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**Folder Title:**  
Utah GOP Fundraiser 9/18/91 [OA 8328] [2]

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(Duggan/Nix/Dooley)  
September 6, 1991  
Draft Two  
NAB

STAFFED  
91 SEP 6 P12:24

*NAB Address — Domestic Policy*

PRESIDENTIAL REMARKS: RADIO ADDRESS TO NAB  
LIVE RADIO FROM OVAL OFFICE  
SEPTEMBER 12, 1991  
2:00 PM EASTERN TIME

Thank you, Gary Chapman and Eddie Fritts. This has been a proud, historic year for American radio. During Operation Desert Storm, local radio stations gave tremendous support to our troops and their families. For all of them, let me thank you for the blood drives, the letter campaigns, and so much more that you did to lift our spirits during the Gulf crisis.

More recently American broadcasters helped deal the final blow to Soviet totalitarianism. The coup plotters cut Mikhail Gorbachev's telephone lines, but thanks to Gorbachev's "glasnost" reforms, they were unable to jam the radio waves. Brave and enterprising reporters -- many of them from N.A.B. member stations and affiliated networks -- gathered essential news that the coup plotters' controlled media dared not report. *Along with the BBC,* our Voice of America and Radio Liberty reached through the confines of Gorbachev's house arrest and relayed news possibly vital to his safety and to the recovery of his freedom.

But we must not rest on our laurels. America can't remain a radiant source of liberty around the world unless we renew our strength at home. After all, America is not just an economic machine or a military power. It is a civilization, and we all share responsibility for keeping our civilization healthy.

Historic events overseas recently have crowded American domestic issues out of the news broadcasts and headlines, but not off of my work docket.

I gave high priority to stewardship of our environment when I became president. I was fresh out of patience with the bickering within Congress which had delayed for a decade the strengthening of our Clean Air <sup>laws.</sup> ~~legislation.~~ Now we have that legislation, and it is giving Americans power to clean up the skies in our smoggiest cities.

I have also signed landmark legislation putting millions of handicapped Americans into the mainstream, and a family-oriented child care bill that protects the rights of parents and religious institutions.

These are just some first accomplishments on a demanding domestic agenda. If we are to renew America's core strengths, we must have an educational system worthy of our heritage and fit to transmit that heritage to future generations. Our public school systems are swollen with bureaucracy. They saddle parents with heavy tax burdens but give them little choice in their children's schooling.

My proposal to Congress, the <sup>America 2000</sup> Educational Excellence <sup>in Education</sup> Act, addresses both these problems. We want parents to gain unprecedented freedom to choose the schools their children attend, <sup>both public and private</sup> This will stimulate excellence in public, parochial and private schools. Our New American Schools project will encourage

Clean Air

American w/ Disabilities Act

Education

parents, students, and leaders in business, religious and community affairs to reinvent American education.

*Crime*  
Congress needs to act, too, on my crime legislation. Sexual violence and drug-related mayhem scar our nation and threaten our future. My proposals will make it easier to prosecute those who commit sexual violence against women and children. They'll also establish new protections for witnesses and guarantee the victim's right to address the court at sentencing.

*Drugs*  
After two years of intense work, our National Drug Control Strategy is showing results. Overall drug use has fallen 11 percent from 18 months ago. Cocaine use has fallen even more dramatically. In a few moments I will leave for Philadelphia, where I will visit a drug treatment center and offer my thanks to the volunteers and professionals who fight the drug battle on the front lines. And I'll continue my push for my crime bill, which sets tougher sanctions against drug kingpins.

*Housing*  
I am working for new programs to promote economic freedom and growth. Our Enterprise Zone legislation will bring new jobs to the inner cities. Our HOPE initiative will help low-income Americans own their own homes.

*Transportation*  
I'll fight schemes for needless taxation and spending. Some in Congress want to send me a pork-barrel transportation bill that raises gasoline taxes and mandates scores of projects that states don't need. That kind of legislation is headed straight for a roadblock -- my veto.

A president's most lasting domestic impact is in his judicial appointments. Judge Clarence Thomas, my nominee for the Supreme Court, is a man of courage, scholarship and common sense. I am looking forward to his giving fresh expression to the philosophy of our Constitution's Framers well into the 21st century. Consistent with this legal philosophy, I am asking Congress to reform our product liability and health care liability laws. The feeding frenzy of litigation is exacting an unwarranted toll on our economy. It threatens to bend our amicable ways into habits of contention and money-grubbing.

*Thomas*

*Tort reform*

*and we'll soon send legislation to the hill to implement our civil justice reform initiatives.*  
*medical malpractice systems*

America is a beacon of hope in the world because of our qualities as a civilization. But to carry this legacy forward we must give our children the education they deserve. We must drive violent criminals from our streets. We must free our economy from excessive taxation and bureaucratic meddling. We must keep our families healthy and whole.

If Congress will work with me to enact my domestic agenda, I am confident that the 21st century can be another proud "American century." With a healthy civilization at home, we will be not just a powerful nation. We will be, as our Founding Fathers envisioned, a model for the world. Thank you, and God bless the United States of America.

# # #

*infant mort.*

THE WHITE HOUSE

Office of the Press Secretary

EMBARGOED FOR RELEASE  
UNTIL 12:00 NOON C.D.T.  
1:00 P.M. E.D.T.  
MONDAY, MAY 13, 1991

May 13, 1991

*Proposed  
not enacted*

FACT SHEET

IMPROVING HEALTH FOR INFANTS AND CHILDREN

Improving the health of infants and children is an important objective of the Bush Administration. The prevention, immunization and Healthy Start initiatives are a vital part of the Administration's policy of investing in the future of our nation's children.

I. FOCUSING ON PREVENTION

Prevention offers the greatest opportunities for realizing a healthier America. The Bush Administration is vigorously pursuing a prevention strategy to realize that goal. The Administration's approach to improving infant and child health is part of this effort. Ten thousand of the nearly 40,000 infant deaths in America each year are preventable. Our generation has a responsibility to ensure that young people get as good a start in life as society can offer.

The Administration's Fiscal Year 1992 Budget recognizes the value of investment in prevention and in children. The Budget includes increased funding for:

*b4c  
Cancer  
is  
subject that  
is all  
over the  
news - might  
be good  
to mention*

	<u>increase</u>
○ the supplemental nutrition program for Women, Infants, and Children (WIC);	9.52%
○ breast and cervical cancer prevention;	52.4%
○ smoking cessation;	7.8%
○ physical fitness and nutrition programs;	13.9%
○ injury prevention;	13.3%
○ access to health care;	11.4%

- o lead poisoning prevention; 412.5%
- o substance abuse prevention; 5.1%

The Administration is also increasing evaluations of prevention and children's programs to ensure that Federal investments get the highest possible payoff.

**Childhood Immunizations**

Childhood immunizations are a vital prevention measure. Every year since the 1981-1982 school year, 95 percent or more of elementary students entering school are immunized against each of the vaccine-preventable diseases. However, much more needs to be done to protect pre-school children from vaccine preventable diseases; low immunization levels among pre-school children have led to measles outbreaks. In this regard:

*Also  
Big admin  
PR campaign  
around this  
issue*

- o For Fiscal Year 1992, the President has requested an additional \$40 million for the Centers for Disease Control's immunization program for a total of \$258 million -- an increase of 19 percent over 1991. Federal funding for immunizations has more than doubled since 1988.
- o Of this increase, \$35 million will be targeted to increasing immunizations of preschool children in low-income minority populations.
- o Three pilot demonstration projects -- in Chicago, Jersey City, and New York City -- are presently being funded to test "one stop shopping" for the children of low-income families needing immunizations.

*→ DPC mentioned*

**II. IMPROVING INFANT HEALTH**

The Administration's three-part strategy to improve infant health and to attack the persistent tragedy of infant mortality in the United States includes:

*Last week, networks reported on U.S.'s high inf. rate*

1. Increasing prenatal care and nutrition services for low-income pregnant women, focusing on treatment for damaging behavior such as smoking, alcohol and drug abuse.
2. Targeting services and programs to at least 10 communities with exceptionally high infant mortality rates.
3. Making the public, and especially would-be parents, aware of the sad fact that the behavior of parents often contributes to poor infant health.

## ***Background***

The U.S. has significantly reduced the infant mortality rate -- cutting the rate in half since 1970 to an estimate of 9.1 deaths per 1,000 live births in 1990. But the percent of low birthweight babies (babies who are more likely to die or face a lifetime of serious health problems) has remained essentially constant. Tragically, black infants are more than twice as likely to die as white infants. American Indian infants are 60 percent and Puerto Rican infants are 40 percent more likely to die than white infants.

One of the largest causes of infant health problems is individual behavior. For example, smoking during pregnancy leads to 10 percent of infant deaths and 25 percent of low birthweight babies; yet, over 20 percent of women continue to smoke during pregnancy. Infant health problems are particularly acute in communities overwhelmed by the near collapse of two-parent families, by shortages of available services, and by the use of crack cocaine and other illegal drugs in epidemic proportions.

## ***The Administration's Initiative to Reduce Infant Mortality***

### ***1. A broad-based effort to expand service use.***

Early access to prenatal care is critical to improving infant health, yet nearly 25 percent of mothers receive no prenatal care during the first trimester of pregnancy. Over 6 percent of women receive no care at all or wait until the third trimester to receive care.

As recently as 1988, some States set eligibility levels for pregnant women as low as 15 percent of poverty. The President proposed increasing that level, and signed legislation that would make all pregnant women and infants in families with incomes below 133 percent of the poverty standard eligible for Medicaid, an expansion that makes Medicaid available to more than two million women when they become pregnant. The initiative seeks to realize the potential for early prenatal care and also put in place targeted treatment programs.

The health initiative seeks to increase the frequency with which high-risk women seek prenatal care and develop new targeted treatment programs through the following measures:

- o improving participation in Medicaid among eligible pregnant women by 5 percent per year (60,000 women/infant pairs);
- o increasing the number of high-risk women who receive prompt, adequate prenatal care in community and migrant health centers;

- o increasing the number of pregnant women and infants who obtain adequate nutrition and healthcare referrals through the Women, Infants, and Children (WIC) supplemental nutrition program; and
- o integrating smoking and drug abuse cessation programs into public prenatal care and nutrition programs.

2. Target areas worst-hit by high infant mortality rates.

While the infant mortality rate in the United States has dropped in recent years, disparities between geographic regions of the country remain great -- ranging from a rate of 6.9 deaths of children less than one year old per 1,000 live births in Anaheim-Santa Ana, California to 23.2 such deaths in Washington, D.C. As part of the effort to reduce overall infant mortality, significant effort and resources must be committed to those areas where infant mortality rates are highest.

- o The Administration's Healthy Start initiative will target at least 10 communities with exceptionally high infant mortality rates. As announced in the April 17 Federal Register, the Federal government will fund programs that encourage high-risk women to seek more frequent prenatal care, establish new targeted treatment programs, and develop special initiatives that address non-financial barriers to prenatal care. The Administration has requested \$171 million in Fiscal Year 1992 to fund this program.
- o Programs in the targeted areas will be a testing-ground for new strategies that will serve as models for other communities throughout the country.

3. A national public education campaign.

In 1985, only 54 percent of women aged 18-44 knew that heavy drinking during pregnancy increases the chance of birth defects; only 52 percent were aware that smoking during pregnancy increases the chance of low birth weights. The health initiative will try to get the message out by:

- o cooperating with the National Advertising Council, employers and private insurers to stimulate free air-time for public service announcements;
- o targeting educational messages to schools, hospitals, community centers, business groups, and Healthy Mother-Healthy Baby networks in each state;

- o distributing maternal and child health handbooks to all pregnant women in publicly-funded programs;
- o providing information for expectant parents through a national toll-free hotline that is linked to local health care systems; and
- o developing a model program that encourages community awareness and involvement.

# # #

## AMERICA 2000: An Education Strategy

### Overview

AMERICA 2000 is a long-term strategy to help make this land all that it should be—a nine-year crusade to move us toward the six ambitious national education goals that the president and the governors adopted in 1990 to close our skills-and-knowledge gap.

The strategy anticipates major change in our 110,000 public and private schools, change in every American community, change in every American home, change in our attitude about learning.

This strategy is bold, complex and long-range. It will start quickly, but results won't come quickly. It will occupy us at least for the rest of this decade.

***We already know the direction in which we must go; the AMERICA 2000 strategy will help us get there.***

It will spur far-reaching changes in weary practices, outmoded assumptions and long-assumed constraints on education. It will require us to make some lifestyle changes, too. Yet few elements of this strategy are unprecedented. Today's best ideas, dedicated education reforms, impressive innovations and ambitious experiments already point the way. We already know the direction in which we must go; the AMERICA 2000 strategy will help us get there.

AMERICA 2000 is a national strategy, not a federal program. It honors local control, relies on local initiative, affirms states and localities as the senior partners in paying for education and recognizes the private sector as a vital partner, too. It recognizes that real education reform happens community by community, school by school, and only when people come to understand what

Education

AMERICA 2000

they must do for themselves and their children and set about to do it.

The federal government's role in this strategy is limited as—wisely—its part in education always has been. But that role will be played vigorously. Washington can help by setting standards, highlighting examples, contributing some funds, providing flexibility in exchange for accountability and pushing and prodding—then pushing and prodding some more.

The AMERICA 2000 strategy has four parts that will be pursued simultaneously. They can be visualized as four giant trains—big enough for everyone to find a place on board—departing at the same time on parallel tracks on the long journey to educational excellence. All four must move swiftly and determinedly if the nation is to reach its destination:

1. **For today's students**, we must radically improve today's schools, all 110,000 of them—make them better and more accountable for results.
2. **For tomorrow's students**, we must invent new schools to meet the demands of a new century—a New Generation of American Schools, bringing at least 535 of them into existence by 1996 and thousands by decade's end.
3. **For those of us already out of school and in the work force**, we must keep learning if we are to live and work successfully in today's world. A "Nation at Risk" must become a "Nation of Students."
4. **For schools to succeed**, we must look beyond their classrooms to our communities and families. Schools will never be much better than the commitment of their communities. Each of our communities must become a place where learning can happen.

THE WHITE HOUSE  
Office of the Press Secretary

For Immediate Release

March 15, 1989

FACT SHEET

BUILDING A BETTER AMERICA:  
PRESIDENT BUSH'S CHILD CARE PROPOSALS

Today the President submitted to the Congress legislation needed to implement three elements of his four-part plan for child care. The fourth component of the plan, a study by the Department of Labor to determine whether market barriers or failures are preventing employers from obtaining liability insurance necessary to provide child care on or near their employees' work-sites, already is underway. It will be completed before the end of the year.

The legislation transmitted to the Congress, the "Working Family Child Care Assistance Act of 1989" and the "Head Start Amendments of 1989," represents a significant, fiscally responsible step toward meeting the President's commitment to empower parents, especially low-income parents, to make critical decisions about their children's care.

A Philosophy Based Upon Parental Choice

The President's philosophy on child care was spelled out in his February 9, 1989, Message to the Congress, "Building a Better America."

"My philosophy with respect to child care is to put choice in the hands of parents and not in the hands of the State.... I will build a policy around parental choice. Particularly we must find a way to put a greater range of choices in the hands of low-income parents -- because they face the greatest difficulty in meeting the demands of work and family."

Building upon this philosophy, the legislation sent to the Congress today embodies four important principles:

1. Parents, who are best able to make decisions about their children's care, should have the discretion to make these decisions.

New Federal support for child care should go directly to parents. They, rather than bureaucracies or providers, should control the disposition of funds and decide what the greatest needs are for their children.

2. Federal policy should not discriminate against parents who work at home.

Federal policy now largely ignores the contributions and sacrifices in income made by two-parent families in which one spouse works at home to care for their children. Federal policy must correct this discrimination.

more

### Refundable Dependent and Child Care Tax Credit

The current credit would be made refundable so that low-income working families with little or no Federal income tax liability would benefit fully from it.

- o An additional one million families would benefit from this proposal.
- o The primary beneficiaries would be low-income, single working parents who incur child care expenses in order to work but who, unlike higher-income parents, do not now receive assistance in meeting these expenses through the tax code.
- o The current credit would be an alternative to the new child credit. For each eligible child, parents could claim the one credit that best meets their needs and circumstances.

The cost of the two proposals is estimated at \$187 million for FY 1990, increasing to \$2.5 billion by FY 1993.

### The Head Start Amendments of 1989

This legislative proposal would increase the FY 1990 authorization for Head Start to provide \$250 million more than the FY 1989 appropriations level.

- o This increased funding would enable Head Start to meet the President's commitment to serve more poor four-year-olds.
- o The proposed expansion would increase the range of choices available to poor families in meeting their child care needs, but it would also do much more. Through a comprehensive approach that provides educational, medical, nutritional, and social services to children at risk of falling behind, Head Start gives poor children a better start in life. The newly participating four-year-olds would be able to carry the gains made in Head Start directly into kindergarten.
- o Because Head Start emphasizes parental and community involvement, the President's proposal would also benefit the families of the newly participating children and afford concerned volunteers the opportunity to devote time and effort to improving the lives of some of our nation's most vulnerable citizens.
- o Up to 95,000 more poor four-year-old children and their families could be served, increasing by a third the number of poor children in this age group participating in Head Start.

3. Federal policies should act to increase, not decrease, the range of child care choices available to parents.

There is no such thing as "one size fits all" child care. Some parents want child care provided in the atmosphere of religious values, while others seek the familiarity, warmth, and informality of care by relatives, friends, and neighbors. Still others may prefer center-based care. Federal policy should expand the range of choices available to parents, not limit them by biasing Federal support toward one kind of care. Costly Federal regulations would increase the cost and reduce the supply of care available to parents.

4. New Federal assistance should be targeted to families most in need.

Balancing the competing demands of work and family life is often hardest for low-income families with young children. In a period of fiscal constraint, scarce Federal resources must be provided to these families, who are most in need.

#### The Working Family Child Care Assistance Act of 1989

This legislative proposal includes two major changes to the tax code designed to provide needed assistance directly to low-income families to assist them in meeting their child care needs.

#### New Child Tax Credit

Low-income families in which a parent works would be eligible for a tax credit of up to \$1,000 per child under age four. It would be refundable, and thus available to families who have no income tax liability. The credit would equal 14 percent of earnings up to the maximum credit of \$1,000 per child. It would be phased out over a \$5,000 range. In tax year 1990, the credit would be phased out as taxpayers' incomes increased from \$8,000 to \$13,000. This phaseout range would increase to between \$15,000 and \$20,000 by 1994.

- o 2.5 million families would be eligible for the credit initially; 3.5 million, when the credit was fully implemented.
- o Two-parent families in which one parent stays at home to care for the children, single working parents and dual-earner couples with children would all benefit from the credit.
- o Families would be free to choose the kind of child care that best suits their needs -- care through churches, relatives, neighbors, or child care centers.
- o The credit would be provided in addition to the Earned Income Tax Credit (EITC) and would be available, as the EITC is, in advance as a payment in parents' paychecks.

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# Status of Major Legislation

## 101st Congress

(as of Dec. 7, 1990)

Bill and Background	House	Senate	Final
<b>Reconciliation.</b> (HR 5835 — H Rept 101-964) The reconciliation bill will achieve \$28 billion in deficit reduction in fiscal 1991 and \$236 billion over five years through tax increases, user fees and savings in entitlements and other mandatory programs. It also includes significant changes in the Gramm-Rudman deficit-reduction process. ( <i>Provisions, p. 4012; Weekly Report, p. 3710</i> )	HR 5835 passed 10/16/90	HR 5835 passed 10/19/90	HR 5835 cleared 10/27/90 President Bush signed 11/5/90 PL 101-508
<b>Child-Care Programs.</b> (S 5, HR 3, HR 5835 — H Rept 101-964) Child-care provisions attached to HR 5835, the reconciliation bill, authorize \$750 million in fiscal 1991, \$825 million in 1992 and \$925 million in 1993 for block programs to states to provide child-care services and to help poor parents pay for child care. Funds can also be used to improve early childhood development. ( <i>Weekly Report, p. 3721</i> )	HR 3 passed 3/29/90	S 5 passed 6/23/89	HR 5835 cleared 10/27/90 President Bush signed 11/5/90 PL 101-508
<b>Family and Medical Leave.</b> (HR 770) HR 770 would have required companies with 50 or more employees to offer 12 weeks a year of unpaid leave to employees caring for a newborn or a sick parent or spouse. Workers with a serious illness could have taken up to 12 weeks a year of disability leave. ( <i>Weekly Report, p. 2405</i> )	HR 770 passed 5/10/90	HR 770 passed 6/14/90	HR 770 cleared 6/14/90 President Bush vetoed 6/29/90 House sustained veto 7/25/90
<b>Disabled Anti-Discrimination.</b> (S 933) The Americans with Disabilities Act extends to the disabled those rights already guaranteed to women and racial, religious and ethnic minorities under the 1964 Civil Rights Act. ( <i>Provisions, Weekly Report, p. 2437</i> )	S 933 passed 7/12/90	S 933 passed 7/13/90	President Bush signed 7/26/90 PL 101-336
<b>Oil-Spill Liability and Compensation.</b> (HR 1465 — H Rept 101-653) The bill provides for comprehensive oil-spill liability and compensation, cleanup and prevention measures, and leaves states free to maintain their own oil-spill cleanup funds and enforce their own liability laws. ( <i>Weekly Report, p. 2590</i> )	HR 1465 passed 8/3/90	S 686 passed as HR 1465 8/2/90	President Bush signed 8/18/90 PL 101-380
<b>Age Discrimination in Employee Benefits.</b> (S 1511) The bill bans age discrimination in employee benefits unless such bias is due to age-based cost differences. The bill effectively overturned a 1989 Supreme Court decision allowing age discrimination for certain benefits. ( <i>Weekly Report, p. 3216</i> )	S 1511 passed 10/3/90	S 1511 passed 9/24/90	S 1511 cleared 10/3/90 President Bush signed 10/16/90 PL 101-433
<b>Vocational Education Reauthorization.</b> (HR 7 — H Rept 101-660) The bill reauthorizes vocational education programs through fiscal 1995, urges coordination between high schools and postsecondary programs, and abolishes set-asides for specific groups. ( <i>Weekly Report, p. 2921</i> )	HR 7 passed 9/13/90	HR 7 passed 8/2/90	President Bush signed 9/25/90 PL 101-392
<b>Campaign Finance.</b> (S 137, HR 5400) The Senate bill would have eliminated political action committees, established voluntary state-by-state spending limits and, to encourage participation, offered campaigns low-cost mail, free television time and extra funds to fight opponents who exceed the limits. The House bill would have capped spending in House races at \$550,000 per candidate for the general election with free broadcast time and reduced mailing costs as incentives. ( <i>Weekly Report, p. 3685</i> )	HR 5400 passed 8/3/90	S 137 passed 8/1/90 S 137 passed as HR 5400 9/18/90	
<b>Textile, Apparel and Footwear Trade.</b> (HR 4328) The bill would have limited imports of textiles and apparel to an annual growth rate of 1 percent using 1989 as a base and would have frozen imports of non-rubber footwear at the 1989 level. ( <i>Weekly Report, p. 3405</i> )	HR 4328 passed 9/18/90	HR 4328 passed 7/17/90	HR 4328 cleared 9/18/90 President Bush vetoed 10/5/90 House sustained veto 10/10/90
<b>Paperwork Reduction Reauthorization.</b> (HR 3695, S 1742) Both bills would have reauthorized the Paperwork Reduction Act of 1980, but the Senate bill would also have limited regulation by the Office of Management and Budget. The House would include similar provisions in a side deal with the administration but not in HR 3695. ( <i>Weekly Report, p. 3699</i> )	HR 3695 passed 10/23/90	Governmental Affairs approved S 1742 6/7/90	

## SOCIAL POLICY

# Families Gain Help From Hill On Child Care, Medicaid

*Lawmakers vote big expansions in federal aid  
to help poor households with children*

In the waning hours of the 101st Congress, members finally put their money where their mouths had been for nearly two years, clearing a host of bills to benefit the nation's poor children.

