unavailable for three days. I am happy to know that what took three days then, can take three minutes now. After all, she'll only be a few blocks away.

It sounds cheesy, but Bob seems to think that this would be the best touch. Apparently it's sort of a running joke between the President and Pat. With our luck, POTUS probably won't remember it... I told Bob to call me back if he thinks of anything else.

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12TH STORY of Level 1 printed in FULL format.

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Roll Call

January 31, 1991

LENGTH: 4973 words

HEADLINE: Where Have All the Losers Gone?;
Contrary to Popular Belief, There Is Indeed a Life After Congress. Here Is How The 21 Incumbents Who Went Down to Defeat Last Year Are Living It.

BODY:

Political Washington forgets quickly. A few hours on a November day can make the difference between celebrity and obscurity, between life in the public eye and a more humdrum existence.

In the few short months since the November 1990 elections, the sole Senator and the 20 House Members who ran and lost have faded from the Hill. Many are hard to track down, and many are still without jobs as they contemplate a post-Congressional future.

As Roll Call found the 1990 losers, they were engaged in pursuits as various as the districts they once represented. Some, like ex-Rep. Arlan Stangeland (R-Minn), were just relaxing; others, like former Rep. (and unsuccessful Senatorial candidate) Bill Schuette (R-Mich), were already ensconced in policy positions of a different sort.

A few, such as former Rep. Chuck Douglas (R-NH), were contemplating rematches with their victorious opponents. At least two, former Sen. Rudy Boschwitz (R-Minn) and ex-Rep. Bill Grant (R-Fla), had been in contention for the same job, Secretary of Agriculture. But they lost out to a sitting Member, Rep. Ed Madigan (R-Ill). To the incumbents still goes the glory.

What follows is a complete listing of the 1990 losers and where they are now. We included the five sitting House Members who ran for Senate seats and lost, as well as Boschwitz and all 15 other House incumbents who fell in the November general election.

The following items were written by Tim Curran, Karen Foerstel, Susan B. Glasser, Glenn R. Simpson, Sam Miller, and Craig Winneker.

Senate

Rudy Boschwitz (R-Minn)

Since earning the dubious distinction of being the only incumbent Senator to fall to a challenger last November when he lost to Democratic college professor Paul Wellstone, Boschwitz has split his time between relaxing in Colorado and overseeing the family business, Plywood Minnesota, which was being run by his sons while he was in the Senate. Boschwitz recently told the Minneapolis Star-Tribune that he wants to help guide the retail company through the recession.

Boschwitz has a house in Plymouth, Minn., and two homes in the Washington area: a town house on Capitol Hill and a house in McLean. He has put the

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McLean house on the market, but may decide to hold on to it, according to one Minnesota source.

Boschwitz lobbied hard for the Agriculture Secretary job and came close to getting it. He is well liked in the Bush Administration and still may end up with an executive-branch post.

House

Jim Bates (D-Calif)

Bates, 49, came to Congress eight years ago after a successful career in local government that even spanned a party change. His loss last fall to "Top Gun" pilot Randy "Duke" Cunningham was a surprise. Bates had appeared to have weathered a scandal involving charges of sexual harassment of staffers. Those charges were first reported two years ago in Roll Call. Still, in the heavily Democratic district, Bates fell by fewer than 1,000 votes.

Today, Bates is "doing government consulting work," according to one of his former Hill aides, out of offices in San Diego and Washington. A former San Diego County Supervisor, Bates can draw on friends from those years, as well as from the considerable list of contacts he acquired as a member of the powerful House Energy and Commerce Committee. Cunningham's office reports that Bates left a Washington forwarding address, but no telephone number.

Doug Bosco (D-Calif)

Bosco, 44, is on the verge of leaving one profession on the bottom of public confidence lists for another, even lower in the hierarchy. In a phone interview with Roll Call, Bosco said he is mulling offers from several firms for a position as a corporate lawyer.

For now, he is living at home in Sebastopol, Calif., spending time with his four-month-old son. He is also trying to retire about $5,000 in leftover campaign debt by fundraising.

Bosco lost a tight race to Republican Frank Riggs in November. The upset was apparently the result of the incumbent's ties to a failed S&L and his position on the environment.

A former state Assemblyman who spent the past eight years in Congress, Bosco is returning to law after a 12-year hiatus. Despite the shock of losing to Riggs, Bosco doesn't seem devastated by the loss. "I miss Congress, but I can't say I'm losing sleep over it," he says.

Jack Buechner (R-Mo)

Technically, Buechner still has not admitted defeat, so his heart really isn't in a change of profession quite yet. He lost by 54 votes on Election Day to former Democratic political consultant Joan Kelly Horn. That result has been upheld by a recount, but Buechner still has a legal case pending that calls for a new election - although it's given almost no chance of success. Horn, meanwhile, has already set up shop in Washington.

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Buechner, 50, just took a job as president of the National Republican Institute for International Affairs, which helps foreign nations set up democratic institutions. The job is based in Washington, but Buechner will keep his residency in St. Louis, just in case he decides to run again in 1992. According to one Missouri source, he was offered an ambassadorship - to the Seychelles Islands - but turned it down.

Buechner has had other good news since Election Day: He got married.

Jamie Clarke (D-NC)

Clarke, 73, has returned to the peace and quiet of Fairview, N.C., after a topsy-turvy decade that saw him win the 11th district seat twice and lose it twice. This time, Clarke's narrow loss to Taylor, whom he beat in 1988, probably ends his Congressional career for good.

A native Vermonter, Clarke lives in an 1834 stagecoach inn and is enjoying his respite from the political hustle and bustle. Clarke is an apple farmer who has branched out in dairy over the years, and he is also a former member of both the state House and Senate.

Chuck Douglas (R-NH)

Douglas has returned to Concord, New Hampshire's capital, where he once served as a state Supreme Court justice, to practice law as a litigator. He's entering a growth field, specializing in lawsuits between banks and borrowers over soured loans, and says he's been "enjoying being my own boss for a change."

The controversial conservative, who was upset by political neophyte Dick Swett (D) in his bid for a second term, initially sought lobbying work while still in office with a form letter sent to prominent law firms in Boston, Washington, and New Hampshire. But he has set up shop in association with one other attorney under the firm name Douglas & George.

Douglas, 48, is also finishing revisions to two specialty law books he wrote about New Hampshire family and evidence law.

He says he's using $40,000 in leftover campaign funds to keep his Concord campaign office open for a possible rematch with Swett in 1992, but he appears to be running his business from the same venue: The telephone at his campaign office is now answered, "Douglas & George."

When asked if he will run again, Douglas said profoundly, "We'll see what the future holds."

Roy Dyson (D-Md)

Roll Call tried hard but was unable to reach Dyson to discuss his future plans. But we did get hold of his mother, Marie, who reports that he hasn't made any firm plans. "I imagine it'll be a while until he does," she said.

Dyson fought off a spirited primary challenger but lost to high school teacher Wayne Gilchrest (R), 57 to 43 percent, in the general.

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While Dyson has yet to make any firm plans for the future, the scuttlebutt in Maryland political circles is that he's in line for a cabinet position with newly re-elected Maryland Gov. William Donald Schaefer (D). Dyson really doesn't have a private-sector profession to fall back on. He's spent his working life as a state legislator, Hill aide, and Congressman.

Bill Grant (R-Fla)

Grant, who switched to the Republican party shortly after winning re-election in 1988, was dealt a surprising blow by his district's voters this past November; he didn't even win his home county.

The former Congressman, who lost to former POW Pete Peterson, told Roll Call he has reactivated his real estate and investment consulting company, Grant and Associates, and has no plans to re-enter politics.

"I won't rule that out though," he says. Grant, 47, was mentioned as a candidate for Secretary of Agriculture and was backed for the post by Florida Sen. Connie Mack (R), but, like Boschwitz (see above), Grant lost out to Rep. Ed Madigan (R-Ill).

Grant says he's talked with President George Bush, who welcomed him to the Republican party two years ago, about an administration post, and the party may feel an obligation to him. His apostasy evidently cost him the election.

Grant is keeping his Washington apartment just in case.

John Hiler (R-Ind)

After surviving nailbiters in '84, '86, and '88, Hiler was finally knocked off by Democrat Tim Roemer, 51 to 49 percent, on Nov. 6, 1990. The loss brought the district full circle, since Hiler originally won the seat in 1980 from House Majority Whip John Brademas - for whom Roemer worked.

Now Hiler describes himself as "gainfully and happily unemployed." Like many other recent Congressional departees, Hiler seems to be enjoying the break. "It's kind of a welcome relief not to have to be anywhere in the morning and to have dinner with my family," he said while visiting his home in Indiana last week.

For now, he and his family intend to stay in their northern Virginia home, where Hiler said they will finally be able to "celebrate my daughters' birthdays on their birthdays" for a change.

Hiler, who holds an MBA from the University of Chicago, hasn't settled on a job yet, and is taking "advice and counsel" on future plans. But is he done with politics? "I'm 37 years old, that's a little young to say I'm done with anything," he responded. "I would expect at some time in the future to be involved in politics and government."

Bob Kastenmeier(D-Wis)

Kastenmeier, 67, was upset by TV broadcaster Scott Klug (R) in one of the most surprising races in the country last November. Although Kastenmeier had been in Congress for 32 years, his loss came as a total shock in a race where

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he hadn't even been targeted by national Republicans. And according to several sources, Kastenmeier is still sorting through his options.

He has an office at the Library of Congress (which is also home to another Wisconsin Democrat, former Sen. William Proxmire), and according to an aide at the Library, "He seems to spend most of his time here."

Kastenmeier, who was the longtime chairman of the important Judiciary subcommittee on courts, intellectual property, and the administration of justice, has been reluctant to speak to the press since his loss, but sources report that he is weighing several job possibilities in Washington. He continues to live in DC, although he reportedly maintains his apartment in Madison, Wis.

Lynn Martin (R-Ill)

Martin, 51, gave up a safe House seat to run for Sen. Paul Simon's Senate post. Although that gamble didn't pay off, her long-held ties to George Bush did. In December, the President nominated her to succeed Elizabeth Dole as Secretary of Labor.

Martin, who is splitting her time between Washington and Illinois, where her husband is a federal judge, has yet to move in to the department's headquarters. The reason: Hearings on her confirmation just began yesterday. They are expected to be perfunctory, as key Democratic members of the Senate Labor and Human Resources Committee have already pledged their support.

The Cabinet post once again marks Martin as a GOP politician on the rise, and observers have not ruled out future bids for elected office from the five-term Member of Congress. A return to the House, however, is unlikely.

Stan Parris (R-Va)

Shortly after his defeat in November at the hands of former Alexandria Mayor Jim Moran (D), Parris was chosen by President Bush to be the new administrator of the St. Lawrence Seaway Development Corporation. His appointment was sent to the Senate last week and is expected to be confirmed sometime in February.

As administrator, Parris oversees and promotes usage of the four seaway locks that belong to the United States, and has the status of an agency administrator for protocol purposes. Parris is a lawyer and former commercial airline pilot, and it's not exactly clear where his expertise in the seaway business comes from.

The administrator is appointed for a seven-year term, and Mark Robertson, Parris's former LD, says that the ex-Congressman "certainly intends to fulfill his commitment to the Seaway Corporation."

But Robertson adds that as far as future political opportunities, it's "never say never where Stan's concerned." Parris has run for governor of the Old Dominion state twice in the past and may look at the race again.

Chip Pashayan (R-Calif)

After losing an ugly re-election bid for a seventh term, Pashayan, whose opponent successfully tied him to the S&L crisis, seems to have entered a

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period of seclusion.

Republican Members of the California delegation said they didn't know what Pashayan, a chess-playing intellectual with a degree in literature from Oxford, planned to do after Congress. One staffer commented that Pashayan had not formed close friendships with his Congressional colleagues during his time in office.

Even Ed Rollins, who is considered a friend of Pashayan, said he had not spoken with the defeated incumbent since the election.

When Roll Call finally tracked the Congressman down, he refused to comment on his current activities or future plans.

Pat Saiki (R-Hawaii)

Saiki has been the most successful Republican in recent Hawaiian electoral history - but she's still out of work. In an overwhelmingly Democratic state, she was elected to two terms in the House and appeared to have a safe seat until Senate Republicans urged her to challenge appointed Sen. Daniel Akaka (D) in the battle to fill the unexpired term of the late Sen. Spark Matsunaga (D).

Saiki led in polls for practically the entire campaign, but was rejected by the electorate on Election Day, 54 to 45 percent.

Since the election, Saiki - who has five children - says she's been in Hawaii vacationing and spending time with her family. The break also afforded her an opportunity to see her grandchildren in Portland, Ore.

Pundits in Washington have brought up Saiki's name in speculation for every open cabinet post, the most recent being head of the Small Business Administration. "I feel very flattered and grateful that I would be considered for these high-level positions," Saiki said Friday.

Although professing to have no solid plans, and saying she was not yet plugged back into the DC rumor mill, she said she was grateful that "people are keeping my options open for me."

Claudine Schneider (R-RI)

Schneider, 43, has been interviewing for a job with the Bush Administration since failing to unseat Sen. Claiborne Pell (D) last fall, thus far without luck. In the meantime, the liberal Republican will shortly begin teaching part time at Harvard University's Kennedy School of Government, according to the Providence Journal-Bulletin.

She'll be teaching some aspect of politics, no doubt, but when asked what course, she replied, "How to Change the World."

Schneider, who got her start in politics as an anti-nuclear activist, said she has a couple other things "in the works" but wouldn't say what they were. One possibility is clothes: Schneider designs her own and is said to be quite skilled at it. She's also a former public television producer and moderator.

Even if she fails to find work quickly, Schneider won't go hungry. Her 1989 financial disclosure form indicates substantial investment holdings.

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Future elective office may not be in the cards for the onetime environmental activist. While Schneider once had gubernatorial ambitions, she told Roll Call last summer that she would get out of electoral politics if she lost to Pell.

A Journal reporter bumped into Schneider at the Union Station Metro recently, but she said she plans to return to Rhode Island. She still owns property in picturesque Narragansett, her home- town.

Bill Schuette (R-Mich)

"He's hit the ground running," says Bill Schuette's new administrative assistant of his job as director of the Michigan Department of Agriculture.

Schuette, 37, can thank his Congressional committee assignments for the post. If Schuette, a Member from Michigan's predominately rural 10th district, hadn't asked for, and received, a seat on the House Agriculture Committee when he first arrived in Congress in 1984, he might never have gotten the job.

As it is, Schuette was appointed just two weeks ago as the state's chief agriculture official, responsible for overseeing 600 employees located in eight different offices. He has not moved to the state capital of Lansing, though, and plans to remain living at his home in more rural Sanford, Mich.