By far the most visible was a child-care package, estimated to cost \$22.5 billion over five years, that was folded into the budget-reconciliation bill (HR 5835). One of Congress' top domestic priorities and the first child-care legislation to clear in 19 years, the measure had been tangled for months in an ideological and jurisdictional snarl that was tightened by repeated presidential veto threats. (*Child-care accord, Weekly Report, p. 3605*)

But in the days preceding adjournment, lawmakers also cleared several other bills aimed at improving the health and social status of children from low-income families, including:

- As part of the reconciliation bill, a total of \$1.1 billion in child-related program expansions were approved for Medicaid, the joint federal-state health program for the poor. The provisions would ultimately require Medicaid coverage for all children in families with incomes at or below the federal poverty threshold. They also mandate outreach programs that would allow eligible families to apply for Medicaid at places other than local welfare offices. (*Medicaid, p. 3718*)

- An omnibus human services reauthorization bill (HR 4151), which, if fully funded, would by 1995 permit all eligible preschoolers to participate in the popular Head Start program. The fiscal 1991 spending bill for the Departments of Labor, Health and Human Services (HHS), and Education gave a \$400 million funding boost to the program over its fiscal 1990 level, appropriating a total of \$1.95 billion.

- Also as part of the omnibus human

*By Julie Rovner*



R. MICHAEL JENKINS

**For the first time in 19 years, Congress cleared legislation greatly expanding federal assistance for child care.**

services bill, a total of \$60 million was authorized for a series of programs aimed at better integrating and coordinating federal, state and local programs for children and teenagers.

- As part of the reauthorization of the Stewart B. McKinney Homeless Assistance Act (HR 3789), Congress authorized \$5 million annually to help provide health services to homeless children. (*McKinney Act, p. 3755*)

### A Children's Year?

"This has probably been as good a year for children as any since 1965," the height of Lyndon B. Johnson's Great Society, said Sen. Christopher J. Dodd, D-Conn. Dodd, who chairs the Labor and Human Resources Subcommittee on Children, Family, Drugs and Alcoholism, sponsored or cosponsored most of the children's bills in the Senate.

Rep. Thomas J. Downey, D-N.Y., acting chairman of the Ways and Means Subcommittee on Human Resources, agreed. Downey was a key architect of the tax provisions of the child-care package, which benefit the working poor through a five-year, \$12.4 billion expansion of the earned-income tax credit (EITC).

"We have codified the idea that work should pay and every step of the

way should be rewarded," he said.

But other congressional advocates for children were less pleased. "There's some good starts," said Rep. George Miller, D-Calif., chairman of the Select Committee on Children, Youth and Families. But in general, he said, "we probably overpromised and underdelivered."

More than the children's Congress, said Miller, the 101st "turned out to be the oil and gas Congress," a reference to some of the tax breaks included in the final budget-reconciliation bill that forced elimination of some of the child-health provisions included in the House-passed version.

Miller said a Congress that produced only a small increase in the minimum wage and failed to pass legislation guaranteeing the right of new parents to take unpaid job leaves could hardly be called landmark.

But what was most surprising about the flurry of child-related legislation was not that Congress cleared it all, but that members waited so long.

In the 1988 campaign, both Republican George Bush and congressional Democrats sought to portray themselves as deeply concerned about families and children.

Responding to a series of polls showing increasing concern about the future of the nation's children, House Democrats in early 1988 devoted their entire annual retreat at West Virginia's Greenbrier resort to a discussion of children's issues.

Later that year, candidate Bush called for a "kinder, gentler America," promising, among other things, full funding of Head Start and increased Medicaid coverage for children.

### Fast Start in Senate

Turning promises into policy proved more difficult than either side anticipated. Nowhere was that more apparent than in the trials and tribulations of the child-care bill.

At the urging of newly elected Majority Leader George J. Mitchell, D-Maine, the Senate buckled down to work quickly, with the Labor and Human Resources Committee approving S 5, the Act for Better Child Care, or ABC bill, in March 1989.

But administration officials immediately vowed that Bush would veto ABC, which featured a new grant pro-

Head  
Start

gram to the states and minimum standards for child-care providers. Instead, Bush called for expanded tax credits for low-income families.

Ironically, the centerpiece of the Bush child-care plan, an increase in the EITC, was already being touted by congressional Democrats as a way to aid the working poor.

More than a month before Bush unveiled his child-care plan, Downey and Sen. Al Gore, D-Tenn., introduced bills to dramatically expand the EITC, which provides the equivalent of a wage subsidy for low-income families with children. Downey introduced the measure as a follow-up to his 1988 success in enacting a welfare-reform bill aimed at getting aid recipients into the work force.

Regardless of which side first put the EITC on the agenda, it became clear to Senate leaders that the ABC bill could not pass without a tax component.

So the Finance Committee, on which Mitchell serves, quickly fashioned a tax package that included both an EITC increase and a new credit — the brainchild of Chairman Lloyd Bentsen, D-Texas — to help low-income families purchase health insurance for their children.

#### Trouble in the House

After the Senate passed S 5 that June, action moved to the House, where the trouble began.

Downey and Miller, early supporters of the ABC bill, decided that the combination of Bush's veto threat and Republican opposition made that measure a non-starter in the House.

So they drafted their own plan, which included the EITC increase from their working-poor bill and a new, earmarked entitlement within the Social Services Block Grant, Title XX of the Social Security Act.

Downey and Miller argued that, given the state of the budget, it would be better to make new child-care assistance an entitlement, for which funding would be assured, rather than an authorization, such as ABC, which would be subject to annual appropriations.

That was not the view of the House Education and Labor Committee, although Miller serves on that panel. The committee quickly approved its own version of the ABC bill, while Ways and Means approved the Downey-Miller plan.

The competing House plans were both included in the fiscal 1990 budget-reconciliation bill, but the Senate that year declined to consider any ex-

traneous issues, and the measure was ultimately dropped in conference. (1989 Almanac, p. 203)

The House in March 1990 passed a free-standing child-care bill (HR 3) that included the Title XX program rather than the ABC portion.

#### Conference Battles

However, when the bill went to a House-Senate conference in June, conferees from the House Education and Labor and Senate Labor and Human Resources committees quickly restored a somewhat altered ABC plan.

In the meantime, Ways and Means and Finance conferees continued to squabble throughout the summer and early fall. Ways and Means members did not like Bentsen's child health insurance credit, while Finance members objected to earmarking a portion of Title XX funds.

A major hurdle was overcome when Finance offered instead of the Title XX

**"This has probably been as good a year for children as any since 1965."**



—Sen. Christopher J. Dodd, D-Conn.

provision to create an entitlement program within Title IV of the Social Security Act, which pays for Aid to Families with Dependent Children and other child-welfare programs. Ways and Means accepted that idea, but wanted to put significantly more money into it (\$2 billion over five years) than Finance offered (\$1.25 billion).

That was where things stood until the Finance Committee in October decided to put its child-care provisions into the reconciliation bill in an attempt to make that measure seem less punitive to lower-income families.

Dodd and Senate Labor Committee Chairman Edward M. Kennedy, D-Mass., over the weekend of Oct. 13 reached agreement with the White House on the ABC portion of the program, renamed the child-care development block grant.

Although at \$2.5 billion over five years the funding was not as high as in the original Senate bill, Dodd considered it a victory. He said that "in the

midst of \$500 billion in deficit reduction, to get [White House budget director] Richard Darman and [Bush Chief of Staff] John Sununu to agree to this is a significant accomplishment."

Under a serious time crunch for the first time in the negotiations, Ways and Means and Finance soon reached agreement as well, wrapping up their \$18.3 billion tax package in the early hours of Oct. 26.

The compromise left in Bentsen's child-health credit, which will amount to \$5.2 billion over five years, and funded the new Title IV entitlement at \$1.5 billion over five years.

Conferees also authorized \$200 million over five years for grants to states to help improve the quality of child care.

The last item in the bill was not resolved until later that evening, when administration officials objected to a provision of the agreement that would have increased by \$500 the standard deduction (used by taxpayers who do not itemize) for families with children under age 1.

Although a "wee tot" allowance was a key demand of the administration, officials argued that the standard deduction increase would not help low-income families and would not encourage mothers to stay at home with their children, which was the intent. Instead, the final package replaced the standard-deduction change with a special increase in the EITC for families with infants, adding up to \$700 million over five years.

#### Budget Squeeze Remains

Although the bulk of the child-care bill will benefit families with relatively low incomes, Dodd said provisions in the measure to help states beef up standards for caregivers will be of significant assistance to those further up the income ladder.

For too many parents, he said, "day after day there is this nagging angst that you're about to leave your most precious possession in the world with a virtual stranger."

But in light of the budget situation, it is an open question whether the child-care program — or any other programs for children — will be able to grow as soon or as large as sponsors had hoped.

"We laid down a big foundation on child care," said Miller, but "it appears this budget will make it far more difficult to carry out an agenda for children. The rules are pretty tough on appropriations. You get to compete with everything else." ■

quires discounts of at least 10 percent on generic drugs in 1991 through 1993, rising to 11 percent in 1994 and 1995.

**Final House action:** The House approved the conference report on HR 5835 on Oct. 27.

**Final Senate action:** The Senate approved the conference report on HR 5835 on Oct. 27, clearing the bill for the president.

**Related stories:** Final action, p. 3718; conference action, Weekly Report, p. 3606; background, p. 3220.

#### **Issue: Medicaid expansions**

**Bottom line:** As part of the deficit-reduction bill (HR 5835 — H Rept 101-964), Congress approved \$2.3 billion in program expansions and other changes in Medicaid, the joint federal-state health program for the poor.

**Synopsis:** The failed White House-Congress budget summit agreement called for \$2 billion in program expansions for Medicaid to offset the increased out-of-pocket costs it would have imposed on Medicare beneficiaries with incomes near the poverty level. The final package increased Medicare beneficiary costs by only a third as much, so the House and Senate decided to increase Medicaid spending not only for the low-income elderly but also for low-income women and children and the mentally retarded. Major expansions would speed up and add to a program under which Medicaid pays Medicare cost-sharing (premiums, coinsurance and deductibles) for beneficiaries who are poor but not poor enough to otherwise qualify for Medicaid. The plan also would require states, one year at a time, to provide Medicaid coverage to children up to age 18 in families with incomes below the federal poverty line. Currently, only children up to age 7 must be covered. And the plan would create two new "capped" entitlements within Medicaid: one to provide home care to frail elderly people who might otherwise require institutionalization and another to provide home- and community-based services to the mentally retarded.

**Final House action:** The House approved the conference report on HR 5835 on Oct. 27.

**Final Senate action:** The Senate approved the conference report on HR 5835 on Oct. 27, clearing the bill for the president.

**Related stories:** Final action, p. 3718; conference action, Weekly Report, p. 3606; background, p. 3508.

#### **Issue: Child care**

**Bottom line:** As part of the deficit-reduction bill (HR 5835 — H Rept 101-964), Congress approved \$18.3 billion in tax credits and \$4.25 billion for new grant programs over five years to help low- and moderate-income families cope with the costs of child care and to help states improve the quality and availability of such care.

**Synopsis:** Legislation to increase federal aid for child care was one of the 101st Congress' top domestic priorities, and both chambers passed child-care bills in 1989. But sponsors had difficulty coming up with a final version that suited warring committees in the House as well as the Bush administration. In the end, the White House backed off its threats to veto any major new grant program. And the internal House fight over whether a new grant program

should be subject to the regular appropriations process or be an entitlement, with funding guaranteed, was settled in a time-honored way — lawmakers decided to do both. The result is a three-year, \$2.5 billion authorization for grants to states to help pay for care for families with incomes below 75 percent of the state's median income, as well as a five-year, \$1.5 billion entitlement program within Title IV of the Social Security Act to help provide care for low-income families not quite poor enough to qualify for welfare.

**Final House action:** The House approved the conference report on HR 5835 on Oct. 27.

**Final Senate action:** The Senate approved the conference report on HR 5835 on Oct. 27, clearing the bill for the president.

**Related stories:** Final action, p. 3721; conference action, Weekly Report, pp. 3605, 3511.

#### **Issue: AIDS emergency relief (S 2240 — PL 101-381)**

**Bottom line:** Congress in August passed legislation authorizing emergency funding to help hard-hit cities and states cope with the burgeoning costs of the AIDS epidemic, but only \$221 million of the \$875 million the bill authorized was appropriated.

**Synopsis:** Congress on Aug. 4 cleared for President Bush legislation authorizing emergency aid to the cities hardest hit by the epidemic, grants to states to help create and operate treatment programs, and grants to provide early intervention services for those with AIDS and HIV, the AIDS virus. However, because the bill was not yet law when the House passed the fiscal 1991 spending bill (HR 5257) for the Departments of Labor, Health and Human Services (HHS), and Education in July, it did not include funds for the new programs. The Senate subcommittee handling the Labor-HHS bill, squeezed in allocating spending, earmarked no new funds for them either. That touched off a nasty funding battle between AIDS groups, which wanted to find funds by paring other health and education programs in the bill, and groups representing the programs the AIDS groups wanted to cut. In the end, the Senate came up with approximately \$40 million for the new programs, a figure that was increased in conference to \$221 million.

**Final House action:** The House gave final approval to the conference report on HR 5257 on Oct. 26.

**Final Senate action:** The Senate gave its final assent to the conference report on HR 5257 later Oct. 26, clearing the measure for the president.

**Related stories:** Labor-HHS appropriations bill final action, Weekly Report, p. 3607; Senate passage, p. 3419; AIDS relief bill provisions, p. 2683; AIDS bill cleared, p. 2594.

#### **Issue: Americans with Disabilities Act (S 933 — PL 101-336)**

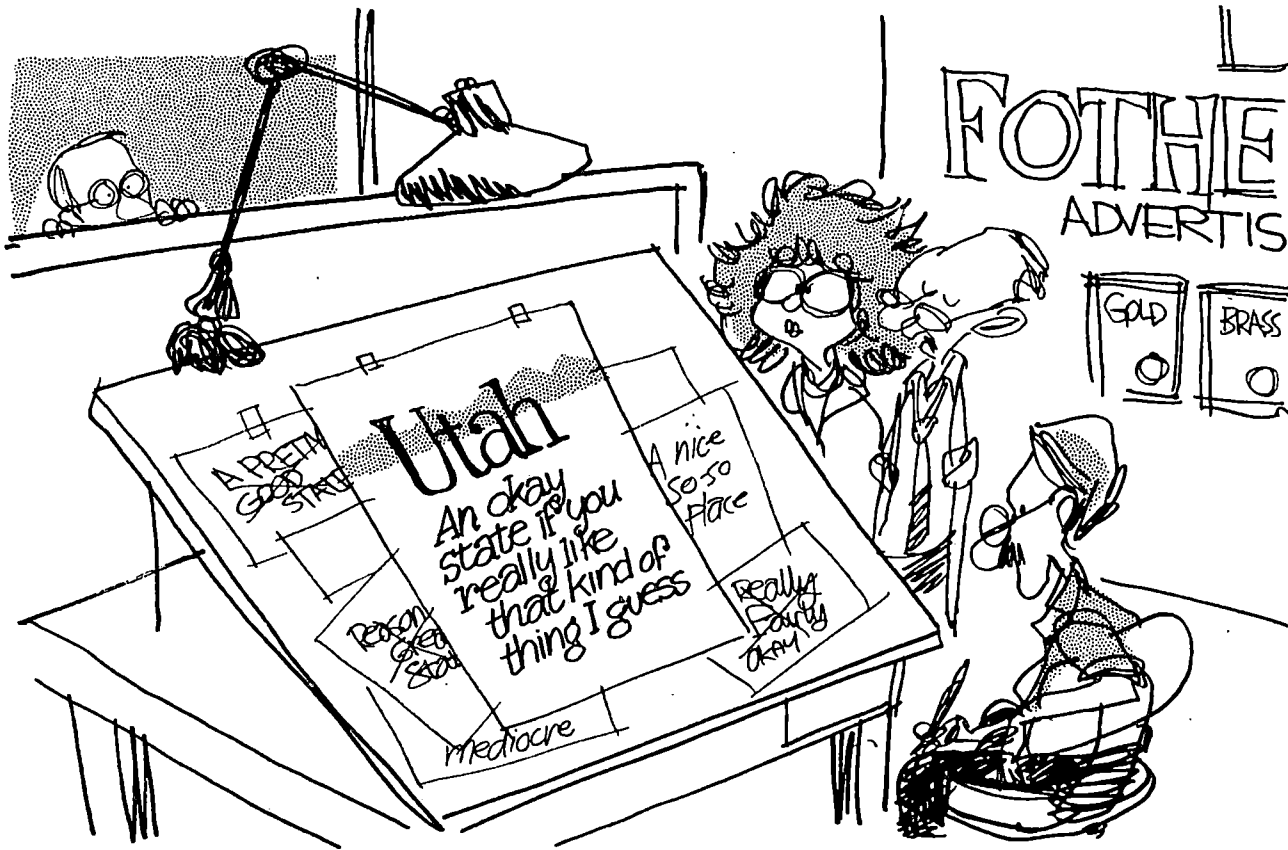
**Synopsis:** The Americans with Disabilities Act (ADA) prohibits discrimination on the basis of disability in employment, public services and public accommodations. But it goes well beyond that, requiring employers to make "reasonable accommodations" for disabled workers, and stores, restaurants, doctors' offices and other facilities to make "readily achievable" modifications to accommodate

*A pretty, great state*

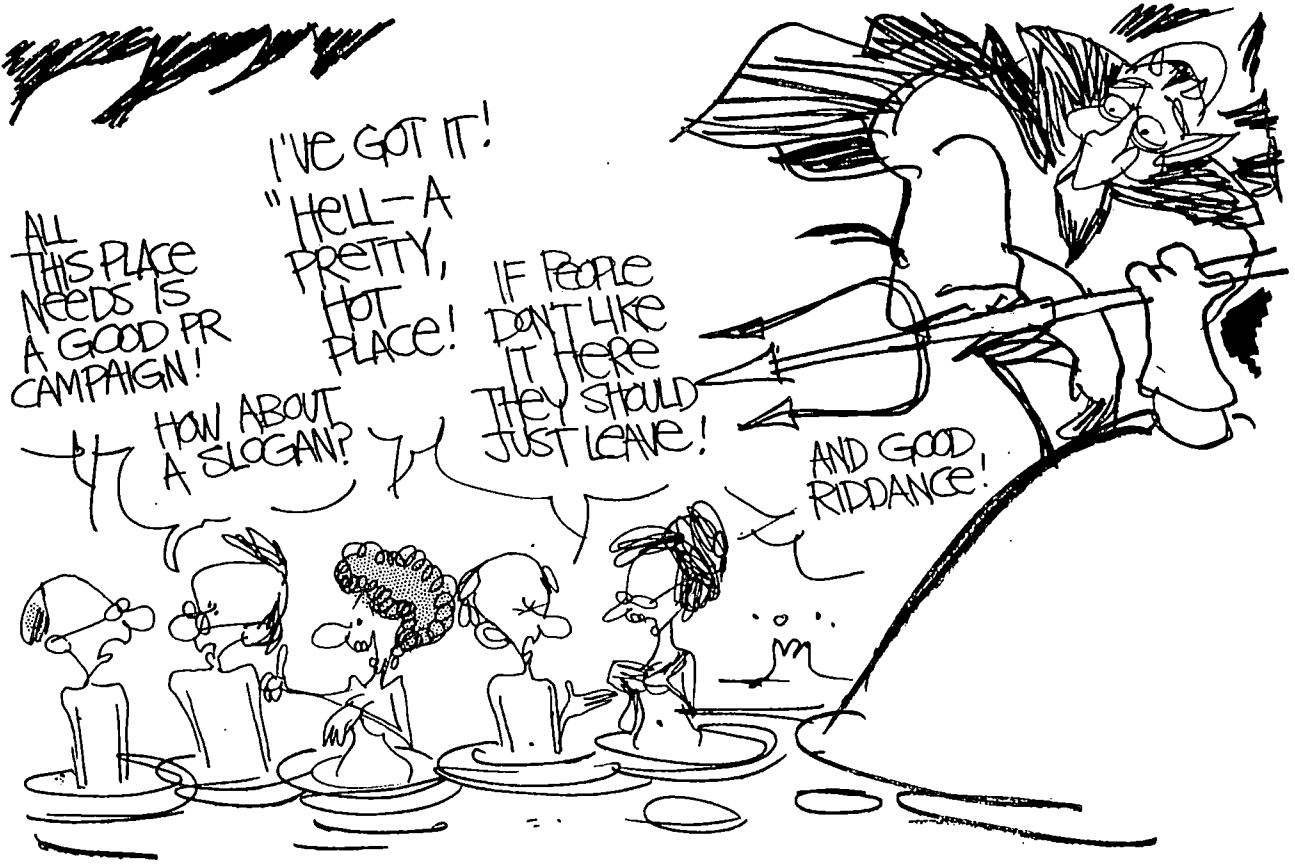
**“Oh My Heck!”**  
*A pretty, great cartoon book*

*by Pat Bagley*

Signature Books  
Salt Lake City  
1988



"I think it needs a comma."