Schuette ran against Sen. Carl Levin in a race that was supposed to be perilously close, but his 42 percent of the vote showed considerably less luster than Michigan Republicans had hoped. For that reason, Schuette may not be jumping right back into electoral politics. Then again, with those blow-dried good looks, who knows? For now, "he's got his hands full with threats of massive layoffs and drastic budget cuts," according to AA Lee Wilcox.

Denny Smith (R-Ore)

Smith is one ex-incumbent who hasn't had to look for a new job. He owns the Eagle Newspapers chain of Oregon papers, where he now serves as chairman. He works out of the company's offices in Salem.

Smith, 53, took a leave of absence from Eagle and from his job as a pilot at Pan American World Airways in 1980 when he was first elected. He says he "always planned on coming home and doing this," though he was given mandatory early retirement in November by Democrat Mike Kopetski after getting into trouble over his involvement with several failed Oregon savings and loans.

In an interview with Roll Call from his car phone, he said he probably won't go back to the struggling Pan Am, which he expects will soon fail.

Smith also rents a fleet of airplanes, but he says the business - also a hobby - has never been great. During his last term in Congress, Smith added several aircraft to his two Beech planes, including three North American T-28 trainers and a Cessna 150.

Smith didn't mention whether he'd be getting back into the S&L industry, and Roll Call didn't have the guts to ask.

Peter Smith (R-Vt)

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A longtime educator and the founder of the Community College of Vermont, Smith is returning to his old field.

He's been asked to set up the National Commission on Responsibility for Financing Post-Secondary Education, which will try to figure out how to help young people pay for college. Legislation funding the commission was shepherded through Congress last year by Sen. Jim Jeffords, a liberal Vermont Republican like Smith, who was a strong supporter of the appropriation in the House.

The project will take only a few months, and Smith says he will continue to live in Northern Virginia at least until one of his children completes the sixth grade later this year. He's keeping his Vermont residency "and all that that means" - a reference to possible future bids for elective office.

Smith, who received his B.A. from Princeton and his M.A. and Ph.D. from Harvard, has also been named a senior fellow at the American Council of Education and is writing a paper for the government in his spare time on "redesign of human resource strategies." He says he's looking for additional work both in Vermont and Washington.

A former lieutenant governor, Republican gubernatorial nominee, and state Senator, Smith, 45, said his political plans are "on hold at this point." Asked if he may seek a rematch against the socialist Independent who unseated him, Rep. Bernard Sanders, Smith said it was premature to speculate, but "I'd never rule it out."

Arlan Stangeland (R-Minn)

Stangeland, 60, has been largely incommunicado since his November election loss to Democrat Collin Peterson. Reporters from his district say they've had trouble contacting him.

Roll Call, however, reached the former Congressman at his lakeside home in Pelican Falls, Minn. He said he's currently "just relaxing and enjoying my freedom. I don't have to go to any meetings."

Stangeland says he is looking for consulting jobs related to the committee assignments he held in Congress: Agriculture (where he was ranking member of the cotton, rice, and sugar subcommittee) and Public Works (where he was top Republican on the water resources panel). He has held on to his Washington apartment just in case any enticing offers come his way.

Until then, Stangeland is content to relax at home and watch the ice fishermen out on his lake.

Tom Tauke (R-Iowa)

Tauke ran hard and kept the heat on Sen. Tom Harkin (D) in their campaign, but was unable to unseat the incumbent. Now, he has joined with former Rep. Doug Walgren (D-Pa) to form Tauke, Walgren and Associates -The Policy Development Group. The new public-policy firm, located on C Street, NE, specializes in energy, the environment, health care, insurance, telecommunications, and transportation issues.

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After six terms in the House, Tauke now also serves as president of Home Technology Systems, a Dubuque, Iowa-based firm marketing communications equipment. He commutes between the two jobs.

"Right now, I've got my plate very full," Tauke said last week. "The biggest concern I have is that we have the ability to handle the workload."

While he is not ruling out future political opportunities, he is not searching for them either. After the long campaign against Harkin, he said, "I've had more dinners with my family in the last two months than I had in the previous two years."

Doug Walgren (D-Pa)

Walgren, 50, has put partisanship aside to work with former Iowa Republican Rep. Tom Tauke in a joint consulting venture (see above).

Few pundits predicted Walgren's 51 to 49 percent loss to Republican Rick Santorum, but the former seven-term Congressman is now making the best of it by applying the expertise gained on the Energy and Commerce Committee and as chairman of the Science, Space, and Technology subcommittee on science, research, and technology in private practice.

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8TH STORY of Level 1 printed in FULL format.

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Roll Call

March 14, 1991

LENGTH: 266 words

HEADLINE: Ex-Rep. Saiki Named to Head Up SBA

BYLINE: By Karen Foerstel

BODY:

Former Rep. Pat Saiki (R-Hawaii) was nominated by President Bush Tuesday to head the Small Business Administration.

The nomination must now go the Senate Small Business Committee for hearings and then to the full Senate. A confirmation vote is expected before the end of this month.

If she is approved, Saiki will become the second unsuccessful 1990 GOP woman candidate for Senate to receive an executive-branch post as a consolation prize. The first was former Rep. Lynn Martin (R-Ill), who is the new Secretary of Labor.

Saiki came to Congress in 1986, the only Republican ever elected to the House from Hawaii.

She gave up her seat last year to run for the spot vacated by the death of Sen. Spark Matsunaga (D-Hawaii). Despite strong backing from the President and a slim lead in early polls, Saiki lost that race to Sen. Dan Akaka (D) 45 to 55 percent. Akaka had been appointed to fill the seat following Matsunaga's death in April.

Saiki will succeed Susan Engeleiter who will resign from office on April 1. Engeleiter herself was an unsuccessful candidate for Senate in 1988. She was defeated in an open-seat race by Sen. Herb Kohl (D-Wis), 52 to 48 percent.

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5TH STORY of Level 1 printed in FULL format.

Copyright (c) 1991 States News Service

March 22, 1991, Friday

Interesting

LENGTH: 675 words

HEADLINE: Path Could Be Clearing for Enactment of Dodd's Family Leave Act

BYLINE: By Amy Brooke Baker, States News Service

DATELINE: WASHINGTON

KEYWORD: leave

BODY:

A six-year battle to guarantee unpaid medical leave for workers with newborn children or family illnesses could be nearing an end, as long-standing obstacles to the proposal appear to be lifting.

Advocates say congressional support has grown for the contentious Family and Medical Leave Act, which was authored by Democratic Sen. Chris Dodd, approved overwhelming by Congress last year, but vetoed by President Bush.

Dodd said he received an inquiry "from a very high-level source in the administration . . . about the possibility of talking about this bill."

And a new study conducted by economists at the University of Connecticut and Cornell University has found that providing such leaves would cost small businesses -- the most vocal opponents of the bill -- less than they would have to pay to find permanent replacements for affected employees.

"It's going to be an uphill battle, but I'm very optimistic" about seeing the measure enacted this year, said Donna R. Lenhoff, legal director of the Women's Legal Defense Fund.

The bill -- first proposed in 1985 by Rep. Patricia Schroeder, D-Colo. -- would require business and government employers to provide workers with up to 12 weeks of unpaid medical leave for the care of a new child or an ill child, parent or spouse.

The bill applies only to businesses with 50 or more employees and allows companies to exempt their highest-paid workers.

Small business groups argue that the measure would unfairly place the same requirements on all type and size of businesses and the government should not mandate benefits.

"We will not support any type of mandate," said Terry Hill, spokesman for the National Federation of Independent Business (NFIB). "We think it's bad public policy, it's bad business policy."

Hill says three quarters of the federation's 500,000 members already offer emergency leave benefits on a case-by-case basis.

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And he says he is confident that the measure will get no farther this year than it did in the last congressional session.

"The president says he's going to veto it," said Hill. "And we have seen no indication that Congress has the votes to override that veto."

But advocates of the bill say a number of changes in Congress and the Bush administration could bode well for the future of the measure.

For one thing, Lenhoff said, the president may be less inclined to veto the bill this year because he is facing a reelection campaign with low approval ratings on his domestic policy.

Voters will be watching "how he reacts to the very strong support in Congress and in the general public for this," she said. "If he continues to be out of sync, that's just got to have some kind of effect."

The Bush administration also now includes two firm family leave advocates in key positions. New Labor Secretary Lynn Martin and Patricia Saiki, who now heads the Small Business Administration (SBA), both gave strong support to last year's measure when they served in the House.

That might not guarantee that Bush will approve the bill, Lenhoff said, "but at least the players in the administration have a new view on it."

Family leave advocates say they are also more confident of being able to organize an override if Bush does veto the measure.

In the House committee that drew up the legislation this week, for example, four Republicans spoke in the bill's favor, according to a spokesman for House author Marge Roukema, R-N.J. Last year, only one GOP committee member -- Roukema herself -- supported the bill.

Dodd said he expects both chambers to vote on the measure by summer.

The Women's Legal Defense Fund also estimates that last fall's congressional elections netted 12 new members that support family leave.

The fight will likely be contentious, though. Small business groups say they will continue to actively lobby against the measure.

Said Tracy Wurzel, legislative lobbyist for the NFIB: "The best benefit is a voluntary benefit and a benefit that has been negotiated between the employer and the employee."

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9TH STORY of Level 1 printed in FULL format.

Copyright (c) 1991 Gannett Company Inc.

USA TODAY

March 13, 1991, Wednesday, FINAL EDITION

SECTION: MONEY; Pg. 2B

LENGTH: 332 words

HEADLINE: Saiki tapped to head SBA

BYLINE: Denise Kalette

BODY:

President Bush has nominated former Hawaii Rep. Pat Saiki, 60, to head the Small Business Administration.

Business leaders had wanted an administrator who has run a small business. But John Sloan, president of the National Federation of Independent Business, the USA's most powerful small-business association, says his group is very enthusiastic about Saiki. ''We've known her all through her four years (in Congress). The relationship was excellent.''

Saiki, a Republican, served in the Hawaii Legislature for 14 years before running for Congress in 1986. She spent four years in the House, leaving Congress last year after an unsuccessful Senate bid.

If her nomination is confirmed by the Senate, Saiki says, she will continue to support positive partnerships between government and the private sector. ''This agency will provide greater opportunities and encouragement to those who seek to enter the marketplace,'' she said.

Saiki would succeed SBA administrator Susan Engeleiter, who is leaving April 1 to work for Honeywell.

The SBA has 4,000 employees and 100 offices, and provides $ 5.6 billion in annual loan guarantees to entrepreneurs. Its next administrator will inherit several problems left over from the Reagan years, when the agency was nearly abolished.

Critics say the SBA needs a strong leader. Vacancies at the top, including the post of general counsel, must be filled soon so the nation's small businesses are properly represented in government, they add.

Saiki's ties to Bush and the Republican Party could give the SBA new access. A former history teacher, Saiki was chairwoman of the Republican Party of Hawaii and co-chair of Bush's 1988 presidential campaign in Hawaii. She also was secretary of the 1988 Republican National Convention. ''There's a mutual respect, a certain understanding'' between Bush and Saiki, says her aide, Bob Wernet.

Saiki lives in Alexandria, Va., with her husband. She spent Tuesday preparing for confirmation hearings.

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(c) 1991 USA TODAY, March 13, 1991

GRAPHIC: EAR PHOTO; color, Jym Wilson, USA TODAY

CUTLINE: SAIKI: Republican ties could help the SBA.

TYPE: Insiders

SUBJECT: APPOINTMENT; OFFICIAL; GOVERNMENT AGENCY

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4TH STORY of Level 1 printed in FULL format.

Copyright (c) 1991 Gannett Company Inc.
GANNETT NEWS SERVICE

March 22, 1991, Friday

LENGTH: 615 words

HEADLINE: SENATE CONFIRMS SAIKI AS HEAD OF SBA

BYLINE: MARY BENANTI; Gannett News ServiceWASHINGTON

KEYWORD: HI- SAIKI

BODY:

Former Republican Rep. Patricia Saiki was confirmed by the Senate late Thursday to be the head of the U.S. Small Business Administration, giving the 60-year-old Hawaiian an assured niche in Washington.

Saiki's political future had been in doubt since she lost her bid for the Senate to Democrat Daniel Akaka in November. At the time, Saiki told supporters she had been promised a visible role in the federal government. In recent months, her name appeared on short lists of candidates for both secretary of education and labor.

During her confirmation hearing, Saiki told the Senate panel on small business she would not be a nominee were it not ''for the trust and confidence placed in me by President Bush.''

Bush campaigned for Saiki in her home state. She was the first Republican to represent Hawaiians in the House, and Bush urged her to run for the Senate.

At this week's hearing, Saiki was challenged by panel chief Sen. Dale Bumpers, D-Ark., who criticized the administration for nominating yet a ''third defeated senatorial candidate'' to head the SBA. He said he was tired of the revolving-door attitude many SBA administrators had shown in the past 10 years - none stayed on the job more than two years. Bumpers asked Saiki how long she intended to remain in her new position. Until the job is done, she replied.

One of Saiki's goals, she said, will be to get more small businesses to apply for assistance.

''Less than one-half of 1 percent of all small businesses in this country make use of agency programs. We must do a far better job of reaching out to our clientele,'' she said.

''My team will be committed to improving program performance, to tightening up the management and administration of the agency and to broadening its outreach,'' Saiki said. ''I'll be an advocate, speaking up and fighting for small business owners.''

Although Saiki is a Republican, all four Democratic members of Hawaii's delegation supported her nomination. During the hearing, Saiki was flanked by Akaka, Sen. Daniel Inouye and Rep. Neil Abercrombie.

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(c) 1991 GANNETT NEWS SERVICE, March 22, 1991

Inouye presented her to the Senate panel saying, ''We have had our disagreements over the years. However, I believe we share mutual respect for one another'' and he called Saiki a qualified candidate for the job.

Inouye also said small businesses ''are the heart of the economy. In Hawaii, they comprise over 98 percent of all business firms and employ more than 60 percent of the private-sector work force.''

In praising Saiki's selection, Inouye said Bush's budget recommendations for some SBA programs would fall short of actual needs, and he said he was certain she would correct the problems.

Abercrombie told the panel Saiki never ran from a challenge. ''She's tough, she's smart and she's fair,'' he said.

Akaka brought a lighthearted touch to the hearing when he said: '' Pat and I served together and she was my able opponent last fall. And I could say I have a personal interest in appearing with her today.''

Saiki will earn more as SBA head than she would if she had defeated Akaka for the Senate. Basic Senate salary is $ 101,900 annually; the SBA administrator earns about $ 113,000 annually.

SBA employs 3,870 people and has a credit authority of $ 5.8 billion to guarantee loans and surety bonds for small businesses and entrepreneurs.