ALL THIS PLACE NEEDS IS A GOOD PR CAMPAIGN!

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el idea!"



**P**at Bagley was born in Salt Lake City a scant 32 years ago. In that short time he has posted some impressive accomplishments—he has never been defrocked of his TV ministry; countless investigations have failed to link him with Oliver North; and he has never had to deny that he is Elvis's love child.

Currently, Mr. Bagley is the editorial cartoonist for the *Salt Lake Tribune*. His cartoons have also appeared in *Time*, *The National Review*, the *Washington Post*, and the *Best Editorial Cartoons of the Year* for 1988. He is the author of the best-selling *Treasures of Half-Truth* (Signature Books, 1986). He is married to the former Wendy Winegar and is especially well loved by dogs and small children.

ISBN: 0-941214-68-0

\$5.95

Mar. 15 / Administration of George Bush, 1989

Youth Entering Service, to involve our kids in the communities. My friends, our children can make the 21st century a new American century. So, let's help them, guide them. And let us understand that we are one community—proud, united, and unafraid of the future.

A quote is attributed to Albert Einstein saying: "Everything that is really great and inspiring is created by individuals who labor in freedom." For more than 200 years, Americans have invested their labor, their talent, their compassion, and their vision to preserve freedom, to seize the moment and sustain our way of life. And I ask you, with America's tomorrow at stake, can we do anything less today?

## Nomination of Rockwell Anthony Schnabel To Be an Under Secretary of Commerce

March 16, 1989

The President today announced his intention to nominate Rockwell Anthony Schnabel to be Under Secretary of Commerce for Travel and Tourism. He would succeed Charles E. Cobb, Jr.

Since 1985 Ambassador Schnabel has been the United States Ambassador to Finland. Prior to this he served as deputy chairman of the investment banking firm of Morgan, Olmstead, Kennedy & Gardner, Inc., in Los Angeles, CA, 1983-1985. In 1965 he joined Bateman Eichler, Hill Richards, Inc., serving in various senior manage-

God bless you all. Thank you very much for letting Barbara and me come to this outstanding dinner. We are very grateful to you. And God bless the United States of America. Thank you very much.

*Note: The President spoke at 8:16 p.m. in the Grand Ballroom at the J.W. Marriott Hotel. He was introduced by Peter F. McCloskey, president of the association. Rev. Joseph M. McCloskey delivered the invocation. In his remarks, the President referred to William G. Little, chairman of the board of the association; Representative Jerry Lewis of California; and the late Representative William A. Steiger of Wisconsin.*

ment positions, including president of the firm's holding company. He has been very active in a number of civic, political, professional, and cultural organizations in Los Angeles, CA.

Ambassador Schnabel was born in 1936 in Amsterdam, The Netherlands, and attended Trinity College, 1952-1956. In 1957 he relocated to the United States and subsequently became a U.S. citizen and served in the U.S. Air National Guard Reserve, 1959-1965. Ambassador Schnabel is married and has three children.

## Remarks at a Luncheon Hosted by the Forum Club in Houston, Texas

March 16, 1989

*The President.* Well, thank you all for that warm welcome back; and thank you, Dick, for the introduction, sir. I thank you and Dick Johnson for putting this little lunch together. I never saw such a wonderful crowd. They say that Texas is a state of mind, but it's still good to set both feet

down on Texas earth and come back home to Houston. And I'm very pleased to be here.

This is my first trip back to the State since taking the oath of office some 55-56 days ago. My mind raced back as I was coming in on beautiful Air Force One to

about 29 years ago at a medical center. I was there awaiting the arrival of Dorothy. And no one is not expecting, and I think her arrival was a bit askewed, but she

But in any event, I was at this Forum Club. I contributed so much to the important issues. I'm delighted that Barbara, past president of the Forum, is handling a difficult task of communicating with those who know the people in this industry. And let me just say that I'm proud of the person at the command of the team to take risks; with the regulatory changes, terms of job creation, also on a very positive note to have someone who can take the shoes off with a moment's notice. So here with us to be proud of the job. Dick O'Shields and I thank Judge Limon, and Lee, for welcoming me.

And I take great pride in being here in Houston. Houston is the corner. I've loved it. They're impressive. In the month and near the area in the past, the unemployment rate is almost 10 years ago. And I'm proud of what is being built. The base. And I've told you that we're here. We are making it. I came to Houston because of the Lubbock. [Laughter]

We're working. We can, indeed, balance the Federal spending with our budget, we'll have

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about 29 years ago, approximately—saw the medical center. And Barbara, I recall, was there awaiting the birth of our daughter, Dorothy. And now Barbara is not here—she is not expecting, but our dog is. [Laughter] And I think her priorities may be slightly askewed, but she doesn't. [Laughter]

But in any event, I am pleased to be back at this Forum Club, which has really contributed so much to the public debate on the important issues of the day. And I am delighted that Bob Mosbacher is with me, a past president of the Forum Club, now handling a difficult assignment there as Secretary of Commerce—not surprisingly for those who know him, and that's most of the people in this room—doing a superb job. And let me just say this: It's nice to have a person at Commerce who understands firsthand what it means to have built a business, to take risks; who understands that excessive regulation can be counterproductive in terms of job creation in this country. And also on a very personal side, it is very nice to have someone who you can kick your shoes off with and discuss the problems of the moment. So, I'm delighted that he is here with us today, and you should all be proud of the job he is doing. In addition to Dick O'Shields and Dick Johnson, I want to thank Judge Lindsay, Mayor Kathy Whitmire, and Lee Hogan for being here and welcoming me.

And I take great pride in what's happening here in Houston and, indeed, in our State. Houston has clearly turned the corner. I've looked at the statistics, and they're impressive: 280 new companies last month and nearly 90,000 new jobs in the area in the past 2 years. And the unemployment rate is almost half what it was just 2 years ago. And best of all, the new Houston is being built on a very broad economic base. And I've come here to Texas to tell you that we're hard at work in Washington; we are making progress. By the way, I came to Houston to share that news with you because they already heard it out in Lubbock. [Laughter]

We're working to drive down the deficit. We can, indeed, we must; but we can bring Federal spending under control and into balance with our resources. And under our budget, we'll have \$80 billion in new reve-

nue in 1990. You don't touch the tax structure, and you have \$80 billion more in revenues to the Federal Government. We can stay on track to meet these Gramm-Rudman targets, and we can do it without raising the taxes on the working man and woman of this country. The key to building a better America is realistic—it's a realistic and workable budget, like the one we sent up to the Congress 5 weeks ago.

We're working now on a plan that will help developing nations cope with the burden of debt, a solution that promotes growth and stability in world markets. And frankly, it isn't just Latin America—take a look at Africa; take a look at Eastern Europe. Other countries have staggering debt problems; and we of the United States have to take the lead; and indeed, under the [Secretary of the Treasury] Brady ideas at the end of last week, we have stepped out to take the lead in trying to bring some solution to that very complex problem.

We're waging a war on drug abuse on every front—just gearing up now with our new drug czar in place—more effective education and awareness efforts to dry up the demand for illegal drugs, tougher law enforcement and interdiction to cut off suppliers and put the dealers behind bars where they belong. It's not going to be done just by the Federal Government. I might say parenthetically that I do want to find a solution to the so-called AK-47 assault weapon problem, one that protects the rights of the legitimate sportsman, but also protects the lives of our police officers who are laying their lives on the line for us every single day.

But as I say, this problem isn't a problem just for the Federal Government. I know that some may know the phrase, a Thousand Points of Light. In Washington, one wag called it a thousand pints of Lite, and I took umbrage with that. But I'm going to keep talking about a Thousand Points of Light because it is this volunteer spirit of American helping American that really has the most to do about solving this drug problem. And I salute Houston—with Houston Crackdown, a program that is such an effort of elected officials joining leaders in the community and education and labor and

business and whatever to do something about this.

Another problem: We're working to establish a 6-month training wage as part of a package that raises the minimum wage from \$3.35 to \$4.25 an hour. And let me be clear and send this message to those Members of Congress that might be tuned in: \$4.25 is my first and last offer. There will be no compromise on that figure. Anything higher will actually cost jobs by raising costs for many employers and will have an adverse effect on inflation and on productivity. A training wage does just the opposite. It provides the now-jobless, especially youth and minorities, a chance, a handhold on the economic ladder, a means of moving up.

And we're working on a serious problem that Texans are aware of—the threat to our financial system that's posed by insolvent savings and loans. Less than 3 weeks after taking office, we were faced with the enormity of this problem, and I announced a comprehensive set of proposals to take effective action on this problem. And we must clean up the S&L system so that the questionable practices and the outright illegalities that caused the current crisis will never happen again.

Nationwide, insolvent S&L's still in operation are incurring operating losses at a rate of about \$300 million a month. That's almost \$1 million during the course of this lunch. And if I speak too long, you can make that \$2 million—during the course of this lunch. It's a very serious problem. Some of these savings and loan—the innocent victims—have changed economic times, but some, an outright violation of the norms of reasonable business behavior. Three weeks ago, I sent the Congress a bill that will enable us to take action to halt the dollar drain and move forward on stabilizing our savings and loan system. It is a sound and comprehensive plan. It has been well received. And I want to see that bill passed with its central provisions intact within the 45-day timeframe which I have challenged Congress to act upon—and there's no excuse for delay.

Once the legislation is enacted, we must turn our attention to careful and responsible handling of the assets of the failed S&L's. Let me be clear on a key point:

Insured depositors, those across our great State and across this country whose deposits are insured, are not at risk. They are fully protected and will continue to be fully protected by Federal guarantees. Our solution must ensure the least possible disruption to local markets and, at the same time, keep costs to a minimum. And let me say clearly: We must see to it that those S&L officials guilty of criminal actions are pursued and punished for the losses that they've caused.

These are serious challenges, ticking time bombs that we need to defuse without delay, and we're trying to do just exactly that. These are by no means the only issues that demand leadership and prompt action. We're entering the 1990's, a horizon decade, threshold to a whole new century.

For people my age, and for people a good deal younger, the 21st century has been the place in our minds that we put all the fantastic ideas, all the discoveries and inventions we couldn't dream of experiencing in our own time. The 21st century was just another name for a future that seemed as distant as a voyage to the Moon. Here in Houston, we have a better sense of how we can cover that distance and transform a distant future into our destiny. The truth is the 21st century isn't far away at all. I graduated from school in the class of 1942. Our first graders today will be the class of 2000. The 21st century is here in our kids. The essential question today: What are we doing to prepare for the new world that begins 11 short years from now? And that's what my agenda is all about. Building a better America means laying the foundations today for the kind of future that we want.

Preparing for our future means investment in our economy and in our schools. It means safeguarding the environment against shortsighted actions that do long-term damage. It means finding ways to preserve and strengthen indispensable institutions like the family in the midst of social change. As I look at the fabric of society, and then look at the instability of family relationships, I see a real threat to our future. And so, a President, this President at least, should have everything he does be guided by how do we strengthen the American family? or put it in reverse: How do we

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Preparing our future means taking a long-range look at the international landscape to determine what policies and approaches will keep us free, prosperous, and at peace in the 21st century, as we are today. And speaking of freedom, it means formulating a multisource energy policy that, in the long run, will make us less dependent on the will of countries halfway around the world.

These aren't minor matters or unimportant issues. These are concerns that will determine what kind of world we live in and whether we as a people live up to our American ideals, and they're at the center of my agenda for the new American Century.

To prepare for the future, we've got to invest in our economy. We've got to create incentives for new investment and aggressive R&D programs that are catalysts to technological advance. And I have called for a permanent R&E—research and experimentation—tax credit to create that incentive and a 13-percent increase in federally funded science research. We've got to cut the capital gains tax—and I've asked the Congress to join with me on this—to spur the entrepreneurial activity that means new products, new industries, and new jobs. I've been hit in the political arena on this one, saying this is a tax cut for the rich—no such thing. It is opportunity and hope for those that want a job and don't have a job. And that's what this capital gains tax differential will do if we can get the Congress to promptly move forward.

Free enterprise is the engine of growth that can lead us into the next century. And it's up to the Government to maintain a climate that is hospitable to growth, competitiveness, productive investment, one that gives free enterprise as much free rein as possible. And by the way, that capital gains tax differential I talked about will bring in, in 1 year alone—estimate of the Department of the Treasury—will bring in, in 1 year alone, \$4.8 billion more in new revenue if we go forward and enact what I am calling on the Congress to do.

To prepare for the future, we must protect our environment. Whether we're talk-

ing about the disposal of nuclear or other hazardous wastes or the discharge of CFC's [chlorofluorocarbons] into our atmosphere, the United States—on our own and more in concert with other nations—must make a clean environment a top priority. And what I've done so far is show that this isn't talk; we are taking action. And incidentally, maybe some of you saw it? This morning I talked to the astronauts, the *Discovery* group up there in outer space. And the need for us to all act on the environment was brought home to me again today when, in the Oval Office, I found myself talking to that spaceship and hearing from the crew that from their very special vantage point, looking down on planet Earth, the need was very clear to those five people that we must protect the global environment.

To prepare for the future, we must encourage and improve education. We must recognize and reward excellence in education: in our schools, our teachers, our students. My merit proposals for teachers, schools, and our nation's best young science scholars will reward the best and encourage others then to follow their example. Our National Science Scholarships alone will provide 570 top students up to \$10,000 a year to attend the college of their choice.

And we can also strengthen our schools by introducing an element of competition into education. Magnet schools give parents and students the power to choose their schools, and that will serve as a powerful incentive for schools to improve their performance. This has been tested and tried, and it works. And that's why I've urged Congress to provide \$100 million to help with the startup costs for new magnet schools.

Preparing for the future means confronting the changing nature of our society. What are we doing in the age of the single parent and the two-career household to help the family survive and prosper? I've called on Congress to adopt a set of child-care initiatives aimed at strengthening the American family, giving parents a choice. I don't want to regulate grandmothers. I don't want to regulate things from Washington so that church groups can't get together and provide day care service. I don't

want the regulators to push the churches and the private groups out of the child-care business. We must preserve choice for the parents and diversity so that the kids can go and be in these child-care centers that their parents want them to be in. Our 1990 budget requests a 20-percent increase in the funding of the very successful Head Start program and institutes this child-care tax credit that I've referred to for low-income households to make balancing the responsibilities of work and family less difficult.

But let me just parenthetically mention a problem. I sent a bill to the Congress yesterday with choice intact; it's a beginning. It can fit into a very tough budget on the spending side, and I think the initial year proposal is, say, a quarter of a billion dollars. And the very day that that goes up there, the Congress—one of the committees over there on the Senate side comes out, or the House side—can't remember which—comes out with a budget ten times that much for the first year. And then they say, "What are we going to do about getting the deficit under control?" We've got to have some discipline in the Congress if we're going to meet the deficit needs and still start to provide the needs for the child care and other social causes that should really have a command on our resources.

To prepare for the future, we've got to map a national security strategy that ensures our freedom and gives due weight to each factor of change in the international scene. And that's the aim of this series of these defense and policy reviews that I've instructed my national security team to conduct. And some are saying, "You'd better hurry up. You don't want Mr. Gorbachev to capture the high ground with his speech at the United Nations, don't want him to mold public opinion further in Europe." Far more important is that we do a prudent review of our foreign policy, of our national security requirements, and then—in concert with our allies—move forward. We are prepared to lead this alliance, as the United States has in the past. But I am not going to be pushed into speedy action because Mr. Gorbachev gives a compelling speech at the United Nations, and I hope the Soviets understand that.

So, this is an American agenda for the long-term, and we aren't going to clean up the environment, turn our education system around, or create a more responsible business climate in one single day. But if we begin today and make steady progress, we will succeed. And in this kind of work, more is going on than meets the eye or makes the headlines.

The proof will come when we look back from the year 2000. And I'm confident we will be able to look back with pride on work we did to get ready for a new century provided we look forward today. We must enter the 21st century as a strong and trusted partner in the alliance of free nations and a frontline leader in the defense of freedom. We must enter the 21st century as a productive, energetic, and innovative member of the global economy, second to none in the technological competition that will determine economic leadership in the decades ahead. We must enter the 21st century as a nation whose people enjoy freedom, opportunity, and equality of life that fulfills the American promise: a society that draws its strength from the individual, the family, the community; and a government wise enough to respect those institutions as the cornerstone of our democratic system.

We've got work to do, work that won't wait, great work to ensure that the next century now on the horizon will be the American century. Thank you all very much. It's a great pleasure to be back, and I'll be glad to take a few questions. Thank you very much.

#### *Decontrol of Natural Gas*

*Q.* First off, of considerable interest is the topic of natural gas decontrol. Congress seems to be looking at this question again. And although it's been talked about much for several years, do you expect action this year, and will you actively work toward that goal?

*The President.* I am strongly for it; I've made this very clear to the Congress. There is a bill, I believe, being marked up on the House side right now. I think it has the best chance certainly in the last 20 years to get passed. And the administration will send no confusing signals on this one. I believe it is

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in our national security interest, as well as in the interest of freeing up markets that I've talked about here earlier on—so it will be priority. And I have a feeling that it is more apt to happen than any time since—well, certainly in the last 8 years that we've watched it and followed it and run into snags. But I'm for it; the administration is solid behind it. And the climate in Congress is much better today for this.

And some of it is environmental, and much of it is that people now realize we are becoming more and more dependent on foreign oil—it's getting close to 50 percent now. And most people, even if they don't come from an oil-producing State or a hydrocarbon-producing State, understand that that is not in the national interest of the United States. So, I'm optimistic about it.

#### *U.S. Space Policy*

*Q.* Mr. President, could you comment on your feelings about the future of NASA, particularly with respect to the space station and a manned mission to Mars by the end of this century.

*The President.* On the space station, I am strongly for it. We have taken the steps, budgetwise, to go forward on that. I have not reached a conclusion on whether the next major mission should be a manned mission to Mars. And so, I'd have to say it's not on hold, but we're asking the space council that has been reconstituted—or constituted now to come forward with its recommendations. The Vice President's chairing it. He'll be in Houston in about 2 weeks from now. So, no decision is made—what happens beyond the space station itself, and I will make that decision when I get their recommendations. And I would have to say this as a word of caution: Even though we've increased—or requested that NASA's budget be increased, there are constrained resources that I have to deal with as President, and so, I can't pledge instant commissioning of this follow-on mission to Mars.

#### *Government Ethics*

*Q.* Is the increased attention being given to the private lives of public officials and candidates a good thing or a bad thing for politics and government in this country?

*The President.* Well, I think there are ex-

cesses. I think there are intrusions into people's private lives that go beyond the public trust or go beyond one's ability to serve. And I don't like the excesses.

And I think you all here know how I feel about the recent proceedings regarding Senator Tower—didn't like that because I think it was unfair. I don't think it is fair to a man who has been in public life and has served his country with honor to be tried by perception and rumor. That is not the American way. And people say to me, "Well, didn't it drag your administration down to stand with Senator Tower?" The answer is no, and I'm very pleased the Senate committee moved this morning on our new nominee, Dick Cheney. But the answer is: I wasn't about to move away from John Tower. People are entitled to fairplay; they are entitled to have the rumor laid aside and people to make up decisions based on fact, not perception. And so, whether it damages me 5 percentage points or 10 doesn't matter.

I think it is proper to have full disclosure, particularly on financial conflicts of interest. We've just received a report from a nonpartisan ethics commission with Griffin Bell and Judge Malcolm Wilkey of Houston as a matter of fact—its Chairmen. There's some good recommendations in there. I want to have the highest possible ethical standards, but I think in some areas most people realize that we may have gone too far in terms of the intrusion on people's private lives.

#### *U.S. Naval Power and World Peace*

*Q.* Mr. President, we have time for one additional question. Would you discuss the future of the 600-ship U.S. Navy? Will we continue to rely on submarine-based nuclear defense?

*The President.* Well, submarine-based nuclear defense is and will continue to be a very important part of our deterrent. There's no question about that. There is nothing going on in the field of arms control thinking that would convince me to have anything other than to preserve our technology and our ability to deter war through preserving, strengthening that kind of defense.

In terms of the 600-ship navy—it's a goal.

I've been for it, will continue to be for it. But I have to defer now to this budget review and strategic review and administrative review that I've tasked the Defense Department to come up with. And it's serious business. They will report back soon, and then we'll have to make our budget choices. And so, I would have to defer answering how much more will be done on a 600-ship Navy within the next budget cycle. But as a goal, as an objective, I am for that. I believe naval power is a significant deterrent to aggression.

I might say this, inasmuch as that's the last question: We've got 11 grandchildren, and I expect, looking at the age lines on some of the men around here—notice that one—[laughter]—some of you may have some grandchildren. When you get to be President, one of the main concerns you have has got to be how do you feel about world peace. What can you do to strengthen it? Are you optimistic or pessimistic about the world moving away from confrontation towards more peaceful resolution of problems?