Saiki said her experience will help her run the agency efficiently. She served in the state Legislature for 14 years before being elected to the House in 1986, where she served two terms. She has 14 years of experience on the Board of Directors of Amfac, Inc., Hawaii's largest diversified corporation, and she served on the board of Hawaiian Airlines for 13 years.

SUBJECT: INCOME; SMALL BUSINESS; GOVERNMENT AGENCY; SENATE; APPOINTMENT; OFFICIAL; STATISTICS:AGE

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Beth Hinchliffe
Speechwriting Office, OEO B122
White House
Washington, DC 20500

[55 B?]

- P. - M+L - economic
- substantial or picture
- real, good robot, prevents outlay
- catchy phrases
- length of not 2-3 even - short and short comment -
- adventurous, interesting - ML - EM
- think: phrases, stories
- backstreet -
- "we got it right"

F 11.15

To TS copy...

(Hinchliffe/Blymire)
April 3, 1991 1 p.m.
SAIKI Draft One

PRESIDENTIAL REMARKS: SWEARING-IN OF PAT SAIKI
Roosevelt Room
April 10, 1991 2:15 p.m.

It's a great pleasure to welcome a good friend onboard as this nation's new Administrator of the Small Business Administration. Pat Saiki is proof herself that good things come in small packages. Actually, I'm just happy Pat and I are at last in the same place at the same time. When I went out to Hawaii last fall to speak on her behalf, she was still debating the budget in the House so she didn't show up for her own fundraiser. I finally caught up with her three days later. Maybe that's why I'm moving her here: I'll know she'll be no further than three minutes away.

I'm proud Pat will be coming onboard -- she's someone I respect tremendously, and look forward to working with. And all of us look forward to seeing how she will reinvigorate the SBA.

I'm personally very pleased that Pat will be taking this job because the SBA is close to my own heart. Small businesses are the heart of our country's economy -- in the 1980s, they produced two out of every three new jobs. **But, more importantly, they're the heart of the American dream**. I know. I started out by building my own small business from the ground up. The SBA was founded to encourage and protect exactly that spirit of challenge -- that belief in our ability to make our own dreams come true.

Small businessmen show the rest of America the way. The way to seize control of your own life. To make your own choices and decisions. Nearly 20 million men and women across the U.S. today

are running their own small businesses -- **20 million pieces of the American dream**. It's for them that the SBA exists. It's for them that Pat Saiki will be a tough, smart advocate. I know her. I know how she'll throw her whole energy and fierce dedication into the challenge of helping them.

Pat is compassionate, committed to justice -- and unafraid to raise her voice in concern. She helped convince President Reagan to sign legislation reaffirming us a nation of integrity and fairness -- by beginning to right the terrible wrongs of Japanese-Americans interned during WWII.

Pat's also an assertive and feisty leader with an irreverent sense of humor. She'll need all of that because she'll be taking over an administration with nearly 4,000 employees; an operating budget of $320 million; and credit authority of $5.8 billion.

But, more importantly, Pat is taking over the chance to help people shape their own futures. She'll do this by **expanding** the SBA's role in providing start-up guidance. By **concentrating** on business opportunities for minorities, women and veterans. By **focusing** on outreach. This is a crucial goal, because right now less than one-half of one percent of all small businesses make use of agency programs, and we must increase their chances for financial assistance. And Pat will help the SBA by **dealing** with issues of international trade -- I recall an intense discussion on that subject that we had a few months ago in the Oval Office.

Pat will be a dynamic champion of the entrepreneur -- she's got the strong background for it. For 14 years she was on the

Board of AMFAC, one of Hawaii's largest corporations, with extensive small business interconnections. For 13 years she was on the board of Hawaiian Airlines. And she received the Congressional "Guardian of Small Business Award".

In public service, Pat's proven herself as an effective administrator of can-do optimism. This former teacher served 14 years in the state legislature, moving up to Assistant Republican Leader before becoming the first Republican ever elected to the House from Hawaii -- in a riproaring contest that proved her mettle in the toughest political arena.

She'll bring to the SBA stellar House experience ranging from the Banking, Finance and Urban Affairs Committee to a sub-committee on Housing and Consumer Interests. In her two terms in Congress, I watched her in action -- admired her bipartisan approach to getting the job done -- watched her build consensus across the aisle. I saw that her voice gets heard. And that she makes things happen. She's smart, she's direct, and she moves government forward.

Pat's also a fiscal conservative, who had the best spending record of any in her delegation -- as a matter of fact, her efforts against waste in government made her a two-time winner of the Golden Bulldog Award. Actually, I like that image -- it kind of captures her personality -- tenacious, fiercely dedicated, protective and honest. She's an impressive package of vision, strength, and practicality -- and I'm delighted she'll be bringing her particular spirit of aloha into this Administration.

Pat comes from a land that showed the world how men and women of varied background can tie their destinies together in a common cause. I know she'll now help show the nation how the exuberant diversity of Americans can make a reality of the unified vision we share for this land. Aloha, Pat.

# # #

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release March 28, 1991

REMARKS BY THE PRESIDENT
AND GOVERNOR BOB MARTINEZ
IN SWEARING-IN CEREMONY

The Rose Garden

9:48 A.M. EST

THE PRESIDENT: Please be seated. Well, first, Monsignor, thank you, sir, for that lovely invocation. And to Jim Smith, a longtime friend and Secretary of State of Florida, welcome back to Washington. I'm delighted to see so many members of our Cabinet here with us today. And I think that says that all Cabinet departments want to help Bob Martinez in this fight against drugs. And I'm delighted that they're here, and we pledge you our full support.

I'm delighted to see Bill Young, who has the onerous responsibility of representing that enormous Florida delegation. But it's most appropriate that he, a big supporter of the Governor's and of mine, be with us today in that capacity.

I want to welcome the executive directors of the several major state and local organizations: Don Borut of the National League of Cities, John Thomas of the National Association of Counties, and Ray Scheppach of the National Governors Association.

And most of all, of course, a great pleasure to welcome to Washington Mary Jane -- Mary Jane Martinez -- Alan, his son, and also so many friends that are up here from Florida and elsewhere. I don't know who's looking after the state, but I'm delighted you all are here -- (laughter) -- on this beautiful day in the Rose Garden.

Bob brings to this important job, Director of National Drug Control Policy, a resolute personal commitment and unmatched experience in the field.

Our 50 states are the labs, the laboratories of democracy, and Bob brings an impressive arsenal of some of the nation's most innovative and wide-ranging antidrug programs. As Governor of Florida, he led a state that was among the hardest hit by drug smuggling, drug crime and drug use. And he responded to that challenge the same way he'll respond to this new, even bigger challenge: with vigor and intelligence and a program comprehensive enough to attack the drug culture.

Bob Martinez already has contributed mightily to the National Drug Control Strategy. As the National Governors Association's lead governor on the drug issue, he personally developed a number of proposals regarding law enforcement, drug treatment, prevention and international cooperation. These initiatives have greatly strengthened our long-range prospects for stopping the scourge of drugs.

In the fight against drugs, every level of government must work together. And no one is better equipped than Bob Martinez to get local, state, federal authorities working together. He served long and well with the nation's governors. But he also has a long record of working with the city leaders. Twice elected Mayor of Tampa, he served on the board of the National League of Cities, and

he participated actively in the U.S. Conference of Mayors.

Bob also had the kind of international experience that's required for this new job. He's traveled to South America to meet with our Andean friends, the leaders of the Andean countries, in support of inter-American responses to the drug crisis. Our initiatives in the Andes and around the globe are of paramount importance, and Bob's experience will be a tremendous advantage right there as well.

As a teacher and as a businessman and as a parent, Bob Martinez understands that we cannot defeat drugs through law enforcement alone. Any long-term solution also depends on successful education and treatement. And that means drug-free schools, a drug-free work place and drug-free kids.

During my service as Vice President, I was head of the National Narcotics Border Interdiction System, and there I worked very closely with Bob Martinez, personally and directly. And we're going to continue to work together personally and directly in this new assignment of his. As you can tell by this audience out here today, our administration is committed to Governor Martinez's success.

I'm going to ask all members of the Cabinet and their departments to continue to give his office every measure of help and coordination. Bob will be asking for your advice. He'll be asking for your help. And he'll have my support every single step of the way.

I think this is a proud day for America. Bob Martinez is the grandson of Spanish immigrants; the son of a waiter. A man who worked his way through school. My predecessor called him the embodiment of the American dream.

And so, sir, as you assume command of our national drug fight at this critical time, we've made important new progress, good solid progress. Cocaine use has fallen. Hospitals report fewer drug-related emergencies. Fewer high school students abuse drugs. And the evidence shows clearly that we've turned in the right direction. But we still have a long way to go and the drug menace remains intolerably large. And it cripples families, destroys kids, wipes out entire communities.

Our administration has announced ambitious new goals for the drug war, backed by ambitious new proposals and an ambitious new budget. And we've renewed our call for Congress to pass a true crime bill. And I'm asking Bob Martinez to fight for those goals and programs with all his heart, knowing that he already has committed his heart and soul to this crucial battle. I'm asking Bob Martinez to lead America further away from drugs, knowing that he is determined to do so. This is a top priority. And Governor Bob Martinez is the right man, the best man for this job. I'm proud to welcome him to the White House.

And let's face it, many challenges lie ahead. And the American people stand ready to face them. We will remain on the front lines, block by block, day by day, school by school, in homes, in hospitals, in treatment centers and in courtrooms. For your kids, for mine, for America's kids, we will overcome the scourge of drugs.

And now, Governor Martinez, over to you. (Applause.)

(The oath is administered.) (Applause.)

DIRECTOR MARTINEZ: Thank you, Mr. President. Thank you very much.

First, Mr. President, let me thank you for having nominated me for this position, and thank you and your staff for the tremendous work that was done through the whole nomination process. I also want to thank Secretary of State Jim Smith for taking the time

to be here today to kind of keep the program going for us. And, of course, to Monsignor Higgins, who has been at each of my swearing-ins for the last 12 years, and I appreciate him making this trip to be here. And, of course, to Justice Scalia for taking time from his busy schedule, for being here today to give me the oath of office. And to all of you who took time to travel long distance.

And to all my now colleagues in the President's Cabinet and all of your agencies that I'll be working with, I look forward to the opportunity to get to know you real well. And many I've had that opportunity as Governor to work with you. Some more than others. But the one thing I have found in my short time here is the tremendous interest that all of you have on the subject. And those of you that have various agencies that are involved in the war against drugs, the enthusiasm and professionalism that they show.

Like the President indicated, we have made tremendous gains over the last several years. But there still is a rather large population that we still have to deal with. And we mustn't forget that there's a constant renewal of our population; that the young people must forever be educated; that we can't simply say we've got a good education initiative for the current set of youngsters, but we will continue to have a current set of youngsters every year that we must continue to address and, therefore, if we fail to do that, we will have large treatment needs because we failed at the front end to provide that opportunity of letting them know what drug abuse is all about.

And, of course, there is a supply side, offshore and domestic. And the tremendous work that must be done there, and it has been done and will continue to be done and are often -- sometimes I kind of regret that we divided this in the supply and demand because I kind of see it as one ball game -- that a good effective supply system makes demand efforts a lot easier.

If a youngster gets the message in school and can walk across the street and there isn't a pusher because supply has taken care of that, then that message is going to stick. And, therefore, I hope that as we go in time that this can be taken to the nation, that this is an integrated initiative. It's not a compartmentalized type of activity, of education, prevention, treatment -- offshore, domestic, and each operates separately.

So I hope that in time, that we'll be able to show that this truly is a national strategy involving all national groups, local and state. And I'm delighted to hear that mayor groups and city groups and country groups and the Governors Association is here because it is to be implemented in a manner that truly brings in all levels of government. And having been mayor and governor, I kind of have heard from time to time what some of the difficulties are. And I hope to be able to work on those issues.

So, Mr. President, thank you. And on behalf of the people of this nation I also want to thank you for the budget recommendation that you've made that clearly shows that when you speak out against drugs, it's more than words. What follows are the resources to get the work done. And I hope that I'll be able to work with you each year to be sure that your dollars that you've recommended bring the results that all Americans want.

Thank you very much, and I really appreciate it.

END 10:01 A.M. EST

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release March 12, 1991

REMARKS BY THE PRESIDENT
AND SECRETARY OF AGRICULTURE EDWARD MADIGAN
AT SWEARING-IN CEREMONY

Department of Agriculture
Washington, D.C.

11:37 A.M. EST

THE PRESIDENT: Thank you all very, very much for that welcome. Thank you, Bob. Thank you, Congressman Michel; and Mr. Speaker, delighted to see you, sir. Members of the President's Cabinet here today. Monsignor O'Day, nice to see you and meet you; your altar boy's come a long way. (Laughter.) May I greet the former Secretaries of Agriculture and the distinguished members of the House and Senate -- so many with us here today.

It's a great pleasure to witness the swearing-in of the newest member of our Cabinet team, Secretary Ed Madigan. He brings personal qualities to the job that farmers and ranchers hold dear: honesty and integrity. You ask anybody, any of his colleagues, any of us here in Washington that know him, or go back in Illinois and talk to his friends there; honesty and integrity is what Ed Madigan is all about. When Ed says he's going to do something that will be in the best interests of the farmers and America's consumers, you can rest assured he's shooting straight.

But before I go any further, I'd like to put the momentary spotlight on another individual, outstanding individual. I know Ed Madigan shares my high esteem for the first-class performance of his predecessor, Clayton Yeutter, who's here with us. Clayt, stand up. (Applause.) Let it be said of Clayton that he's moved on to another fertile field. (Laughter.) But I do count my blessings that I keep Clayton's good counsel and that I now add Ed Madigan to our Cabinet team.

Ed's experience is going to be put to immediate use, as everybody in this building knows. He's spent 16 of his 18 years in the House on the Ag Committee, eight of them as the ranking Republican. He played a leading role in the writing of both of the past two farm bills. And that's a major reason that we've been able to build more free market flexibility into our federal farm policy.

Ed takes the reigns at USDA at a critical time. The new farm bill must be implemented. And that's going to be a challenge because farmers have a lot more decisions to make for themselves. And Ed's guiding hand will be a steadying influence on the process.

This department is fortunate to have a Secretary with Ed Madigan's experience. And he's not only from the land of Lincoln, he's from the town of Lincoln, in the midst of some of the nation's most fertile farmland. He knows firsthand about the modern miracle that is American agriculture -- the special combination of hard work and high tech that enables this small percentage of the American work force to feed a nation and the world.

And Ed knows the farming business. Back where he grew up, agriculture is the economy. Of course, agriculture is today a critical area in international trade, and a critical element of the American economy. Agriculture is one sector that maintains a positive trade balance for this nation.