We're in the process of reviews, as I said, and I've met Mr. Gorbachev several times. I am convinced that I can say to our 11 grandchildren we have a real opportunity now to make this year 2000 and beyond, that I was talking about, more peaceful. The changes in the Soviet Union are profound. Gorbachev himself will tell you when you ask him about *perestroika*—he said it'll never go back to the way it was. Changes in China are profound. Barbara

and I are just back from there. It will never go back to the days when the Soviet Union and China were in lockstep together. But we're facing a challenge in the United States—we've got to figure it out. We've got to measure Soviet intentions and then come forward with proposals that will enhance the peace for our kids and our grandkids.

But I wanted to leave you, my neighbors and friends, with this thought: There is reason to be optimistic because of the changes inside the Soviet Union and some of the changes that you're seeing surface now in Eastern Europe. And you saw the relief of regional tensions in Angola. Hopefully it will come to be brought to bear in Central America. So, I would say to you, my friends and neighbors, if we do it right, if we keep strong and are not naive in it, if we don't make drastic cuts in the security accounts of this country, I think all of us can look forward over that horizon to a much more peaceful world with the United States still in the forefront of what's right for democracy and freedom.

Thank you all very, very much.

*Note: The President spoke at 12:30 p.m. at the George R. Brown Convention Center. He was introduced by Dick Johnson, president of the club. In his opening remarks, the President referred to Secretary of Commerce Robert A. Mosbacher; Dick O'Shields, chairman of the club; Jon Lindsay, Harris County judge; Kathryn J. Whitmire, mayor of Houston; and Lee Hogan, president of the Greater Houston Partnership. The President then traveled to Colorado Springs, CO.*

## Remarks at the Junior Achievement National Business Hall of Fame Dinner in Colorado Springs, Colorado

March 16, 1989

Thank you for that warm Colorado welcome. Thank you all. I am simply delighted to be here. A wonderful day—it started in the Oval Office about 8 a.m., when I talked to the astronauts up there in the space shuttle. And I listened to them very carefully as they shared with me their view from their

special vantage point about the need of doing more for the world environment, and that meant obviously, more education—then to Houston, Texas, which for Secretary [of Commerce] Mosbacher and I was returning home. And I'm delighted that he's with me here today. It's wonderful to have

a Secretary it is to talk to help outstanding me. And very special.

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June 6 / Administration of George Bush, 1991

**Remarks at the Annual Southern Baptist Convention in Atlanta, Georgia  
June 6, 1991**

Thank you all very, very much. Thank all of you. And Dr. Chapman, Morris, a fellow Texan, pride of Wichita Falls and the rest of the country. And Dr. Bennett, I salute you, sir. You came down today with one who's serving well our principles overseas, and that is a son of Atlanta, Paul Coverdell, Director of the Peace Corps, who's with us—one of Georgia's favorite sons. I salute him.

The last time—and we were talking about this on the long way up the stairs over here; this is a tremendous auditorium—the last time I attended a Southern Baptist Convention was in 1982. Too long ago. But never so long that I'd lose touch with the rock-solid values of this community—qualities that make it uniquely American. Strong but compassionate, proud but not boastful, decent and giving—and as Morris said, believing strongly in family, bearing an enduring belief in freedom, an abiding faith in the love of God and, yes, in the power of prayer.

Everywhere you turn, it seems, American values are ascendant around the world. Look at Eastern Europe and the Soviet Union: there, places of worship long stood silent and subdued, forced underground by the iron fist of the state. But now, the churches, the synagogues and the mosques buzz with life: reclaimed by the people, joyfully emerging to proclaim their faith anew.

In Africa and Asia and Latin America, your ministries flourish and spread the word of God around the world.

And even in the heat of the Persian Gulf, nearly 200 Southern Baptist chaplains reported that well over 1,000 conversions among the service men and women of Operation Desert Storm had taken place—and some solemnified with poncho-lined holes in the sand serving as makeshift baptistries.

Southern Baptists have been doing quiet but crucial work—engaging in countless acts of kindness and compassion, spreading the word of God, demonstrating the profound power of religious freedom.

And you've held to faith where others may have lost it—gained in numbers where others haven't—and made a difference where others couldn't. You prove that the

flower of faith can bloom anywhere—that no matter how hard the journey, no matter how or humble a surroundings, God's love provides.

During the Gulf crisis, Barbara and I, and much of this nation—I think, in this instance, most of this nation—found guidance and comfort in prayer. And throughout the struggle, your prayers sustained us. And so, I want to thank you all and ask that you keep—as Morris generously said—those in the decision-making process, keep us in your prayers.

You know, I've confessed this to Dr. Chapman and a few others—leaders in the Southern Baptist movement—and for me, prayer has always been important, but quite personal. You know us Episcopalians. [Laughter] And like a lot of people, I've worried a little bit about shedding tears in public or the emotion of it. But as Barbara and I prayed at Camp David before the air war began, we were thinking about those young men and women overseas. And I had the tears start down the cheeks, and our minister smiled back. And I no longer worried how it looked to others. Here we go. [Applause]

And I think that, like a lot of others who had positions or responsibility in sending someone else's kid to war, we realize that in prayer what mattered is how it might have seemed to God.

Above all, after all the months of praying and asking for God's guidance—I thought it important to thank God for sustaining our nation through this crisis. And that led to 3 National Days of Thanksgiving and Prayer, which I really believed strengthened our wonderful nation.

You know, for too long, too many have worried that we Americans have weakened the two fundamental pillars supporting our society—our families, and our faith.

But while the cynics may sense some kind of "religious resurgence" over the last 2 or 3 years, they've always been a lagging indicator of American life. Most of us have never had to get our faith in God back, because we never lost it. In a recent survey, 40 percent of Americans named "Faith in God" the most important part of their lives. Only 2 percent selected, "A job that pays well."

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In this Bicentennial year of the Bill of Rights, we would do well to pause and reflect on religion's roots in our society, and our society's roots in religion. The founding fathers thought long and carefully about the role of religion and government in our society. And it's no accident that among all of the freedoms guaranteed by the First Amendment—freedoms of speech, of the press, of assembly, of petition—the first was the freedom of religion. And that's why the story of a little girl named Monette Rethford, out in Norman, Oklahoma, is now getting national attention.

A fifth-grader in public elementary school, Monette liked to read her Bible under a shade tree during recess. No teachers involved, no disruption of the school activities—just Monette and then, from time to time, a handful of friends who joined her, voluntarily, to share their faith and discuss how it touched their daily lives.

Yet school officials told Monette that her prayer group was illegal on school property—an “unlawful assembly.” They forgot that the First Amendment was written to protect people against religious intrusions by the State—not to protect the State from voluntary religious activities by the people.

I would add this: that the day a child's quiet, voluntary group during recess becomes an “unlawful assembly,” something's wrong.

In that spirit, once again I call on the United States Congress to pass a Constitutional Amendment permitting voluntary prayer back into our nation's schools. You see, let's put people first—and allow them the freedom to follow their faith.

Putting people first also means making sure government allows people to make their own decisions—and that means giving parents and families the right to choose the kind of child care that they want for their kids. Choice in child care.

Just today we are publishing regulations that will provide the first vouchers for child care. And finally, low-income parents will have the chance to choose where their kids get child care—including religious settings and with religious instruction. Just on my way over here this morning, here in Atlanta, I visited a church-based child care center where children receive first-class care—regardless of their parents' religion,

background, or income. We fought a long time to preserve choice for parents. And today, it truly becomes a reality—at least in child care.

We want to extend the concept of choice to include schools. Every family should have the freedom to choose a school for a child. Our efforts for choice in schools seek to put power in parents' hands. We trust them to make the right decisions for their kids. And some argue that choice will make bad schools worse. Our new Secretary of Education doesn't agree with that, and I don't agree with that. I am confident that choice will make even the bad schools better. They'll have to compete.

And something more—one of our national education goals—we believe that kids should be safe to walk the streets—any streets. Schools should also be free from the fear of crime and the despair of drugs. And if you detect a note of frustration in what I'm about to say, you're a good psychiatrist, because it's true.

Back on March 6th, I challenged the Congress of the United States to pass a tough crime bill in 100 days—to keep our streets safe. And yet, the leadership has failed to make crime a priority issue. We submitted our first crime bill more than 2 years ago—and nothing has happened. Surely the United States Congress can pass a crime bill in what's left of that 100 days.

There's another issue before the Congress—that's the question of human life, the question of abortion—a difficult and a deeply emotional decision for all Americans. The question—and we've faced it before—is whether the American taxpayer should pay for abortions. And honest people of goodwill, I'm sure, differ on this question, but I firmly oppose Federal funding of abortions, except where the life of the mother is endangered. Since 1981 the Federal Government has determined that taxpayer funds should be used for abortion only in this most narrow of circumstances.

And whatever we've learned over the last few decades, it's clear that America is a nation that no longer lacks a moral vocabulary. Ideals like decency and virtue are no longer subject to scorn.

And I'd ask that you hold fast to the Southern Baptist ideal of “a free church in a

# Southern Baptist Convention

June 6 / Administration of George Bush, 1991

free State." Hold fast to protect—and, Morris, once again, in his generous introduction, spoke of this—to protect all faiths in freedom, and hold fast to protect our most essential unit of life—the family.

As I look at our social agenda, and as Barbara and I talk about it and worry about it in the wonderful setting of the White House, we keep saying: "What can we do?" Privileged as we are to serve this great country, what can we do to strengthen family life in America? It is essential to our well-being.

Let me close with a story—well, let me just make a couple of other remarks. [Laughter] Not many. I mentioned family, so let's ask ourselves in child care and education and crime legislation: Are we doing all we can to preserve faith and family? And, if not, we've got to do more. Only when we protect and preserve our most cherished ideals and institutions, does government by the people serve the people.

We are, as ever, "One nation under God." No nation better reconciles diversity of faith with unity of purpose. And as new challenges confront us we must draw on that strength and work to build a nation united in its commitment to decency and opportunity, to freedom, to family, and to faith.

Now to this story about a Kurdish family—Mikail and Safiya Dosky—who escaped from Iraq over a decade ago. During their perilous journey across the Iranian border, they became separated from their 2-year-old daughter, Gilawish. Mikail and his wife made it; the child left behind. Their daughter did not make it out.

After settling in America, Mikail, the father, kept trying to get his daughter out of Iraq, even traveling there himself, but to no avail. And just a few weeks ago, the dad, Mikail, got a phone call from an American helicopter pilot in Turkey—one of our heroes. This pilot had been flying supplies to save the lives of these Kurdish refugees when he got a note from Gilawish—now, this child, now 18 years old—asking him to call her parents in America. He did—and Mikail's friends at the First Baptist Church in Alexandria, Virginia, helped him get to Turkey and bring his daughter back. And after thousands of miles, thousands of days, and thousands of dollars, Mikail and

Gilawish arrived in America Tuesday night—where years of sorrow were washed away with tears of joy.

What a testament to the power of faith and hope and love—all of which God provides in abundance. In war and peace, as I've mentioned above, faith provides our solace, our shield and our shelter. I understand what Lincoln talked about when he said many times he went to his knees as President of the United States. And as the Psalmist wrote, "God is our refuge and strength, a very present help in trouble." God's light leads us forward. And today, as always, let us pray for His continued guidance and His grace.

Thank all of you for your commitment, your leadership, your love, and your prayers. And may God continue to bless this land with freedom and peace.

Thank you all very, very much.

*Note: The President spoke at 11:44 a.m. in the Georgia World Congress Center. In his remarks, he referred to Morris Chapman and Harold C. Bennett, president and executive president of the Southern Baptist Convention; and Secretary of Education Lamar Alexander. Prior to attending the convention, the President toured the Child Development Center at Central in Atlanta.*

## Exchange With Reporters

June 6, 1991

### Soviet-U.S. Relations

**The President.** —a couple of experts to answer your questions.

**Q.** What's going on in Geneva tomorrow?

**The President.** Well, I assume they'll be talking about a possible summit meeting. As we've said before, we want to move START further along. So, they'll be talking substance. I am going to having a meeting with—back this afternoon—a rather important meeting. That will help Secretary Baker—if I can get a hold of him.

**Q.** Who will be at that meeting this afternoon?

**The President.** It's an NSC meeting. I don't know exactly what—the participants

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Mr. President, you have done m given us all by pa Thank you very m

*Note: The Preside the Voice of Amer*

GOP Nominee for November:**Bush Takes the Lead and Defines His Mission**

Following is the text of Vice President George Bush's Aug. 18 speech, in which he formally accepted the Republican presidential nomination. The text, transmitted by The Associated Press, appears as delivered to the Republican National Convention in New Orleans that night.

Thank you ladies and gentlemen, thank you very, very much.

I have many friends to thank tonight. I thank the voters who supported me. I thank the gallant men who entered the contest for this presidency this year, and who've honored me with their support. And, for their kind and stirring words, I thank Governor Tom Kean of New Jersey, Senator, Senator Phil Gramm of Texas, President Gerald Ford — and my friend, and my friend, President Ronald Reagan.

I accept your nomination for president. I mean to run hard, to fight hard, to stand on the issues — and I mean to win.

There are a lot, there are a lot of great stories in politics about the underdog winning — and this is going to be one of them.

And we're going to win with the help of Senator Dan Quayle of Indiana — a young leader who has become a forceful voice in preparing America's workers for the labor force of the future. What a superb job he did here tonight.

Born in the middle of the century, in the middle of America, and holding the promise of the future — I'm proud to have Dan Quayle at my side.

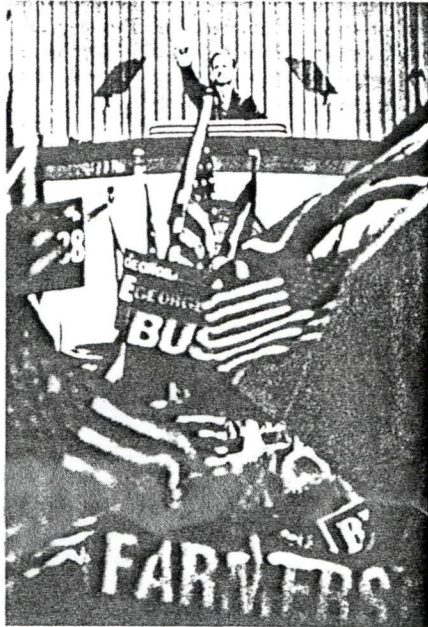
Many of you have asked, many of you have asked, "When will this campaign really begin?" Well, I've come to this hall to tell you, and to tell America: Tonight is the night.

For seven and a half years I've helped the president conduct the most difficult job on Earth. Ronald Reagan asked for, and received, my candor. He never asked for, but he did receive, my loyalty. And those of you who saw the president's speech last week, and listened to the simple truth of his words, will understand my loyalty all these years.

And now, now you must see me for what I am: the Republican candidate for president of the United States. And now I turn to the American people to share my hopes and intentions, and why and where I wish to lead.

And so tonight is for big things. But I'll try to be fair to the other side. I'll try to hold my charisma in check.

I reject the temptation to engage in



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personal references. My approach this evening is, as Sergeant Joe Friday used to say, "Just the facts, ma'am."

And after all, after all, the facts are on our side.

**Build a Better America**

I seek the presidency for a single purpose, a purpose that has motivated millions of Americans across the years and the ocean voyages. I seek the presidency to build a better America. It's that simple — and that big.

I'm a man who sees life in terms of missions — missions defined and missions completed.

And when I was a torpedo bomber pilot they defined the mission for us. And before we took off, we all understood that no matter what, you try to reach the target. And there have been other missions for me — Congress, and China, the CIA. But I'm here tonight, and I am your candidate, because the most important work of my life is to complete the mission we started in 1980. And how, and how do we complete it? We build on it.

The stakes are high this year and the choice is crucial, for the differences between the two candidates are as deep and wide as they have ever been in our long history.

Not only two very different men, but

two very different ideas of the future will be voted on this Election Day.

And what it all comes down to is this: My opponent's view of the world sees a long slow decline for our country, an inevitable fall mandated by impersonal historical forces.

But America is not in decline. America is a rising nation.

He sees, he sees America as another pleasant country on the U.N. [United Nations] roll card, somewhere between Albania and Zimbabwe. And I see America as the leader — a unique nation with a special role in the world.

And this has been called the American century, because in it we were the dominant force for good in the world. We saved Europe, cured polio, went to the moon, and lit the world with our culture. And now we are on the verge of a new century, and what country's name will it bear? I say it will be another American century.

Our work is not done, our force is not spent.

**'We Can Deliver'**

There are those, there are those who say there isn't much of a difference this year. But America, don't let 'em fool ya.

Two parties this year ask for your support. Both will speak of growth and peace. But only one has proved it can deliver. Two parties this year ask for your trust, but only one has earned it.

Eight years ago, eight years ago, I stood here with Ronald Reagan and we promised, together, to break with the past and return America to her greatness. Eight years later, look at what the American people have produced: the highest level of economic growth in our entire history — and the lowest level of world tensions in more than 50 years.

You know, some say this isn't an election about ideology, but it's an election about competence. Well, it's nice of them to want to play on our field. But this election isn't only about competence, for competence is a narrow ideal.

Competence makes the trains run on time but doesn't know where they're going. Competence, competence is the creed of the technocrat who makes sure the gears mesh but doesn't for a second understand the magic of the machine.

The truth is, the truth is, this election is about the beliefs we share, the values we honor and the principles we hold dear.

But, but since someone brought up

competence . . .

Consider the size of our triumph: A record number of Americans at work, a record high percentage of our people with jobs, a record high of new businesses, a high rate of new businesses, a record high rate of real personal income.

These are facts.

And one way, and one way we know our opponents know the facts is that to attack our record they have to misrepresent it. They call it a Swiss cheese economy. Well, that's the way it may look to the three blind mice.

But, but when they were in charge it was all holes and no cheese.

Inflation — you know the litany — inflation was 13 percent when we came in. We got it down to four. Interest rates, interest rates were more than 21. We cut them in half. Unemployment, unemployment was up and climbing, and now it's the lowest in 14 years.

My friends, eight years ago this economy was flat on its back — intensive care. And we came in and gave it emergency treatment: Got the temperature down by lowering regulation, and got the blood pressure down when we lowered taxes. And pretty soon the patient was up, back on his feet, and stronger than ever.

And now who do we hear knocking on the door but the same doctors who made him sick. And they're telling us to put them in charge of the case again? My friends, they're lucky we don't hit 'em with a malpractice suit!

## More Jobs: Economic Power

We've created 17 million new jobs [in] the past five years — more than twice as many as Europe and Japan combined. And they're good jobs. The majority of them created in the past six years paid an average — average — of more than \$22,000 a year. And someone better take a message to Michael: Tell him, tell him that we have been creating good jobs at good wages. The fact is, they talk and we deliver.

They promise and we perform.

And there are millions of young Americans in their 20s who barely remember, who barely remember the days of gas lines and unemployment lines. And now they're marrying and starting careers. To those young people I say, "You have the opportunity you deserve, and I'm not going to let them take it away from you."

The leaders, the leaders of the expansion have been the women of America who helped create the new jobs, and filled two out of every three of them. And to the women of America I say, "You know better than anyone that equality begins with economic empowerment. You're gaining economic power, and I'm not going to let them take it away from you."

There are millions, there are millions of older Americans who were brutalized by inflation. We arrested it — and we're not going to let it out on furlough.

We're going, and we're going to keep the Social Security trust fund sound, and out of reach of the big spenders. To Ameri-

ca's elderly I say. "Once again you have the security that is your right, and I'm not going to let them take it away from you."

I know the liberal Democrats are worried about the economy. They're worried it's going to remain strong. And they're right, it is — with the right leadership it will remain strong.

But let's be frank. Things aren't perfect in this country. There are people who haven't tasted the fruits of the expansion. I've talked to farmers about the bills they can't pay and I've been to the factories that feel the strain of change. And I've seen the urban children who play amidst the shattered glass and the shattered lives. And, you know, there are the homeless. And you know, it doesn't do any good to debate endlessly which policy mistake of the '70s is responsible. They're there, and we have to help them.

But what we must remember if we're to be responsible and compassionate is that economic growth is the key to our endeavors.

I want growth that stays, that broadens, and that touches, finally, all Americans, from the hollows of Kentucky to the sunlit streets of Denver, from the suburbs of Chicago to the broad avenues of New York, and from the oil fields of Oklahoma to the farms of the Great Plains.

And can we do it? Of course we can. We know how. We've done it. If we, if we continue to grow at our current rate, we will be able to produce 30 million jobs in the next eight years.

And we will do it — by maintaining our commitment to free and fair trade, by keeping government spending down, and by keeping taxes down.

## Peace Through Strength

Our economic life is not the only test of our success. One issue overwhelms all the others, and that is the issue of peace.

Look at the world on this bright August night. The spirit of democracy is sweeping the Pacific rim. China feels the winds of change. New democracies assert themselves in South America. And one by one the unfree places fall, not to the force of arms but to the force of an idea: freedom works.

And we, we have a new relationship with the Soviet Union. The INF [intermediate-range nuclear-force] treaty, the beginning of the Soviet withdrawal from Afghanistan, the beginning of the end of the Soviet proxy war in Angola, and with it the independence of Namibia. Iran and Iraq move toward peace.

It's a watershed. It is no accident.

It happened when we acted on the ancient knowledge that strength and clarity lead to peace — weakness and ambivalence lead to war. You see, you see, weakness tempts aggressors. Strength stops them. I will not allow this country to be made weak again — never.

The tremors in the Soviet world continue. The hard earth there has not yet settled. Perhaps what is happening will

change our world forever. And perhaps not. A prudent skepticism is in order. And so is hope.

But either way, we're in an unprecedented position to change the nature of our relationship. Not by preemptive concession, but by keeping our strength. Not by yielding up defense systems with nothing won in return, but by hard, cool engagement in the tug and pull of diplomacy.