MORE

And now, I know that farmers are up against the elements every day, and maybe there's nothing farmers can do about drought and natural disaster -- but American farmers should not have to fight foreign government subsidies that give our competitors unfair advantage. And I know that Ed will work just as closely as Clayton had with our Trade Representative Ambassador Carla Hills to ensure that trade is free and fair.

And at this point, let me simply emphasize that the renewal of Fast Track authority is, in my view, vital to the best interest of the United States of America. It's absolutely essential. And, Ed, I want to pledge to you that I will work with you as I have with Clayton and Carla Hills to encourage Congress to move forward on the Fast Track authority.

Trade and farm policy are only a part of the agricultural agenda. Agriculture is carving out a key place in service to our environment with the planned increase in grain-based alternative fuels. Agriculture also administers the tremendously successful WIC program -- WIC, the Women, Infants and Children initiative -- which I've urged Congress to expand to serve an additional 200,000 needy children.

From soil conservation to food stamps, from rural development to forestry, the USDA is involved in far more than helping farmers put food on the table.

In every one of these areas, Ed is fortunate in having the very best -- a department of dedicated professionals -- to help him meet the many challenges that he'll face.

You know, back when Ed was a student at Lincoln College, Ed carved his name into a wooden desk. And years later, when Ed had gone on to become Congressman Madigan, his college made him a gift of that desk. And in two decades' time, Ed has made his mark up there on Capitol Hill, and I am confident that he's destined to make his mark as one of our very greatest Secretaries of Agriculture.

So once again, I thank all of you for this warm welcome. To those who have not met their new boss, their new associate, Ed Madigan, you're in for a treat. You've got a class-act Secretary. And it is my pleasure now to watch him take the oath of office. (Applause.)

(The oath of office is administered.)

SECRETARY MADIGAN: We only get this President for a few minutes. (Laughter.) Mr. President, I have to tell you at the outset, somebody stole that desk. (Laughter.) We put it in the barn out at my dad's house, and when I went to get it, it was gone. So, whoever has it now has the desk of the Secretary of Agriculture. (Laughter.)

Mr. President, thank you for the confidence that you have shown in me by appointing me to this job. It is an honor, a very distinct honor, to join the Cabinet of the most popular President in American history. (Applause.)

And, Bob Michel, I want to thank you for showing me through the years what the right demeanor for a member of Congress is and should be. You are not as popular as the President, but you're right up there. (Applause.)

Some of you folks who are newer to this town may not know that Tom Foley was the Chairman of the Agriculture Committee for a good period of the time that I served on that Committee. And, Speaker Foley, I want to thank you for your example in teaching people like myself how you deal with the disparate interests that are American agriculture. Did you notice that he has that oath memorized? (Laughter and applause.)

Kika and all my House colleagues, I thank you for 19 years of wonderful friendship. And I thank the Senators, not only for their friendship but also for their support; and Pat Leahy and Dick Lugar, for the expeditious way that you moved my nomination through the Senate. You probably want to know why I was in such a hurry. Sid Yates wants my Rayburn office. (Laughter.) That's kind of an inside joke, but members of Congress understand it. (Laughter.)

Most of all, I want to thank Evelyn Madigan for never once -- never once in 25 years -- complaining about being a politician's spouse. God bless you. (Applause.)

Along with my Ag Committee buddies, we've been through some good times and some bad times, Mr. President. We went through the good times in the 1970s when we were selling everything that we could grow. And we went through the bad times in the 1980s when we lost our markets to unfair competition. And during those 1980s we spent billions and billions of dollars and still lost farmers. There's a lesson there for us, and that lesson is that agriculture's future is in fair trade.

And the President is absolutely right, that we owe much to Clayton Yeutter and Carla Hills for bringing us so close to the point of being able to get a trade negotiation that is good for agriculture. I join with the President in saying that I certainly hope that we see this through. Because not doing so would be like folding your cards when the odds are that you probably have the winning hand.

Along with all the very talented people here at the Department, we look forward, Mr. President, to using all of the tools at our disposal to make things better for American farmers and ranchers. I look forward to working with you and with this wonderful Cabinet that you have, and I thank you for this wonderful opportunity.

I have to tell you a story about Monsignor O'Day. He was my parish priest when I was a little boy. I was his altar boy. He taught me how to drive a car. I drove his car right into the side of his garage. (Laughter.) He never gave up on me. (Laughter.) Monsignor, thank you very much.

END 11:50 A.M. EST

THE WHITE HOUSE

Office of the Press Secretary
(Honolulu, Hawaii)

For Immediate Release October 26, 1990

REMARKS BY THE PRESIDENT
AT PAT SAIKI FOR SENATE FUNDRAISING DINNER

Hilton Hawaiian Village Hotel
Honolulu, Hawaii

7:20 P.M. (L)

THE PRESIDENT: Well, thank you all, really, for that warm welcome back. Frank, thank you. Keep up the good work as campaign chairman. You know, you can get a feeling of these campaigns, and I love the feel of this Saiki campaign for the Senate. I feel we've got a winner out there. (Applause.) And I was privileged to be met at the airport by Senator Hiram Fong, an old friend of my family's and a friend of Barbara's and mine. Mayor Fasi greeted us and Fred Hemmings, our able candidate for governor. I sure hope he'll get in there. We need a little change in that place. (Applause.)

And then we've got two great candidates for Congress -- Mike Liu, we want you to win. (Applause.) Andy Poepoe, we want you to win. So good luck, 1st and 2nd congressional districts. (Applause.) And to David Kahanu, our Bush-Quayle chairman, my gratitude. To our state chairman, Andy Anderson, my respects and thanks for what you're doing to hold this party and build it. To Governor Peter Coleman, who's here from America Samoa -- somewhere, my greetings to you. I haven't seen Peter, but an old friend. (Applause.) And, of course, flying out with me, the Representative of Guam, an old friend of mine, a former general officer in the Means, Congressman Ben Blaz. I know he's here, but I don't know where he is. But anyway -- (applause) -- we want to welcome him. Congressman from Guam. And, of course, one from amongst you is now head of OPIC -- Ambassador Fred Zeder is also here. (Applause.)

Thank you all. I see Zeder has got two friends here. Well -- (laughter) -- thank you all for that warm welcome. I wasn't kidding when I told Pat, because it is nice to get away from Washington to warmer climes and to cooler heads. (Laughter.) I was hoping to do a little fishing here, but after a lifetime catching fish with names like skate, perch, pike, bass, and trout -- somebody told me that Hawaii's state fish is the humuhumunukunukuapua'a. (Applause.) If I can't say it I'll never catch it, so anyway -- (laughter.)

No, but Hawaii is a wonderfully welcoming place. And you feel it in the warm wind and you see it in the eyes of the young and the old. Sense it even in your State Capitol -- not some dark, exclusive dome, but a roof under the sky to the sun and the stars, as if to make room for higher aspirations.

And Hawaii has taught the world that men and women from Asia, Africa and the Americas, and Europe can tie their destinies together in a common cause. And so we're here to support someone who brings that lesson to life every single day -- for all people, of any party or persuasion who want a brighter future for Hawaii. A great teacher, a great lady, a great leader who cares about this state and its people and knows how to serve them well in Washington. And, of course, I'm talking about our dear friend, Pat Saiki, the next Senator from Hawaii. (Applause.)

She's been one who's been beating the odds. And back when the experts said she had no chance, she won her House seat with 60 percent. And next month, with your help, she's going to defy the odds again as the first Asian American woman in the United States Senate. (Applause.) And it's about time. (Applause.)