My life, my life has been lived in the shadow of war — I almost lost my life in one.

And I hate war. Love peace.

And we have peace.

And I am not going to let anyone take it away from us.

Our economy is stronger but not invulnerable, and the peace is broad but can be broken. And now we must decide. We will surely have change this year, but will it be change that moves us forward? Or change that risks retreat?

In 1940, when I was barely more than a boy, Franklin Roosevelt said we shouldn't change horses in midstream.

My friends, these days the world moves even more quickly, and now, after two great terms, a switch will be made. But when you have to change horses in midstream, doesn't it make sense to switch to one who's going the same way?

## Family and Community

An election that is about ideas and values is also about philosophy. And I have one.

At the bright center is the individual. And radiating out from him or her is the family, the essential unit of closeness and of love. For it is the family that communicates to our children — to the 21st century — our culture, our religious faith, our traditions and history.

From the individual to the family to the community, and then on out to the town, the church and the school, and, still echoing out, to the county, the state, and the nation — each doing only what it does well, and no more. And I believe that power must always be kept close to the individual, close to the hands that raise the family and run the home.

I am guided by certain traditions. One is that there is a God and he is good, and his love, while free, has a self-imposed cost: We must be good to one another.

I believe in another tradition that is, by now, imbedded in the national soul. It is that learning is good in and of itself. You know, the mothers of the Jewish ghettos of the east would pour honey on a book so the children would know that learning is sweet. And the parents who settled hungry Kansas would take their children in from the fields when a teacher came. That is our history.

And there is another tradition. And that is the idea of community — a beautiful word with a big meaning. Though liberal Democrats have an odd view of it. They see "community" as a limited cluster of interest groups, locked in odd confor-

mity. And in this view, the country waits passive while Washington sets the rules.

But that's not what community means — not to me.

For we are a nation of communities, of thousands and tens of thousands of ethnic, religious, social, business, labor union, neighborhood, regional and other organizations — all of them varied, voluntary and unique.

This is America: the Knights of Columbus, the Grange, Hadassah, the Disabled American Veterans, the Order of AHEPA [American Hellenic Educational Progressive Association], the Business and Professional Women of America, the union hall, the Bible study group, LULAC [League of United Latin American Citizens], "Holy Name" — a brilliant diversity spread like stars, like a thousand points of light in a broad and peaceful sky.

Does government have a place? Yes. Government is part of the nation of communities — not the whole, just a part.

And I don't hate government. A government that remembers that the people are its master is a good and needed thing.

#### 'Old-Fashioned Common Sense'

I respect old-fashioned common sense, and have no great love, and I have no great love for the imaginings of the social planners. You see, I like what's been tested and found to be true.

For instance.

Should public school teachers be required to lead our children in the pledge of allegiance? My opponent says no — and I say yes.

Should society be allowed to impose the death penalty on those who commit crimes of extraordinary cruelty and violence? My opponent says no — but I say yes.

And should our children, should our children have the right to say a voluntary prayer, or even observe a moment of silence in the schools? My opponent says no — but I say yes.

And should free men and women have the right to own a gun to protect their home? My opponent says no — but I say yes.

And is it right to believe in the sanctity of life and protect the lives of innocent children? My opponent says no — but I say yes.

You see, we must, we must change, we've got to change from abortion to adoption. And let me tell you this: Barbara and I have an adopted granddaughter. And the day of her christening we wept with joy. I thank God that her parents chose life.

I'm the one who believes it is a scandal to give a weekend furlough to a hardened first-degree killer who hasn't even served enough time to be eligible for parole.

I'm the one who says a drug dealer who is responsible for the death of a policeman should be subject to capital punishment.

#### Policies for the Future

And I'm the one who will not raise

taxes. My opponent now says, my opponent now says he'll raise them as a last resort, or a third resort. Well, when a politician talks like that, you know that's one resort he'll be checking into. And, my opponent won't rule out raising taxes. But I will.

And the Congress will push me to raise taxes, and I'll say no, and they'll push, and I'll say no, and they'll push again. And I'll say to them: Read my lips. No new taxes.

Let me tell you more — let me tell you more, let me just tell you more about the mission.

On jobs, my mission is: 30 in 8. Thirty million jobs in the next eight years.

Every one of our children deserves a first-rate school. The liberal Democrats want power in the hands of the federal government. And I want power in the hands of the parents. And, I will — and I will, I will encourage merit schools. I will give more kids a head start. And I'll make it easier to save for college.

I want a drug-free America — and this will not be easy to achieve. But I want to enlist the help of some people who are rarely included. Tonight I challenge the young people of our country to shut down the drug dealers around the world. Unite with us, work with us.

"Zero tolerance" isn't just a policy, it's an attitude. Tell them what you think of people who underwrite the dealers who put poison in our society. And while you're doing that, my administration will be telling the dealers: Whatever we have to do we'll do, but your day is over, you're history.

I am going to do whatever it takes to make sure the disabled are included in the mainstream. For too long they've been left out. But they're not going to be left out anymore.

And I am going to stop ocean dumping. Our beaches should not be garbage dumps and our harbors should not be cesspools.

And I am going to have the FBI trace the medical wastes and we are going to punish the people who dump those infected needles into our oceans, lakes and rivers. And we must clean the air. We must reduce the harm done by acid rain.

And I will put incentives back into the domestic energy industry, for I know from personal experience there is no security for the United States in further dependence on foreign oil.

In foreign affairs I will continue our policy of peace through strength. I will move toward further cuts in strategic and conventional arsenals of both the United States and the Soviet Union and the Eastern Bloc and NATO. I will modernize and preserve our technological edge and that includes strategic defense.

And a priority, a priority: Ban chemical and biological weapons from the face of the Earth. That will be a priority with me.

And I intend to speak for freedom, stand for freedom, be a patient friend to anyone, East or West, who will fight for freedom.

#### A New Harmony

It seems to me the presidency provides an incomparable opportunity for "gentle persuasion."

And I hope to stand for a new harmony, a greater tolerance. We've come far, but I think we need a new harmony among the races in our country. And we're on a journey into a new century, and we've got to leave that tired old baggage of bigotry behind.

Some people who are enjoying our prosperity have forgotten what it's for. But they diminish our triumph when they act as if wealth is an end in itself.

And there are those who have dropped their standards along the way, as if ethics were too heavy and slowed their rise to the top. There's graft in city hall, and there's greed on Wall Street; there's influence peddling in Washington, and the small corruptions of everyday ambition.

But you see, I believe public service is honorable. And every time I hear that someone has breached the public trust it breaks my heart.

And I wonder sometimes if we have forgotten who we are. But we're the people who sundered a nation rather than allow a sin called slavery — and we're the people who rose from the ghettos and the deserts.

And we weren't saints, but we lived by standards. We celebrated the individual, but we weren't self-centered. We were practical, but we didn't live only for material things. We believed in getting ahead, but blind ambition wasn't our way.

The fact is prosperity has a purpose. It is to allow us to pursue "the better angels," to give us time to think and grow. Prosperity with a purpose means taking your idealism and making it concrete by certain acts of goodness.

It means helping a child from an unhappy home learn how to read — and I thank my wife Barbara for all her work in helping people to read and all her work for literacy in this country.

It means teaching troubled children through your presence that there is such a thing as reliable love. Some would say it's soft and insufficiently tough to care about these things. But where is it written that we must act as if we do not care, as if we are not moved?

Well, I am moved. I want a kinder and gentler nation.

#### 'Quiet Man'

Two men this year ask for your support. And you must know us.

As for me, I have held high office and done the work of democracy day by day. Yes, my parents were prosperous; and their children sure were lucky. But there were lessons we had to learn about life.

John Kennedy discovered poverty when he campaigned in West Virginia; there were children who had no milk. And young Teddy Roosevelt met the new America when he roamed the immigrant streets of New York. And I learned a few things about life in a place called Texas.

And when I — and when I was, when I

was working on this part of the speech, Barbara came in and asked what I was doing. And I looked up, and I said I'm working hard. And she said: "Oh dear, don't worry, relax, sit back, take off your shoes and put up your silver foot."

Now, we moved to West Texas 40 years ago — 40 years ago this year. The war was over, and we wanted to get out and make it on our own. Those were exciting days. We lived in a little shotgun house, one room for the three of us. Worked in the oil business, and then started my own.

And in time we had six children. Moved from the shotgun to a duplex apartment to a house. And lived the dream — high school football on Friday nights, Little League, neighborhood barbecue.

People don't see their own experience as symbolic of an era — but of course we were.

And so was everyone else who was taking a chance and pushing into unknown territory with kids and a dog and a car.

But the big thing I learned is the satisfaction of creating jobs, which meant creating opportunity, which meant happy families, who in turn could do more to help others and enhance their own lives.

I learned that the good done by a single good job can be felt in ways you can't imagine.

It's been said that I'm not the most compelling speaker, and there are actually those who claim that I don't always communicate in the clearest, most concise way.

But I dare them to keep it up — go ahead: Make my 24-hour time period!

Well, I — I may be, may not be the most eloquent, but I learned that, early on, that eloquence won't draw oil from the ground.

And I may sometimes be a little awkward. But there's nothing self-conscious in my love of country.

And I am a quiet man, but — I am a quiet man, but I hear the quiet people others don't. The ones who raise the family, pay the taxes, meet the mortgages.

And I hear them and I am moved, and their concerns are mine.

### Man With a Mission

A president must be many things.

He must be a shrewd protector of America's interests; and he must be an idealist who leads those who move for a freer and more democratic planet.

And he must see to it that government intrudes as little as possible in the lives of the people; and yet remember that it is right and proper that a nation's leader take an interest in the nation's character.

And he must be able to define — and lead — a mission.

For 7½ years, I have worked with a great president — I have seen what crosses that big desk. I have seen the unexpected crisis that arrives in a cable in a young aide's hand. And I have seen problems that simmer on for decades and suddenly demand resolution. And I have seen modest

decisions made with anguish, and crucial decisions made with dispatch.

And so I know that what it all comes down to, this election — what it all comes down to, after all the shouting and the cheers — is the man at the desk. And who should sit at that desk.

My friends, I am that man.

I say it, I say it without boast or bravado.

I've fought for my country, I've served, I've built — and I will go from the hills to the hollows, from the cities to the suburbs to the loneliest town on the quietest street to take our message of hope and growth for every American to every American.

I will keep America moving forward, always forward, for a better America, for an endless enduring dream and a thousand points of light.

This is my mission. And I will complete it.

Thank you.

You know, you know it is customary to end an address with a pledge or a saying that holds a special meaning. And I've chosen one that we all know by heart. One that we all learned in school. And I ask everyone in this great hall to stand and join me in this — we all know it.

I pledge allegiance to the flag of the United States of America and to the republic for which it stands, one nation under God, indivisible, with liberty and justice for all.

Thank you.

### Accepts No. 2 Spot on Ticket:

# Quayle: Eager to Promote Freedom, Family and Future

*Below is the text of Indiana Sen. Dan Quayle's address, as delivered at the Republican National Convention Aug. 18, when he accepted the party's nomination for vice president. The text was transmitted by The Associated Press.*

Thank you. Thank you very much. You're great.

Boy, I can see we're going to have a lot of fun in this campaign.

Thank you very much.

Mr. Chairman, Mr. Chairman, fellow Republicans, I accept your nomination for vice president of the United States of America.

Just, just think, 82 days from now. George Bush and I are going to win one for you, win one for America's future, and, yes, win one for the Gipper.

My friends, I am standing here tonight because of the decision made by a great man and a great leader, George Bush.

Two days ago, he asked me if I would join him as his running mate. I am deeply grateful for George's confidence in me, and I am humbled by the task ahead.

I would like to add a very personal note. I am also standing here tonight because of the decision my wife, Marilyn, and I made nearly 16 years ago to be married. Marilyn and our children, Tucker, Benjamin and Corinne, are my strength, my pride, my joy, my love. They are and always will be my total life.

### 'One Humble Hoosier'

Many this week have asked, who is Dan Quayle?

The people of Indiana know me and now the nation will.

Since 1980, I have been a United States senator from Indiana — and very proud of it. Before that, I was a member of the United States House of Representatives — and proud of it. And, as a young

man, I served six years in the National Guard, and, like millions of Americans who have served in the Guard and who serve today — and I am proud of that.

In Indiana, in Indiana they call us Hoosiers, and if you saw the movie "Hoosiers" you have a feeling of what life is like in small towns of our state.

My hometown of Huntington is a little bigger than the town in the movie, and the high school I graduated from is a little bigger than the one that fielded the basketball team in the film.

Still, I identify with that movie, "Hoosiers," because it reflects the values I grew up with in our small town. We believe very strongly in hard work, in getting an education, in offering an opportunity to our families. Yes, we love basketball, we love underdogs, but most important, we love our country.

So tonight, so tonight, I am one humble Hoosier, whose efforts to devote part of his life to public service have led him here.

I would have been quite happy spending my life in Huntington, in the newspaper business, watching my kids grow, seeing a community with plenty of opportunity to go around. But I looked around me in the mid-70s and I saw threats to the future of my family and to the values that could once be taken for granted in our country.

Beyond my town, there were communities torn by crime and drugs, and there were neighborhoods where the very word "opportunity" didn't exist because there were no jobs.

### Trying to Change Things

I decided to try to change these things: to make opportunity replace despair, and to make the future just as good as the past for the families of the many Huntingtons of our great land.

That was in 1976, when I was first elected to the House of Representatives. But [with] both houses of Congress and the White House in the hands of liberal Democrats, it was a lot tougher than I ever imagined to turn my determination into reality.

In those Jimmy Carter years, the people running things thought government was the answer, instead of part of the problem. They thought high taxes and big spending would solve anything. I think you know the rest. None of their policies worked and the American people knew it.

In 1980, they voted for a bold new course for the country; a course that brought us more jobs for working Americans, more security for a peace-loving people, more respect from friends and foes around the globe, more opportunity for women and minorities, and a renewed belief that America is a land where you can make your dreams come true.

The Reagan-Bush revolution has already been written on the pages of history. Now, George Bush and Dan Quayle are going to add several bold new chapters to the story of the greatest nation God ever put on this Earth.

### 'Freedom, Family and Future'

When I think, when I think of America under the leadership of George Bush, three words come to mind: Freedom. Family. And future.

Freedom first, because without it, nothing else is possible.

When I was a boy, my grandfather used to say to me — and I say it to you here tonight — that America is the greatest nation on Earth because America is free. This is true today and it will always be true.

Next, family. George Bush understands, you understand, I understand, that the family has always been the very heart of civilization. We know the importance of the family to a child growing up. We know the help a family can be to a kid out of school, out of hope, out of luck. And we know the importance of family where one generation helps take care of another, young and old.

And then, there is the future. That word symbolizes hope and opportunity. To make sure hope and opportunity are always there, we need a strong economy so there will be good jobs for all who seek them.

We need an investment in our national defense that brings us long-term security in the world.

We do not need the future the Democratic Party sees, the party of George Mc-

Govern, Jimmy Carter, Walter Mondale, just wait, it gets better — Ted Kennedy and now, his buddy, Michael Dukakis. That future has America in retreat. That future has higher taxes and a guaranteed loss of job opportunities. And that future has more government intervention in the lives of all of us.

The future under George Bush means peace and economic opportunity for all.

And, I can tell you, you have George Bush's track record to go on. The tax cuts the Republicans have brought America have resulted in 17 million new jobs being created.



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Let me tell you something: George Bush will not raise your taxes, period.

And let me tell you something else: Michael Dukakis will. He has a track record, too, and that is what it tells us: higher taxes.

### Job-Training Program

As the new jobs opened up during our current economic expansion, not everyone had the necessary skills for them. Some had lost their jobs and others could not find their first one.

In 1982, the Job Training Partnership Act [JTPA] became law. I was the author of that legislation, and I am proud of it. It established a nationwide training program that has a partnership of government and the private sector. Today, because of the Job Training Partnership Act, hundreds of thousands of graduates of these programs have jobs with a future.

One of them is Pam Snyder-La Rue of Roy, Utah. A single parent with four children, she was a high school dropout, and on welfare. She joined a JTPA program. First, she earned her high school equivalency credential. Then she earned an accounting certificate. Today, she is a staff accountant at a vocational center. She is off welfare, and proud to be making it on her own. She now has a future.

### Peace, Freedom and Opportunity

We could not have a secure economy at home if we [did] not have a peaceful and secure world. As a member of the Senate Armed Services Committee, I know well that it is rebuilding our defense that persuaded the Soviet Union to return to the negotiating table to get us a treaty that, for the first time, actually reduces nuclear arms.

Today, our relationship with the Soviet Union is the best it has been since the end of World War II. George Bush will keep it that way, and I will be right there with him.

Freedom is the most precious commodity our nation has. Let me say again, all else rests on it. We have worked hard for more than 200 years to preserve freedom. In the Soviet Union, people are trying to get out. In the United States, people are trying to get in. Our freedom is the beacon that draws them.

A great American novelist, the late Thomas Wolfe, once wrote, "This is a fabulous country — the only fabulous country. The one where miracles not only happen, they happen all the time."

Miracles do happen all the time in America because we live in freedom and because the energy and imagination of our people makes their dreams come true every day.

I am privileged to be the first person of my generation to be on a national ticket. I don't presume to talk for everyone of my generation, but I know that a great many will agree with me when I express my thanks to the generation of George Bush for bringing us to an era of peace and freedom and opportunity.

My generation has a profound debt to them. We will pay it by making sure that our children and the generations that follow will have the same freedom, the same family values and a future bright with opportunity for all.

Thank you very much. Good night. God bless you. Let's go on to victory. ■

Week Ending Friday, January 27, 1989

**Inaugural Address**  
*January 20, 1989*

Mr. Chief Justice, Mr. President, Vice President Quayle, Senator Mitchell, Speaker Wright, Senator Dole, Congressman Michel, and fellow citizens, neighbors and friends:

There is a man here who has earned a lasting place in our hearts and in our history. President Reagan, on behalf of our nation, I thank you for the wonderful things that you have done for America.

I've just repeated word for word the oath taken by George Washington 200 years ago, and the Bible on which I placed my hand is the Bible on which he placed his. It is right that the memory of Washington be with us today not only because this is our Bicentennial Inauguration but because Washington remains the Father of our Country. And he would, I think, be gladdened by this day; for today is the concrete expression of a stunning fact: our continuity these 200 years since our government began.

We meet on democracy's front porch. A good place to talk as neighbors and as friends. For this is a day when our nation is made whole, when our differences, for a moment, are suspended. And my first act as President is a prayer. I ask you to bow your heads.

Heavenly Father, we bow our heads and thank You for Your love. Accept our thanks for the peace that yields this day and the shared faith that makes its continuance likely. Make us strong to do Your work, willing to heed and hear Your will, and write on our hearts these words: "Use power to help people." For we are given power not to advance our own purposes, nor to make a great show in the world, nor a name. There is but one just use of power, and it is to serve people. Help us remember, Lord. Amen.

I come before you and assume the Presidency at a moment rich with promise. We live in a peaceful, prosperous time, but we can make it better. For a new breeze is

blowing, and a world refreshed by freedom seems reborn. For in man's heart, if not in fact, the day of the dictator is over. The totalitarian era is passing, its old ideas blown away like leaves from an ancient, lifeless tree. A new breeze is blowing, and a nation refreshed by freedom stands ready to push on. There is new ground to be broken and new action to be taken. There are times when the future seems thick as a fog; you sit and wait, hoping the mists will lift and reveal the right path. But this is a time when the future seems a door you can walk right through into a room called tomorrow.

Great nations of the world are moving toward democracy through the door to freedom. Men and women of the world move toward free markets through the door to prosperity. The people of the world agitate for free expression and free thought through the door to the moral and intellectual satisfactions that only liberty allows.

We know what works: Freedom works. We know what's right: Freedom is right. We know how to secure a more just and prosperous life for man on Earth: through free markets, free speech, free elections, and the exercise of free will unhampered by the state.

For the first time in this century, for the first time in perhaps all history, man does not have to invent a system by which to live. We don't have to talk late into the night about which form of government is better. We don't have to wrest justice from the kings. We only have to summon it from within ourselves. We must act on what we know. I take as my guide the hope of a saint: In crucial things, unity; in important things, diversity; in all things, generosity.

America today is a proud, free nation, decent and civil, a place we cannot help but love. We know in our hearts, not loudly and proudly but as a simple fact, that this country has meaning beyond what we see, and that our strength is a force for good. But have we changed as a nation even in



Inaugural Address

Dems not cooperating.

I started out this administration w/my hand offered to the Democrats but they have not...

Administration of George Bush, 1989 / Jan. 20

Say But Dems haven't put out their hand to me

final lesson of Vietnam is that no great nation can long afford to be sundered by a memory. A new breeze is blowing, and the old bipartisanship must be made new again. To my friends—and, yes, I do mean friends—in the loyal opposition—and, yes, I mean loyal, I put out my hand. I am putting out my hand to you, Mr. Speaker. I am putting out my hand to you, Mr. Majority Leader. For this is the thing: This is the age of the offered hand. And we can't turn back clocks, and I don't want to. But when our fathers were young, Mr. Speaker, our differences ended at the water's edge. And we don't wish to turn back time, but when our mothers were young, Mr. Majority Leader, the Congress and the Executive were capable of working together to produce a budget on which this nation could live. Let us negotiate soon and hard. But in the end, let us produce. The American people await action. They didn't send us here to bicker. They ask us to rise above the merely partisan. "In crucial things, unity"—and this, my friends, is crucial.

To the world, too, we offer new engagement and a renewed vow: We will stay strong to protect the peace. The offered hand is a reluctant fist, once made, strong and can be used with great effect. There are today Americans who are held against their will in foreign lands and Americans who are unaccounted for. Assistance can be shown here and will be long remembered. Good will begets good will. Good faith can be a spiral that endlessly moves on.

Great nations like great men must keep their word. When America says something, America means it, whether a treaty or an agreement or a vow made on marble steps. We will always try to speak clearly, for candor is a compliment; but subtlety, too, is good and has its place. While keeping our alliances and friendships around the world strong, ever strong, we will continue the new closeness with the Soviet Union, consistent both with our security and with progress. One might say that our new relationship in part reflects the triumph of hope and strength over experience. But hope is good, and so is strength and vigilance.

Here today are tens of thousands of our citizens who feel the understandable satisfaction of those who have taken part in de-

mocracy and seen their hopes fulfilled. But my thoughts have been turning the past few days to those who would be watching at home, to an older fellow who will throw a salute by himself when the flag goes by and the woman who will tell her sons the words of the battle hymns. I don't mean this to be sentimental. I mean that on days like this we remember that we are all part of a continuum, inescapably connected by the ties that bind.

Our children are watching in schools throughout our great land. And to them I say, Thank you for watching democracy's big day. For democracy belongs to us all, and freedom is like a beautiful kite that can go higher and higher with the breeze. And to all I say, No matter what your circumstances or where you are, you are part of this day, you are part of the life of our great nation.

A President is neither prince nor pope, and I don't seek a window on men's souls. In fact, I yearn for a greater tolerance, and easy-goingness about each other's attitudes and way of life.

There are few clear areas in which we as a society must rise up united and express our intolerance. The most obvious now is drugs. And when that first cocaine was smuggled in on a ship, it may as well have been a deadly bacteria, so much has it hurt the body, the soul of our country. And there is much to be done and to be said, but take my word for it: This scourge will stop.

And so, there is much to do. And tomorrow the work begins. And I do not mistrust the future. I do not fear what is ahead. For our problems are large, but our heart is larger. Our challenges are great, but our will is greater. And if our flaws are endless, God's love is truly boundless.

Some see leadership as high drama and the sound of trumpets calling, and sometimes it is that. But I see history as a book with many pages, and each day we fill a page with acts of hopefulness and meaning. The new breeze blows, a page turns, the story unfolds. And so, today a chapter begins, a small and stately story of unity, diversity, and generosity—shared, and written, together.

Thank you. God bless you. And God bless the United States of America.

*Note: The President spoke at 12:05 p.m. from a platform erected at the West Front of the Capitol. Immediately before the address, the oath of office was administered by Chief Justice William H. Rehnquist. The address was broadcast live on radio and television.*

**Proclamation 5936—National Day of Prayer and Thanksgiving, 1989**  
January 20, 1989

*By the President of the United States of America*

**A Proclamation**

On this Bicentennial of the Presidency of the United States of America, it is fitting to recall our first President, George Washington, who believed in our country's divine destiny. He said, "No people can be bound to acknowledge and adore the invisible hand, which conducts the affairs of men, more than the people of the United States."

As we celebrate this American Bicentennial Presidential Inaugural, we celebrate America's brotherhood—our common ideals, our common kinship, our national unity. We celebrate America as "one nation under God."

As I assume the office of President, I am humbled before God and seek His counsel and favor on our land, and join with our first President who said, ". . . it would be peculiarly improper to omit in this first official act; my fervent supplications to that Almighty Being who rules over the universe . . . that his benediction may consecrate to the liberties and happiness of the people of the United States, a government instituted by themselves for these essential purposes."

Now, Therefore, I, George Bush, President of the United States of America, by the authority vested in me by the Constitution and laws of the United States, do hereby proclaim January 22, 1989, a National Day of Prayer and Thanksgiving and call upon the citizens of our great Nation to

gather together on this day in homes and places of worship to pray in thanksgiving for our blessings of peace, freedom, prosperity, and Independence. Let all Americans kneel humbly before our Heavenly Father in search of His counsel and for His divine guidance and wisdom upon the leaders of the United States of America.

In Witness Whereof, I have hereunto set my hand this twentieth day of January, in the year of our Lord nineteen hundred and eighty-nine, and of the Independence of the United States of America the two hundred and thirteenth.

George H.W. Bush

*[Filed with the Office of the Federal Register, 12:07 p.m., January 23, 1989]*

**Remarks to Visitors of the White House**  
January 21, 1989

**The President.** Good morning, everybody. Thank you. Thank you all very much. Let me just say that I know some of you have been up all night long. And so, what we want to do is not delay this but take whoever is first. And I gather that's been sorted out by whoever got first in line into the—

**Visitors.** No!

**The President.** Not quite?

**Visitors.** No!

**The President.** Okay, so there's some injustice out there. *[Laughter]*

**Visitor.** We love you, George. I love you.

**The President.** No, but this is the people's house, and it just seemed appropriate on this first day that we welcome as many as we can. I have a little hiatus in the middle because I do have to go over to this building. I'm sure most of you recognize that as the West Wing, and then the office you see in the corner is the President's Oval Office. And I have to go sign one or two things and at least start to work over there, and then I will come back. Barbara will be here—some of our kids inside. But we just wanted to wish you well and welcome you to the people's house.

Thank you. We'll

*Note: The the Execut*

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as per your request, attached are copies of  
Sen. Garm's Bio and profile on election  
announcement. Sen. Garm is scheduled  
to be at GOP Fundraiser next week.  
can we if you have any questions.  
Mittale

SENATOR JAKE GARM  
SD-505 OFFICE BUILDING  
WASHINGTON, D.C. 20510-4401

COVER SHEET & 2 PAGES

TO: NAME: Mittale Nix  
LOCATION: White House  
TELEPHONE: 456-7750  
FAX NUMBER: 456-6218  
FROM: NAME: Mary Jane Courtwright  
TELEPHONE: 224-5444

FAX COVER SHEET

91 SEP 9 4:18



# Senator Jake Garn

# Biography

## Utah

*donated kidney to daughter*

Jake Garn was born in Richfield, Utah, on October 12, 1932. He attended Utah public schools and is a graduate of the University of Utah in Salt Lake City, Utah, where he received a Bachelor of Science degree in Business and Finance.

In 1957, he married the late Hazel Thompson, and they had four children: Jake Jr.; Susan; Ellen; and Jeffery. In 1977, he married Kathleen Brewerton who had a son, Brook, from a previous marriage. Senator and Mrs. Garn have a son Matthew, and a daughter, Jennifer. The Senator has ten grandchildren.

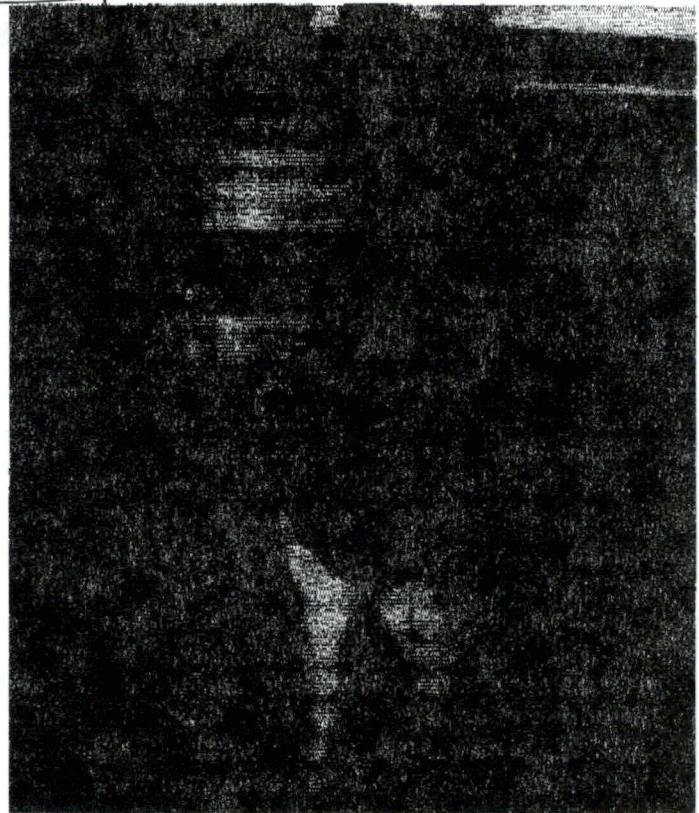
Senator Garn served in the U.S. Navy as a pilot, and achieved the rank of lieutenant. He is a retired Brigadier General in the Utah Air National Guard and has logged more than 10,000 hours of pilot time.

The Senator is a former insurance executive and served as Mayor of Salt Lake City prior to his election to the Senate in 1974.

Senator Garn served six years as Chairman of the Senate Banking, Housing and Urban Affairs Committee and now serves as ranking Republican member of the Committee and serves on two subcommittees: Housing and Urban Affairs; and International Finance and Monetary Policy. He is a member of the Senate Appropriations Committee and serves as ranking Republican member on the VA, HUD and Independent Agencies Subcommittee. **He also serves on the subcommittees on Energy and Water Development; Defense; Military Construction; and Interior.** He is a member of the **Energy and Natural Resources Committee** and serves on three subcommittees: **Public Lands, National Parks and Forests; Research and Development; and Power and Water.** He also is a member of the Senate Rules Committee and served three terms as Secretary of the Republican Conference.

The Senator was reelected to a second term in 1980 and to a third term in 1986 with 74 percent of the vote in each election - the two largest victories in a statewide race in Utah history.

In November of 1984, Senator Garn was invited by NASA to fly as a payload specialist on the space shuttle Discovery on Flight 51-D. During the seven day flight, the Senator performed various medical tests. Many of the tests were performed for the first time. Discovery Flight 51-D landed at Cape Canaveral on April 19, 1985 after orbiting the earth 109 times.



*Environment mp. O takes*

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6-16-91

# Garn shares hopes for future

By SUSAN SCHAUER  
Herald Washington Bureau  
WASHINGTON — After 18 years in the U.S. Senate, Jake Garn says he'll leave Capitol Hill Jan. 3, 1993, and will spend the next two weeks with a ski instructor, "training for my Senator's Ski Cup and then I'll start looking for a way to feed my family."

Citing the need to spend more time with his family, Garn, 58, announced May 29 that he would not seek a fourth term.

"I don't plan on running for governor or any other office, but I fully intend to be involved in public and civic affairs," Garn told The Herald. "I'm not going to fade away into the sunset."

Before coming to the Senate in 1974, Garn was a Salt Lake City commissioner and then mayor. While in the Senate, he's had experiences "most people only dream about," including a chance to fly aboard the space shuttle Discovery in 1985.

Garn admits he's talked about a lot of things he might do after leaving the Senate "without looking at compensation. But obviously, I still have to make a living. With ethics restrictions and so on, it is really premature to be able to be specific or even think about it at this time."

Sitting back in his spacious Capitol Hill office, empty chairs still spread around from an earlier meeting with members of Utah's congressional delegation, Garn admits "it's going to be hard to leave."

"You can tell by the way I talk that I've enjoyed it here," he says. "You're at the center of power; you're making decisions for your country. Though it's not a normal life, it's an exciting life."

Surrounded by memorabilia and photographs taken throughout his Senate career, Garn spoke candidly about life in public office and many of the issues facing politicians today.

As a sponsor of legislation in "virtually every Congress since I've been here," Garn would like to see limits on the amount of time elected officials could remain in office.

"I do not believe our Founding Fathers intended that we have people stay here 35 or 40 years," he said. "If I had my way, I would set a one-term limitation of six years on the president ... long enough to get his agenda enacted, if he can, and never have to worry about getting re-elected."

"I'd like to see two six-year terms on senators," Garn said. "I think you'd see a great deal more honesty in their voting patterns if they knew they could not make a career out of it. And (I'd like to see) three, four-year terms for congressmen."

House terms currently are two



Susan Garn Howe, right, Jake Garn's daughter, holds her daughter Allison. Garn says spending more time with his family is his main reason for leaving the Senate.

campaign reform bill, one of the major features would be to limit out-of-state money.

"I think limiting the amount that can be taken from out-of-state would be far more important than limiting the total amount (a candidate) can spend," Garn said. "After all, how much can you raise in Utah? A heck of a lot less than you can raise now" under current campaign rules.

In addition, Garn says he would put more emphasis on contributions from political parties instead of political action committees (PACs).

Despite all of the talk about campaign reform, Garn says he's not encouraged because the discussions have been "overwhelmingly partisan. There are Democrats trying to protect the sources of their money and Republicans trying to protect the sources of their money."

"I am a U.S. senator, but most of my duties are to represent my state. So why shouldn't my support come from my state?" he asked.

Garn is also quite candid about congressional salaries. U.S. senators currently earn \$101,900 a year and can accept up to \$23,837 in honoraria, while House members make \$125,100, but can accept no honoraria.

"If I had come to the Senate for money, I wouldn't have," said an adamant Garn. "Money could not possibly buy some of the opportunities and experiences I've had — flying in space, being able to visit the North and South poles, serving four presidents."

People who earn a million dol-

explaining the great difference in the cost of living. "If I just lived in Utah at \$100,000 in income, I would think I was rolling in money."

Despite all of the wrangling over the salary issue, Garn says finding a solution won't be easy.

As to whether lawmakers should be able to receive honoraria, Garn says he sees the Senate following the House's lead.

"I've always thought that (honoraria) was a phoney issue because the money is not taxpayers' money. It's fully disclosed. If it were not disclosed, I'd say it should not be allowed," he said.

"If your people know in absolute detail exactly the sources of your income, let them be the judge of whether you're being influenced or not," Garn urged.

While Garn admits he still has some work to do — mainly finishing the Central Utah Project — he says "it's time to practice what I preach and not hang on until I can't find my way to the floor (of the Senate) because I'm too old and senile. There are two or three here like that. They drop bread crumbs to they can find their way back to their offices."

In addition to securing the funds to complete the CUP, Garn says he'll continue pushing for space, science and technology.

"If I had my way," he said, "I'd consolidate all of the departments (at NASA and the National Science Foundation) into a Cabinet-level position with a secretary of space, science and technology."

Garn may be getting out of politics, but his wife, Kathleen, is taking an active role in the Salt

*leaving Sen  
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he doesn't  
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years. They "now run continuously," Garn said, finishing one campaign in November and beginning another in January. "I don't think that lends itself to good public policy."

The argument against limiting terms "is that you would eliminate a lot of experienced talent," Garn said, noting he doubts it would ever become a reality "unless the public demands it. Congress won't voluntarily vote themselves out of office."

Garn would also like to see some campaign finance reforms.

"I do not want taxpayers' money used to finance campaigns," he said. "If I could design a

people who haven't had the opportunities and satisfactions he's had, he admitted. "Having said that, however, I really believe that unless in the future -- and I can say this now openly because I won't be here in the future, so it won't benefit me personally -- but salaries need to go up or what will take place is you'll have the ultra-rich or the people who aren't smart enough to make a \$100,000 a year on the outside (in Congress) and you'll eliminate all of the opportunity from really good, qualified people in the middle.

"You cannot explain to a person in Utah why \$100,000 isn't all the money in the world," Garn said,

Lake City mayoral campaign of Democrat Deedee Corradini.

Mrs. Garn called her husband one recent night and told him she was going to be Corradini's campaign co-chairman.

"Some people have asked what it means that my wife is supporting" a Democrat, said Garn, who is one of the more conservative Republicans on Capitol Hill. "As much as I am opposed to the (Equal Rights Amendment) ... and so on, my wife is a separate human being. She does not have to follow what I do and I do not want her to. I wouldn't want to be married to a clone. ... It would be terribly boring."

# FORTUNE'S TOP TEN

The skilled, loyal workers in these choice metropolitan areas are the best you'll find anywhere. They're readily available—and should be for years. ■ by Patricia Sellers and Antony J. Michels

**A**SK A BUNCH OF CEOs about their favorite cities and you'll probably hear them evaluate urban life the same way anyone else would. They love San Francisco for the Bay and the restaurants, Seattle for its mountains and relaxed lifestyle, or perhaps Chicago because it's nearly as charged up as New York but not quite as dirty. Great images carry these particular cities and others a long way, and they will always attract companies. But they are not among FORTUNE's top ten cities for business, because they fall short in what has become the most important draw in corporate relocation: plentiful, high-quality, low-cost labor.

The cities that made the cut aren't necessarily the best known or most adored. Fred Rollins III, marketing chief for Delta Air Lines in Salt Lake City (No. 1), says, "People have a misperception that we're backward, that everyone wears wide-brimmed hats and we're out in the boonies, while in many ways we're very progressive." To escape stereotypes and evaluate labor markets objectively, FORTUNE asked the corporate relocation consulting firm Moran Stahl & Boyer to survey human resources executives in the 50 largest U.S.

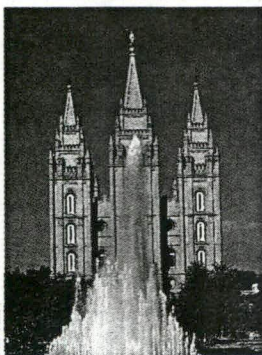
REPORTER ASSOCIATES John Labate and Thomas J. Martin

metropolitan areas. Then FORTUNE and MS&B analyzed all sorts of information that measures worker quality and helps delineate availability not only today but also in the future. Extensive interviews and visits to several of the cities helped FORTUNE rank the top ten.

In reading the profiles, it helps to know what's behind a few important measures. The labor market stress index indicates the availability of workers. The higher the score, the tighter the labor market (the U.S. average is 100). MS&B derived the figures by tracking unemployment, changes in annual wages, and employment growth vs. expansion of the local labor pool since 1984. The U.S. population should increase 4% in the next five years; average 1989 unemployment was 5.3%. The average white-collar salaries for each metro area are for workers in finance, insurance, and real estate. The U.S. average in 1987 was \$25,326; the average manufacturing salary was \$25,473. In a few cases SAT scores are identical for city and suburbs because these places report only areawide scores. The U.S. average SAT score was 908; the average ACT score was 18.8.

Following the profiles of the ten best cities are descriptions of the remaining 40 metropolitan areas, in alphabetical order.

## 1 SALT LAKE CITY

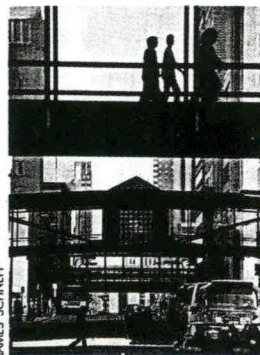


Tim Kelly  
The Mormon Temple

Population 1990	1,089,388
Pop. growth 1990-95	6%
Unemployment 1989	4.5%
Average ACT scores	city: 19.5 suburbs: 21.3
Average salaries 1987	manufacturing: \$23,340 white-collar: \$19,016
Labor market stress index	107

■ Everyone thinks it's in the middle of nowhere, but Salt Lake City is the only major Western spot within 850 miles of Phoenix, Denver, Seattle, and all major California cities. Its highways are excellent, and the airport is an easy ten-minute ride from downtown. Since Delta made it a hub, Salt Lake City has more flights than any other city its size. Taxes are moderate; city and state carry AAA bond ratings from Moody's. Literacy is the highest in the U.S., but school classes are large even though Utah spends heavily on education. Mormons produce large families, meaning more children per taxpayer. Quality of life is good, particularly if you ski; city buses reach four resorts. Downtown is dead, but a planned \$500 million redevelopment should revive it. Liquor laws are loosening. In restaurants, come July, you'll be able to order a drink much as in any other major city.

## 2 MINNEAPOLIS/ ST. PAUL



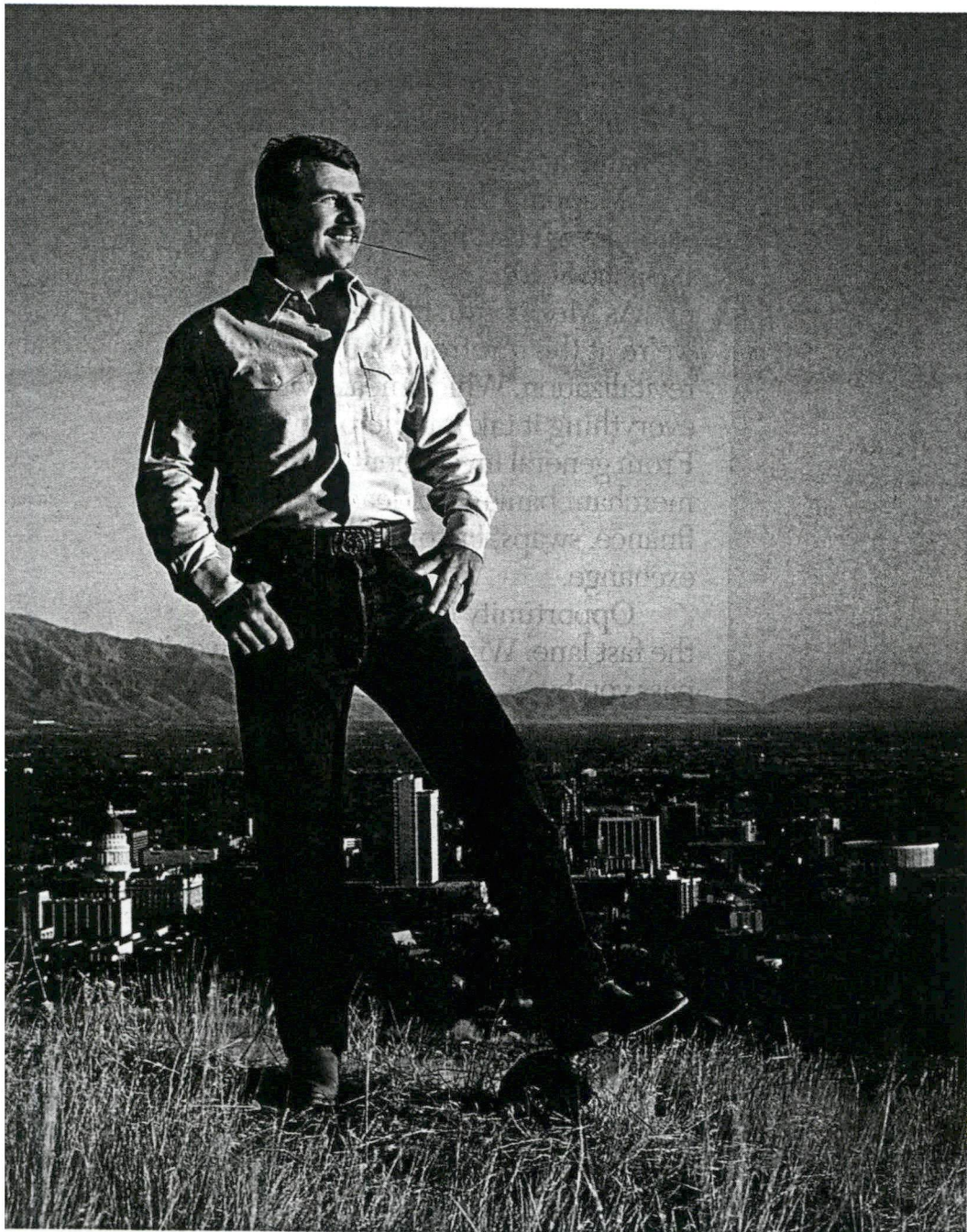
James Schineff  
Downtown skyways

Population 1990	2,462,207
Pop. growth 1990-95	8%
Unemployment 1989	3.8%
Average ACT scores	city: 20.1 suburbs: 21.8
Average salaries 1987	manufacturing: \$29,823 white-collar: \$25,449
Labor market stress index	107

■ Out-of-the-way, self-reliant, civic-minded, and Democratic, this urban pocket on the Northern Plains reflects the values of the Scandinavians who settled in the area. Painfully high corporate and personal income taxes go for heavy expenditures on education, welfare, transportation, and parks. The system works. Minneapolis/St. Paul is among America's cleanest, safest metropolitan areas. Schools are outstanding. Businesses here shell out for status: 135 companies donate at least 2% of pretax profits to charities or local arts groups, and 25 give 10% or more. Minneapolis is Protestant, slightly funky, fun, the main business center. St. Paul is Roman Catholic, the state capital, and the site of more private liberal arts colleges per capita than any other U.S. city. Homogeneity is declining; minorities are 5% of the work force, 15% of schoolchildren. Average January temperature: 12° F.