She can reach out to Independents, to Democrats. And over her two terms in Congress, I watched her in action, admired her bipartisan approach to her work, seen her build consensus across the aisle, getting Republicans and Democrats to pull together. And she's smart, and she's effective, and she moves government forward. And she knows that leaders are sent to Washington not to quarrel, but to lead. And I know that America needs that spirit of aloha in the United States Senate. (Applause.)

You know, Pat Saiki adds an important voice to this great state's presence in Washington. She was part of a broad coalition concerned about Japanese Americans interned during World War II. And it was Pat who helped convince President Reagan to sign legislation reaffirming us as a nation of integrity and fairness. And just this month, I was proud to personally communicate the nation's regret to the noble survivors of those camps. Pat's commitment to justice is just one way that she has helped make America ever stronger and ever more proud. (Applause.)

You know, long before it became a national code, Pat has been a leader in the Congress to safeguard Hawaii's precious environment: protecting marine life from drift netting, expanding wildlife refuges and working to establish oil spill strike teams to protect Hawaii's waters. And very soon I hope to have on my desk in Washington a clean air act that I can sign; the one my administration proposed way back last year to the United States Congress. And if I do get such a bill, I know that part of the reason will be the steadfast support Pat Saiki has given to our environmental initiatives. She's been a champion, a clear-thinking champion for the environment. And that bodes well for all of you when she becomes the next senator from this great state. (Applause.)

You know, I remember the visit I had when Pat came to see me, urging that the bombing of Kahoolawe should be halted. And just this week I directed the Secretary of Defense to discontinue the island's use as a weapons range, effective immediately. (Applause.) And if that is good, give some credit to Pat Saiki. She's an effective, compassionate leader, sound judgment, whose voice gets heard, who makes things happen.

You know, when she did come to see me in the Oval Office last spring, she stressed the importance of these environmental issues and also talked about trade with our Pacific Rim neighbors. And she's got a vision of Hawaii as more than a Gateway to the Pacific Rim. She's excited about the meeting I'm having tomorrow with these leaders from the Islands. And I think it's a good time and I think it's about time that an American President sat down with the heads of these countries out there and tell them that we are as one in our respect for and love of the Pacific. (Applause.)

And she's sees Hawaii as I do, a future focal point for international trade and new technology. For example, she and I know how important it is to achieve success at these GATT talks -- the final part of the Uruguay Round. These negotiations, if we're successful -- and I was on the phone to some of the foreign leaders, the leaders of Europe today on this very subject -- if these negotiations are successful, they will open up new markets for Hawaii's agricultural products. And I am absolutely convinced that the United States can compete with anyone, anywhere as long as the playing field is level and the competition is free and fair. (Applause.) And that's what Pat and I are fighting for.

Further, she knows how to harness the power of Hawaiian business by unleashing the power of the people themselves. We'll have a brighter future with Pat in the Senate. You know, Pat knows the future will always be just out of reach if we follow the failed

tradition of taxing and spending, spending and taxing. And that's why she's got the best spending record of anyone in the Hawaiian delegation. (Applause.) In fact, her efforts against waste in government made her a two-time winner of the Golden Bulldog Award. You can just picture it. (Applause.)

You've got to be careful when I'm talking about these dogs because Barbara was out here recently and you may recall that our dog, Millie, is now a famous author. (Laughter.) And if she hears Pat wins the Golden Bulldog Award our Springer Spaniel may be jealous. Ever since her book hit the bestseller list, she's been a lot -- full of herself. Give her some Alpo and she asks for a wine list around the White House these days. (Laughter.)

I'm sure you've been watching the news about these budget negotiations with Congress. Put it this way, I hope you haven't been watching the news about the budget negotiations with Congress. (Laughter.) If you think it hasn't been pretty from 5,000 miles away, you ought to try it close up. (Laughter.) No, it hasn't been pretty. But I think we are getting closer to an agreement -- an agreement that is long, long overdue. Because every time I see a little guy like this one in the front row -- and for you in the back, he's about this big -- I say to myself, we must stop mortgaging the future of these young kids by deficit after deficit after deficit. And the Congress better get going and get something done about it. (Applause.)

You know, it's different -- I've discovered a few things. One is, it's different being President. There's a weighty observation. (Laughter.) And Harry Truman was right -- the buck does stop at my desk. Because as President, I do have to put the national interest first before the parochial interest. And so I am determined to do my level best, in a spirit of compromise and in a spirit of outreach, to get an agreement that puts a stop to this congressional spending binge. Unless you haven't noticed it, I want a five-year, $500-billion deficit reduction program that is enforceable -- a bill that cannot be overridden the very next year, and that will really guarantee these young kids that they will not have their future mortgaged by the big spending Congress of the United States. (Applause.)

And I say this not in a spirit of partisanship, but if we had more people like Pat on our side of the aisle, and we had more like her elected to the Senate, I can guarantee you we wouldn't be back year after year in a deficit mode. She is a fiscal conservative, and we need her in the United States Senate. (Applause.)

Some talk about the blending of principles between the Democrat and the Republican Party nationally. But principles like -- I think they're clear -- principles like the enduring commitment to freedom and justice and individual empowerment -- I think of that as a principle that unites us. The constant determination to place our faith in limited federal government, one that's got compassion and one that's got conscience, though. And this party and our leadership in Washington continues to fight the failed policies of the past. Look back. Our 1988 platform called for limiting the terms on the members of Congress. And as you look at the momentum growing across the country, I am convinced that it's an idea whose time has come. (Applause.)

We are the party that empowers people, not an entrenched bureaucracy, of 20,000 congressional staffers on Capitol Hill. And we're determined to put the national interest ahead of the special interest. So I'm here at this event on a purely partisan mission -- because I believe so strongly in Pat Saiki. I know she can reach out and get voters from both sides of the aisles. I know she can make good things happen for the people of her state. So I need her as part of our team.

But as Senator Vandenburg said many years ago, partisanship stops at the water's edge. I must tell you, in that

spirit of bipartisanship, that I am truly grateful for the bipartisan support not only from the Congress, but also from the American people, for our efforts to stand up firm against Saddam Hussein's aggression and brutality in the Persian Gulf. (Applause.)

The Democratic leaders in the House and the Republican leaders in the House, and the Democratic leaders in the Senate and the Republican leaders in the Senate came together in a resolution supporting the efforts that I have taken -- the moves that I have made as President of the United States. And I think that sends a good, clear symbol of unity to that invading dictator halfway around the world.

On Sunday, I'm going to be putting partisanship aside and head out for Hickam Air Force Base to tell Hawaii servicemen and women how much they mean to America and to the cause of peace in the whole world. Our thoughts and prayers are with them and their family every day. And I know that Pat and all of you here join me in saluting the finest young men and women that have ever served in the uniform of the United States of America. (Applause.)

President Eisenhower worried about global conflict in 1959. And he said, "Hawaii cries insistently to a divided world that all our differences of race and origin are less than the grand and indestructible unity of our common brotherhood. The world should take time to listen to Hawaii."

Well, today Washington does listen to Hawaii and to Pat Saiki. And it's been a close race for her. But we're beginning to see the daylight. And that means bright days for this state are ahead. So this November, do absolutely all you can to get out the vote, from Hilo on the big island to Maui to Kaneohe where I flew out of there during World War II for a little bit -- (applause) -- to the bustling streets of Honolulu right here on Oahu. Get the people to the polls and send Pat Saiki to the United States Senate. We need her. She is outstanding. (Applause.)

Thank you, and God bless the United States of America. Thank you all. (Applause.)

END 7:45 P.M. (L)