# THE BEST CITIES FOR BUSINESS

Finding skilled, reliable employees may be companies' most important challenge in the Nineties. Here are the sometimes surprising places to look for America's top workers. ■ by Patricia Sellers



Mayor Palmer DePaulis above Salt Lake City: Workers are smart, eager, and increasing in number.

**I**F YOU'RE LIKE most managers, you're already grappling with what's to be *the* critical business problem of the Nineties: a shortage of skilled workers. The baby bust—the decline in the birthrate that began 25 years ago—is shrinking the supply of entry-level labor. Many job applicants can't read or multiply simple numbers. Those you do hire require expensive training and retraining to keep pace with technological changes. What to do, and where to go?

Don't despair. In certain places in the U.S. you can still find plenty of the smart, enthusiastic, loyal workers you need. Minneapolis/St. Paul, Atlanta, and Sacramento, California, are among those that rose to the top in an extensive FORTUNE survey of the metropolitan areas with America's best workers. Brace yourself for a surprising No. 1: Salt Lake City. What, the home of only one FORTUNE-listed company (the Service 500's First Security)? That reputedly cloistered cowtown somewhere out there between Colorado and Nevada? Yes, indeed. Consider what companies that move major operations there are finding:

■ Sears' Discover Card has just started its largest operations facility in the Salt Lake City metropolitan area. Says general manager David C. Richard: "These are overwhelmingly enthusiastic employees. You start to wonder, is this for real? I've been with Sears for 27 years in Los Angeles, Phoenix, Las Vegas, and Columbus, and truly, this is the greatest market I've been associated with."

■ McDonnell Douglas reports that Salt Lake City's workers have better math and reading skills than those in most other places in which it operates. Employee turnover at the company's aircraft assembly plant there runs 0.5% per year, vs. 12% at its other facilities.

■ American Express's Travelers Cheque Operations Center, where 2,000 employees

process checks for customers worldwide, is the model for high productivity and low turnover among the company's dozens of service centers around the globe.

FORTUNE began its search for America's best workers (see city profiles on following pages) by asking the New York City-based corporate relocation consulting firm Moran Stahl & Boyer to survey human resources executives at companies in the 50 largest U.S. metropolitan areas. A thorough questionnaire solicited their views on worker quality, availability, commitment, computer literacy, and other labor-related issues. Says MS&B vice president Karen Gerard: "Availability and quality of labor are turning into the No. 1 issue for companies considering whether and where to relocate." (For the views of top chief executives, see the CEO Poll.)

**W**ITH MS&B's help, FORTUNE studied the survey results plus data on the factors that make or break a labor market: SAT scores, high school graduation rates, population trends, labor costs, and others. Interviews with CEOs, plant managers, personnel directors, educators, mayors, and other government officials helped FORTUNE narrow the field and predict trends. In all, hundreds of experts were consulted.

The ideal labor market stands out in three ways: It has plenty of workers, they possess advanced skills and a strong work ethic, and local governments put forth gung-ho efforts to help corporate newcomers find and train the people they need. Salt Lake City gets an A+ in all three categories. Not a single city in the Northeast or Middle Atlantic region made FORTUNE's top ten. Reason: Expensive labor and poor inner-city schools hinder hiring and employee retention. Minneapolis/St. Paul offers the twin benefits of well-educated workers—the area has America's best high school graduation rate—and a terrific work ethic. Trouble is, city and state officials don't want to share the talent. They generally don't recruit companies from outside the state, and when one happens to move in, the red carpet remains in storage. Nevertheless, FORTUNE rates the Twin Cities No. 2.

## THE TEN TOP CITIES

1. Salt Lake City
2. The Twin Cities
3. Atlanta
4. Sacramento
5. Austin
6. Columbus
7. Dallas/Fort Worth
8. Phoenix
9. Jacksonville
10. Oklahoma City



Highly productive crews put Skip Marsden (ladder) on top of the maintenance business in Minneapolis.

When it comes to labor availability, the spots that shine do so for different reasons. Austin, Texas, and Columbus, Ohio, have a lot of young talent because they're homes to state universities. Atlanta and Minneapolis/St. Paul are magnets for ambitious young people from farms and small towns because they are the only large cities in their regions. In contrast, Sacramento will have one of the fastest-growing populations in the U.S. in the Nineties because at least for now it is a small town. Angelinos and San Franciscans are flooding in, fed up with big-city traffic, big-city costs, big-city life. And with their moderately priced housing and good recreation, Jacksonville and Phoenix are hot spots for young people; financial service companies have been moving in to hire them as clerical employees. Yet none of these business centers can beat Salt Lake City on demographics.

"This is the place," said Brigham Young when he stood on a mountaintop and selected the site of Salt Lake City as his home base for Mormonism, but never did he fathom that 143 years later big-time executives would say the same. This is an unusual place, resisting national trends and, though conservative and boring on the surface, wonderfully surprising. For one thing, the baby boom never stopped here. That's because Mormons, who make up half the metro area's population of 1.1 million, keep on producing America's largest families. As a result, Utah's high school graduates will increase in number through the year 2000, when they should peak at 37,000, vs. 23,000 last year.

"While the rest of the country is becoming labor poor, we'll be in a labor-rich situation for years to come," says Mayor Palmer DePaulis, an anomaly himself. DePaulis is a Michigan-bred Democrat in probably America's most Republican state. He is a Roman Catholic ex-seminarian, ex-high school English teacher who is 46 and looks thirtysomething. Mayor since 1985, De-

REPORTER ASSOCIATES John Labate and Antony J. Michels

Paulis has aggressively courted new business, diversified Salt Lake City's economy away from basic manufacturing and mining, and, in the opinions of many, become a promising choice for governor in 1992.

Along with Austin, Oklahoma City, and Sacramento, Salt Lake City has many underemployed workers. They're working below their skill levels and would switch in a minute for a good offer. Sears' Discover executives saw that for themselves when 1,500 job seekers came knocking *before* the company ran a single ad (though loads of local press coverage had made everyone in town aware of Discover's hiring plans).

McDonnell Douglas managers were similarly surprised when they built a fuselage assembly plant in 1987. Says Kim Napper, human resources manager: "We had been planning a low-labor operation with 300 to 350 people, but once we realized the great availability of workers, we completely changed our plans." While McDonnell Douglas is reducing worldwide head count by 17,000, it is designating Salt Lake City for labor-intensive work and intends to expand to about 900 people there by next June.

Though pegged as cowfolk, Utahans have America's highest literacy rate, and Salt Lake City residents are probably more educated in foreign languages than people in any other city. Reason: their missions. Before beginning their careers, most Mormon



A first-class employee training program drew copier maker Ricoh to Atlanta.

men—and an increasing number of women—travel, usually abroad, as missionaries. For American Express, this makes Salt Lake City the perfect place to locate a traveler's check operation that serves customers worldwide by toll-free telephone. A businessman from Oslo or a vacationer from Seoul has lost his checks? The polyglots are there to help.

**I**F YOU'RE LOOKING to locate in California, you won't find loads of management depth in Sacramento, a farmbelt town ("Sacra-tomato," locals call it) and state capital that is attracting major corporations. But entry-level and mid-level workers there tend to be more efficient and loyal than in Los Angeles, San Francisco, or San Diego. NEC has chosen the Sacramento area to build a \$500 million

semiconductor fabrication plant, the largest Japanese manufacturing investment in the U.S. outside the auto industry. NEC already operates a facility near Sacramento that ranks among its most productive worldwide. A coming attraction: With Washington budget cutters halting work at several military bases in Sacramento, thousands of highly trained civilians may soon hit the streets.

Though Minneapolis/St. Paul has above-average labor costs, you get what you pay for. Says TCF Bank Chairman and CEO William A. Cooper, a Michigan

and ex-Ohio resident who moved to Minneapolis five years ago: "The work force in Columbus was 20% more efficient and hardworking than Detroit's, and the people here are 20% better than in Columbus." Skip Marsden, founder and president of Marsden Building Maintenance, one of the Twin Cities' leading minority employers, says that managers of janitorial companies in other cities tell him about problems with absenteeism, drugs, and thefts by employees. Says Marsden: "We don't have any of those problems here."

The Twin Cities are apathetic about inviting out-of-state companies to employ these outstanding workers partly because Minneapolis/St. Paul has a remarkable record of developing its own employers. The 14th-largest metro area in the U.S., it is a major center of FORTUNE 500 and Service

## HOW TO SELL A CITY TO THE JAPANESE

What's the key factor when Japanese companies choose U.S. locations? Says Koichi Endo, president of Ricoh Electronics in the U.S.: "Labor quality and labor climate are the most important to the Japanese." Other considerations rank high as well. In marketing U.S. cities to the Japanese, here's what the experts have learned:

■ Education is crucial. Japanese managers tend to remain in the U.S. for just a few years and usually they leave appalled at the quality of U.S. public schools. A few cities such as Atlanta and Los Angeles have full-time Japanese schools. Instructors brought over from Japan teach, in Japanese, a curriculum heavily weighted toward science and math. Kids get English lessons from locally recruited teachers.

■ They go where the action is. "The Japanese aren't trailblazers in finding locations," says Dennis Donovan, senior vice president at Moran Stahl & Boyer. Kao, a Japanese giant

that makes personal-care products, has its U.S. headquarters in Wilmington, Delaware, the locus of the chemical industry.

■ Attitude is everything—and golf helps. Ask any U.S. mayor why the Japanese like his city, and you'll hear, "We're nicer than New York," "We're more earnest than L.A.," or some such attitudinal boast. Upbeat locals probably mean more to the Japanese than to any other group.

But one thing may work better than good old hospitality: golf. Says former Georgia governor George Busbee: "That's truly how we first established ourselves as a prime place for Japanese companies." In 1975 he invited Japanese executives to the Masters tournament in Augusta, and every year after they wanted to return. So last month, when Atlanta's business and civic elite schmoozed with Tokyo locals, what did they tote as gifts? Boxes full of Masters golf balls and videos of the 1990 tournament.

500 companies, including General Mills and 3M. But besides not needing an inflow of employers, the area seems unsure that it wants them. After Minneapolis lost bids for General Motors' Saturn plant and the headquarters for US West, many people said, in effect, "If they don't want me, I don't want them." And unlike Dallas and Fort Worth, which have learned to work together, Minneapolis and St. Paul compete with each other too much to tout their benefits jointly.

If Minneapolis/St. Paul is the Garbo of cities (it wants to be alone), Dallas/Fort Worth, Salt Lake City, and Atlanta are social butterflies. They go all out to show you that their work forces meet your needs. Dallas recently persuaded such companies as MCI Communications, GTE, and Fujitsu to move major operations there by offering not only inexpensive office space—which the area still has much of—but also the assurance that plenty of engineers and computer types inhabit its educational pipeline. Utah runs an unusually ambitious program called Custom Fit, in which community-college faculty or out-of-town experts provide free, specially designed training for newcomers' employees.

**N**O CITY is more hospitable—or better at selling itself—than Atlanta, as it recently demonstrated to the site-selection committee for the 1996 Summer Olympics. Its negatives as a labor market are many: poor primary and secondary schools (Georgia has the third-worst high school graduation rate in the U.S.), high crime, and residents with a work ethic that is average at best. But its Chamber of Commerce is probably the most energetic in the U.S., and the state-run training

## THE ALLURE OF SMALLER CITIES

Companies shopping for locations should consider a lesson car buyers learned years ago: Small to midsize models often do the job more efficiently than bigger, better-known alternatives. As growth of the labor force slows and the need for quality workers intensifies, more companies will place operations in smaller cities. Among those that caught FORTUNE's attention: Albuquerque, New Mexico; Appleton, Wisconsin; Colorado Springs; Fort Myers, Florida; Spokane, Washington; and Wichita, Kansas.

Moran Stahl & Boyer surveys reveal that the overall quality and productivity of employees in these cities is significantly higher than in large cities, partly because of superior school systems. In Spokane (metropolitan area pop.: 363,078), schools are among the best in a state noted for exemplary education.

Cost concerns also prompt companies to go to midsize cities like Wichita (493,251), where white-collar salaries

average just over \$19,000 a year, vs. the U.S. average of \$25,326. Fort Myers (332,903), Albuquerque (509,950), and Colorado Springs (409,193) are all growing fast and offer ample labor. Fort Myers is diversifying its tourism-based economy; with a large elderly population and low wages, it seems attractive for back-office operations.

Companies in small areas where the quality of life is high and the stress level low enjoy a stable work force. Neil Davenport, CEO of Cray Computer in Colorado Springs, says, "We find that people often would rather stay in Colorado Springs than move to advance their careers—which at times strikes me as odd." Smaller cities often earn high marks for employees' work ethic. In Appleton (317,429) absenteeism is markedly low—and when Wisconsin's daunting winter sets in, employees have been known to go to work on snowmobiles. —Antony J. Michels

program Quick Start can't be beat. If you call the Greater Atlanta Chamber and say you're interested in setting up a business in the area, you'll shortly hear from the Quick Start people, who develop training materials, provide instructors, and pay for them.

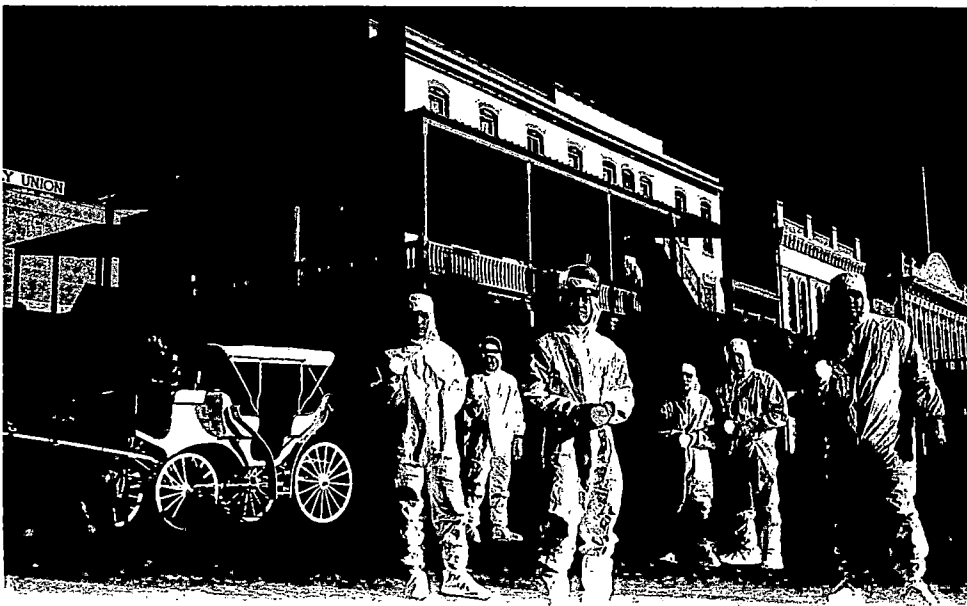
When General Mills built a cereal plant near Atlanta, Quick Start's software designers wrote computer programs simulating production lines, and 88 General Mills employees received 30 weeks of instruction in

such disciplines as statistical process control, the economics of the cereal business, and team building. "We were very surprised at the high quality," says plant manager Patrick McNulty. "If we had gone out and hired someone to do this training, it would have cost us over \$1 million."

Largely because of Quick Start, Georgia has been one of the states most successful at attracting Japanese companies. One newcomer, the Japanese office equipment company Ricoh, is using the program to train some 2,000 workers over the next five years. Koichi Endo, who is just finishing a term as president of Ricoh Electronics in the U.S., says that the manuals and videos that the Quick Start staff created for trainees are so sophisticated that he ordered his managers not to let them out of the plant for fear competitors might get hold of them.

Which city will provide a company with the optimal work force? Naturally that depends on many factors. But remember that the best cities aren't just those with the best people, but also places like Atlanta that try hard and make the most of what they have. Keep an open mind—and remember that a company that puts worker quality among its top criteria when locating operations won't go far wrong. **F**

Sacramento wins the West with workers like these engineers, civilians from McClellan Air Force Base.



Key Votes

1) Homeless \$	AGN	5) Ban Drug Test	AGN	9) SDI Research	AGN
2) Gephardt Amdt	FOR	6) Drug Death Pen	FOR	10) Ban Chem Weaps	AGN
3) Deficit Reduc	FOR	7) Handgun Sales	—	11) Aid to Contras	FOR
4) Kill Plnt Clsng Notice	AGN	8) Ban D.C. Abort \$	FOR	12) Nuclear Testing	FOR

Election Results

1988 general	Solomon P. Ortiz (D), unopposed		
1988 primary	Solomon P. Ortiz (D), unopposed		(\$142,651)
1986 general	Solomon P. Ortiz (D).....	64,165 (100%)	(\$138,793)

UTAH

"Mormon Utah," wrote the *WPA Guide* 50 years ago (Utah has been mostly Mormon since 1847), "is primarily that fertile strip of occupied land, down through the north-central part of the state, lying at the foot of the Wasatch Mountain rampart. Four-fifths of the population lives here, in towns that vary from metropolitan Salt Lake City to humble villages that are distinguishable as towns only by their general store and sturdy 'meeting house.' Even in this richest and oldest-settled area, the stamp of a pioneer culture is everywhere manifest. Grandsires built too sturdily, albeit of such materials as wood and mud, for the pioneer period to have lost its substance. And these houses almost always are shadowed by trees. If houses could not stand as monuments to a culture, trees, gardens, and sheer greenness could. The cities themselves, almost universally set four-square to the directions, reflect an ideal of spacious and noble planning." Fifty years later, having grown from 550,000 people to 1.7 million, Utah's basic character remains stamped as firmly as ever on the desert, mountain-shadowed, often surrealistic landscape of what would have been, without the Mormons, an uninhabited wasteland.

Utah and Mormonism had their roots in a very different landscape more than 150 years ago, in a wave of religious enthusiasm, prophecy and utopianism that swept across the "burnt-over district" of Upstate New York in the 1820s and 1830s. There Joseph Smith, a young farmer, experienced a vision in which the Angel Moroni, a prophet of the lost tribe of Israel (the American Indians), appeared and told him where to unearth several golden tablets inscribed with hieroglyphic writings. (So important is this revelation to the religion that forged documents showing that Smith was directed by a "white salamander" to the tablets resulted in extortions, car-bombings, and finally the confession of forger Mark Hofmann in 1987.) With the aid of special spectacles, Smith translated the tablets and published them as the *Book of Mormon* in 1831. He later declared himself a prophet and founded the Church of Jesus Christ of Latter Day Saints. His Mormons, as they were called, attracted thousands of converts and created their own communities; persecuted for their beliefs, they moved west to Ohio, Missouri, and then Illinois. In 1844, the Mormon colony at Nauvoo, Illinois, had some 15,000 members, all living under the strict theocratic rule of Joseph Smith. In secular Illinois politics, Nauvoo—then the largest city in the state—held the balance of power between contending Democrats and Whigs. It was here that Smith received a revelation sanctioning the practice of polygamy, which led to his death at the hands of a mob in 1844.

After the murder, the new president of the church, Brigham Young, decided to move the faithful, "the saints," farther west into territory that was still part of Mexico and far beyond the pale of white settlement. Young led a well-organized march across the Great Plains and into the

Mayor of Corpus Christi some time

on cultural and military issues—like  
me that a Mexican-American will vote  
can-American voters are vociferously  
share their attitudes. He is a member of  
es Committee, where he seems to fit in  
il legislation he has sponsored has local  
by oil refineries in foreign trade zones,  
nt that shrimpers use Turtle Excluding  
miles east of Corpus Christi in the Gulf.

Pop. 1980: 526,988, up 23.7% 1970-80.  
married couples; 37.8% housing units rented;  
10. Voting age pop. (1980): 341,512; 55%

.....	76,313	(46%)
.....	88,458	(53%)

3, 1937, Robstown; home, Corpus Christi;  
heriffs' Training Inst., 1977; United Method-

0-62; Nueces Cnty. Constable, 1965-68,  
76, Sheriff, 1977-82.

B 20515, 202-225-7742. Also 3649 Leopard,  
risti 78408, 512-883-5868; and 3505 Boca  
l, Brownsville 78521, 512-541-1242.

Services (20th of 31 D). Subcommittees:  
s and Facilities; Readiness; Seapower and  
il Materials. *Merchant Marine and Fisheries*  
bcommittees: Coast Guard and Navigation,  
fe Conservation and the Environment. *Select*  
*otics Abuse and Control* (12th of 18 D).

ACU	NTLC	NSI	COC	CEI
26	5	70	29	14
17	—	—	33	14

1987 LIB — 1987 CONS

66%	—	33%
42%	—	57%
54%	—	45%

BY. ↙

Rocky Mountains. In 1847, the prophet and his followers stopped on the western slope of the Wasatch Range and, as Brigham Young gazed over the valley of the Great Salt Lake spread out below, he uttered the now famous words, "This is the place."

The place was Utah. Young was governor of the territory for many years, and it is the only state that continues to live by the teachings of the church responsible for its founding. Throughout the 19th century and even today "Zion" has attracted thousands of converts from the Midwest, the north of England, and Scandinavia. The object of religious fear, prejudice and perhaps some repressed envy, Utah was not granted statehood until 1896, after the church renounced polygamy.

The Church remains distinctive in many ways. It cares deeply about its past: in caves in the mountains of Utah the Church preserves America's most complete genealogical records. It tries to spread the faith: many young Mormons spend missionary years abroad. It prohibits the consumption of tobacco, alcohol, caffeine; it encourages large families and hard work; its members are healthier than the average American, better educated and more affluent. And while American mainline denominations are losing members, the Mormon Church is growing. Mormons, long derided by coastal sophisticates as old-fashioned, have the satisfaction in the late 1980s of seeing their respect for tradition and discipline accepted more and more in an America grown weary and wary of liberation from traditional cultural standards.

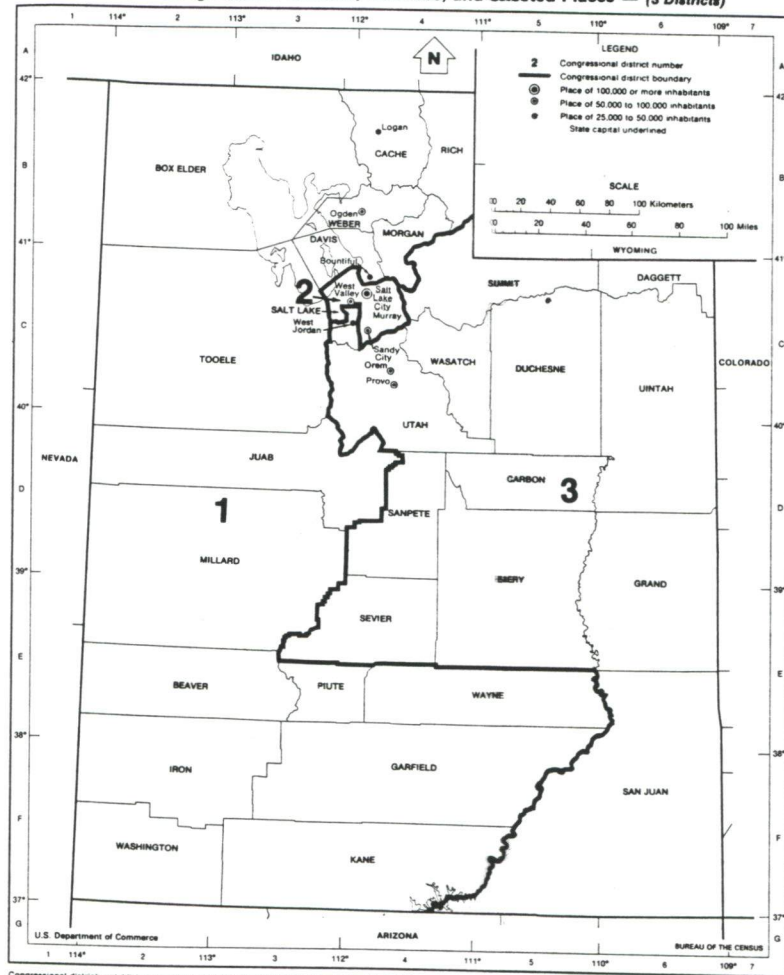
The Church's influence in Utah is great—it owns one of the two leading Salt Lake City newspapers and a TV station, it has holdings in an insurance company, several banks, real estate and owns ZCMI, the largest department store in Salt Lake City—and it is sometimes resented. But this influence is only occasionally exerted on political issues. The embarrassment of the Church's ban against blacks becoming full members was removed thanks to a revelation to LDS president Spencer Kimball in 1978. In the early 1980s, the Church opposed the racetrack basing mode for the MX missile which would have required laying tracks down over much of Utah and Nevada. And the Church itself, financed by the tradition of tithing, runs its own high-quality welfare programs: this is a society that favors market economics and free enterprise, but also has a lively tradition of communal effort and responsibility. In Utah, it is the community, not the individual, that is paramount and many of George Bush's thousand points of light are blazing brightly here.

But if the moral underpinnings of life in Utah have not changed in 50 years, Utah's view of its place in the nation has. Before World War II, Utah saw itself as a colonial victim of East Coast bankers and financiers and Mormons saw themselves as sufferers from religious discrimination and bigotry—and all with some cause. Its income levels were well below the national average, its cost of living was higher, the prices paid for the things it produced seemed to be controlled elsewhere. Politically, this perspective translated into a Democratic allegiance: in 1940, Utah was represented by staunch New Dealers in Congress and cast 62% of its votes for Franklin Roosevelt. Today, Utah is more likely to see itself as a busy—beehive, in the Mormon image—generator of wealth and to see its religion not as distinctive but as representing the traditional values that a majority of Americans share even though they are under attack in liberal media and intellectual circles. In Utah, the 1950s American ideal is still alive—and thriving, with as many intact families, as many children, and much higher income levels than average Americans had at the peak of the baby boom. Politically, this perspective translates into a strong Republican preference. Utah changed from a Democratic state in the Roosevelt-Truman years to a pretty solidly Republican state by the middle 1960s. In the last 20 years, as traditional values under attack elsewhere have thrived in Utah, it has become the most Republican of states—standing out in the national statistics politically just as it does demographically. In 1960, Richard Nixon carried Utah with 55% of the vote; by 1972, he won with 72%. Ronald Reagan won 73% and 75% of Utah's votes; George Bush won here 66%–32%. For four presidential elections in a row, Utah has been the nation's most Republican state.

Governor. The key event in recent state politics in Utah was the tax increase obtained by

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UTAH — Congressional Districts, Counties, and Selected Places — (3 Districts)



Congressional districts established January 1, 1982; all other boundaries are as of January 1, 1980.

Governor Norman Bangerter in 1987. A tax revolt movement immediately arose, fueled by frustration, for Bangerter was the first Republican governor elected in 20 years and the Democrat then poised to run against him, former Salt Lake City Mayor Ted Wilson, wasn't denouncing the tax increase himself. The result was several anti-tax measures on the ballot in 1988 and the independent candidacy of tax protester Merrill Cook. Bangerter argued that the state needed the money for education and infrastructure, but in 1988, he sponsored a rebate and the state sent out checks by Labor Day. That may have been enough to make the difference, as Bangerter beat Wilson by a narrow 40%-38% margin, with a strong 21% going to Cook; and in early 1989, Bangerter and the legislature were grappling with ways to lower taxes further.

Senators. Utah has two Republican Senators both of whom chaired important committees for six years, and who are both back, but not necessarily quietly, on the minority side.

Of Senator Jake Garn's personal courage, there can be no doubt. He was a Navy pilot and a

general in the National Guard; he went up in the space shuttle *Discovery* in April 1985 and was monitored for seven days for, among other things, motion sickness; in September 1986, he donated a kidney to one of his daughters. He is also known for his explosions of temper. He exploded at Ralph Nader in a 1979 hearing when Nader suggested that a safety regulation Garn opposed would have saved the life of Garn's late wife who had died in a 1976 accident. In 1984, when Barry Goldwater, Daniel Patrick Moynihan and others professed to be outraged at the CIA's mining of Nicaraguan harbors, Garn exploded, "You guys are a bunch of assholes;" he apologized later to Goldwater but, pointedly, not to the others. In 1988, he took to the Senate floor to denounce "sanctimonious attempts" of other members to avoid their own responsibility for the savings and loan crisis, though he has some responsibility himself.

Behind the courage and the temper lie some fierce convictions—and some frustrations with the legislative process. Garn was chairman of the Senate's Space Subcommittee and is an enthusiast for the space program, which has been politically beleaguered and threatened with cuts since the moon landing program ended more than a decade ago. Garn wants the maximum of manned exploration—the space station, a manned mission to Mars, and a permanent colony on the moon—which is very expensive, and he seems to give less priority to unmanned exploration which can go farther and faster but which may not seize the public's imagination. He is an advocate of greater defense spending also, and of tougher export control on American high-tech products and processes.

Garn was chairman of the Banking Committee for six years and had to deal with his philosophically different and personally unpleasant House counterpart, Fernand St Germain. Garn did succeed in getting some banking deregulation bills through, but his measures allowing banks into the securities business were always blocked by the House. He put together the Garn-St Germain law which relaxed restrictions on savings and loans, and so must be accorded some of the blame for the S&L crisis; the more so, because his chief staffer on the issue, M. Danny Wall, became one of the chief regulators as head of the Federal Home Loan Bank Board. But Garn was willing in 1985 and 1986 to recapitalize FSLIC generously enough to stifle losses and recognized the need to change some of the lending rules which were generating more losses, but he was stymied because St Germain (who was being lavishly entertained almost every night by S&L lobbyist James "Snake" Freeman) and Speaker Jim Wright were blocking these measures in the House.

Garn was an insurance agent and mayor of Salt Lake City who won his Senate seat in 1974 by beating Wayne Owens (then, and again since 1986, Salt Lake City's congressman) by a 50%-44% margin. Garn's position in Utah seems solid: he was reelected with 74% and 72% of the vote in 1980 and 1986, and he is likely to be easily reelected when his seat comes up again in 1992.

Orrin Hatch is also a conservative, but with a different temperament and different career. In 1981, after only four years in the Senate, he became chairman of the Labor and Human Resources Committee, the spawning ground of many Great Society measures, and the place where Hatch was expected to bury them again. But that is not exactly what happened. One reason was that Hatch never had a reliable conservative majority on the committee: Republicans Robert Stafford and Lowell Weicker often voted with the Democrats. Another is that some of Hatch's anti-labor causes got overtaken by events. He gained fame in the Carter years by filibustering the AFL-CIO's labor law reform, and for the 1980s, his agenda included the subminimum wage and repeal of the Davis-Bacon Act. Meanwhile, the building trades unions, which are the beneficiaries of Davis-Bacon, were undermined by the high interest rates and deunionization of the early 1980s.

And finally, Hatch did not dismantle the Great Society because he became a workhorse, taking seriously his responsibilities of superintending these programs and working hard to get the details right. He did push the Reagan Administration's block grants early on. But he approached the remaining programs as you might expect a bishop to in a church which runs a

wide array of social welfare programs itself: he looked to see who was helped or hurt, if money was spent efficiently, if there were better ways to do it, or if more federal help was needed. So while he continued to staunchly oppose federal funding of abortion, he became one of the biggest boosters of the Job Corps. He supported the Japanese American redress legislation. He opposed the Civil Rights Restoration Act and supported the Danforth amendment that would prevent Catholic and other religious hospitals from being required to insure their employees for abortions. But he worked with Edward Kennedy—and against Jesse Helms—on the AIDS education and treatment bill in 1988, insisting that the government must help homosexuals even if it disapproves of their practices. He led the opposition on committee to mandated health insurance in 1988 and 1989, but at the same time he proposed his own child care bill and supported the ABC child care bill (that incorporated many of the proposals from his own child care bill) which many Republicans, including the Bush Administration, oppose. Yet at the same time he led the charge for the Administration's approach to the minimum wage.

This is not quite what was expected of Hatch after his surprise win in 1976. He had only gotten into the Senate race at the last minute when, as a Reagan backer and a newcomer to the state, he felt the other Republicans running for liberal Democrat Frank Moss's seat were too moderate; he ran a tough negative issues campaign against Moss and won an upset victory. Hatch had a tough race again in 1982, when he was closely pressed by Democrat Ted Wilson, then the mayor of Salt Lake City, a man with moderate views and a pleasant, modest personality; but this strong Republican finally won in Republican Utah by a 58%–41% majority. In 1988, he faced the son of the Senator he beat in 1976, but Brian Moss raised little money and Hatch won 67%–32%. There has been talk at various times that Hatch, a member of the Judiciary Committee, might be appointed to the Supreme Court, partly on the theory—obsolete now after the Tower nomination—that Senators will not deny confirmation to one of their own. In the meantime, he seems to have a safe Senate seat and plenty of work to do.

**Presidential politics.** The most Republican state in the nation is not likely to see any presidential candidates any time soon, unless their planes need refueling on the way to the West Coast. For the national conventions its relatively few delegates are chosen by party officials.

**Congressional districting.** In 1982, Utah got its third congressional district; the lines were drawn as predicted and little adjustment will be needed for 1992. The 2d District, which includes most of Salt Lake County, is the least Republican of the three, and went Democratic in 1986, when Wayne Owens won it—the first Democratic victory in a federal election here in the 1980s. The 1st District in Western Utah produced the fourth highest Bush percentage in 1988, surpassed only by west Houston, north Dallas and the Florida panhandle.

**The People:** Est. Pop. 1988: 1,691,000; Pop. 1980: 1,461,037, up 15.7% 1980–88 and 37.9% 1970–80; 0.69% of U.S. total, 35th largest. 24% with 1–3 yrs. col., 20% with 4+ yrs. col.; 10.3% below poverty level. Single ancestry: 28% English, 4% German, 2% Irish, 1% Swedish, Scottish, Dutch, Italian, French, Norwegian. Households (1980): 78% family, 50% with children, 69% married couples; 29.3% housing units rented; median monthly rent: \$190; median house value: \$60,000. Voting age pop. (1980): 920,932; 4% Spanish origin, 1% Asian origin, 1% American Indian, 1% Black. Registered voters (1988): 806,934; no party registration.

**1988 Share of Federal Tax Burden:** \$4,095,000,000; 0.46% of U.S. total, 37th largest.

1988 Share of Federal Expenditures

	Total		Non-Defense		Defense	
Total Expend	\$5,750m	(0.65%)	\$3,964m	(0.60%)	\$2,465m	(1.08%)
St/Lcl Grants	725m	(0.63%)	724m	(0.63%)	1m	(1.16%)
Salary/Wages	1,267m	(0.94%)	450m	(0.67%)	818m	(0.67%)
Pymnts to Indiv	2,063m	(0.50%)	1,964m	(0.50%)	99m	(0.53%)
Procurement	1,546m	(0.82%)	679m	(1.46%)	1,546m	(0.82%)
Research/Other	149m	(0.40%)	147m	(0.40%)	1m	(0.40%)

**Political Lineup:** Governor, Norman H. Bangerter (R); Lt. Gov., W. Val Oveson (R); Atty. Gen., Paul Van Dam (D); Treasurer, Edward T. Alter (R); Auditor, Tom L. Allen (R). State Senate, 29 (22 R and 7 D); State House of Representatives, 75 (48 R and 27 D). Senators, Edwin Jacob (Jake) Garn (R) and Orrin G. Hatch (R). Representatives, 3 (2 R and 1 D).

1988 Presidential Vote

Bush (R)	428,442	(66%)
Dukakis (D)	207,343	(32%)

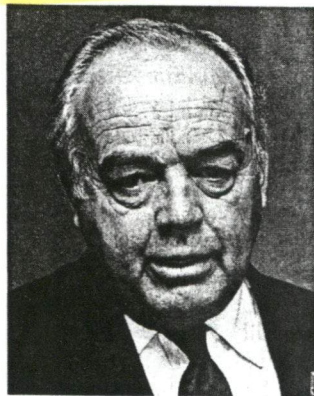
1984 Presidential Vote

Reagan (R)	469,105	(75%)
Mondale (D)	155,369	(25%)

*Leaving*

**GOVERNOR**

**Gov. Norman H. Bangerter (R)**



Elected 1984, term expires Jan. 1993; b. Jan. 4, 1933, Granger, home, West Valley City; Brigham Young U., U. of UT; Mormon; married (Colleen).

**Career:** Bldg. contractor; UT House of Reps., 1974-84, Speaker 1980-84.

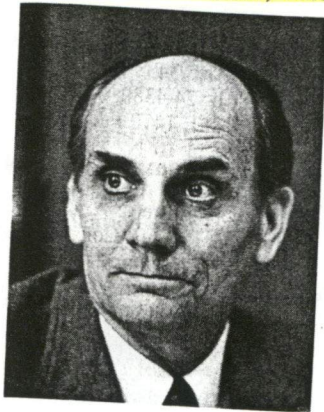
**Office:** 210 State Capitol, Salt Lake City 84114, 801-538-1000.

**Election Results**

1988 gen.	Norman H. Bangerter (R)	260,462	(40%)
	Ted Wilson (D)	249,321	(38%)
	Merrill Cook (I)	136,651	(21%)
1988 prim.	Norman H. Bangerter (R), unopposed		
1984 gen.	Norman H. Bangerter (R)	351,792	(56%)
	Wayne Owens (D)	275,669	(44%)

**SENATORS**

**Sen. Edwin Jacob (Jake) Garn (R)**



Elected 1974, seat up 1992; b. Oct. 12, 1932, Richfield; home, Salt Lake City; U. of UT, B.S. 1955; Mormon; married (Kathleen).

**Career:** Navy, 1956-60; Insur. exec., 1960-68; Salt Lake City Commissioner, 1968-72; Mayor of Salt Lake City, 1972-74.

**Offices:** 505 DSOB 20510, 202-224-5444. Also 4225 Fed. Bldg., Salt Lake City 84138, 801-524-5933; 1010 Fed. Bldg., Ogden 84401, 801-625-5676; 88 W. 100 N., Rm. 111, Provo 84601, 801-374-2929; P.O. Box 99, Cedar City 84720, 801-586-8435; and Energy Bldg., Ste. 1, Moab 84532, 801-259-7188.

**Committees:** *Appropriations* (4th of 13 R). Subcommittees: Defense; Energy and Water Development; Interior; Military Construction; VA, HUD and Independent Agencies (Ranking Member). *Banking, Housing, and Urban Affairs* (Ranking Member of 9 R). *Energy and Natural Resources* (8th of 9 R). Subcommittees: Energy Research and Development; Public Lands, National Parks and Forests; Water and Power. *Rules and Administration* (6th of 7 R).

**Group Ratings**

	ADA	ACLU	COPE	CFA	LCV	ACU	NTLC	NSI	COC	CEI
1988	0	4	10	17	10	96	78	100	92	78
1987	5	—	10	17	—	96	—	—	94	82

**National Journal Ratings**

	1988 LIB — 1988 CONS		1987 LIB — 1987 CONS	
Economic	0%	95%	0%	94%
Social	0%	89%	0%	94%
Foreign	9%	89%	0%	76%

**Key Votes**

- 1) Cut Aged Housing \$ AGN
- 2) Override Hwy Veto AGN
- 3) Kill Plnt Clsng Notice FOR
- 4) Min Wage Increase AGN
- 5) Bork Nomination FOR
- 6) Ban Plastic Guns FOR
- 7) Deny Abortions FOR
- 8) Japanese Reparations AGN
- 9) SDI Funding FOR
- 10) Ban Chem Weaps FOR
- 11) Aid To Contras FOR
- 12) Reagan Defense \$ FOR

**Election Results**

1986 general	Edwin Jacob (Jake) Garn (R)	314,608	(72%)	
	Craig S. Oliver (D)			(\$752,944)
1986 primary	Edwin Jacob (Jake) Garn (R), unopposed	115,523	(27%)	(\$24,508)
1980 general	Edwin Jacob (Jake) Garn (R)	434,675	(74%)	(\$1,113,061)
	Dan Berman (D)	151,454	(26%)	(\$237,882)

Defense	Defense	Defense
(0.60%)	\$2,465m	(1.08%)
(0.63%)	1m	(1.16%)
(0.67%)	818m	(0.67%)
(0.50%)	99m	(0.53%)
(1.46%)	1,546m	(0.82%)
(0.40%)	1m	(0.40%)

v., W. Val Oveson (R); Atty. Gen., Paul Allen (R). State Senate, 29 (22 R and 7 D), Edwin Jacob (Jake) Garn (R) and

**Electoral Vote**

1988	469,105	(75%)
1987	155,369	(25%)

Jan. 1993; b. Jan. 4, 1933, Granger; Brigham Young U., U. of UT; Mormon;

U.S. House of Reps., 1974-84, Speaker  
Salt Lake City 84114, 801-538-1000.

1988	260,462	(40%)
1987	249,321	(38%)
1986	136,651	(21%)
1985	351,792	(56%)
1984	275,669	(44%)

Sen. Orrin G. Hatch (R)



Elected 1976, seat up 1994; b. Mar. 22, 1934, Pittsburgh, PA; home, Salt Lake City; Brigham Young U., B.S. 1959, U. of Pittsburgh, J.D. 1962; Mormon; married (Elaine).

**Career:** Practicing atty., 1962-76.

**Offices:** 135 RSOB 20510, 202-224-5251. Also 3438 Fed. Bldg., 125 S. State St., Salt Lake City 84138, 801-524-4380; 109 Fed. Bldg., 88 W. 100 N., Provo 84601, 801-375-7881; 1410 Fed. Bldg., 325 25th St., Ogden 84401, 801-625-5672; and 10 N. Main St., P.O. Box 99, Cedar City 84720, 801-586-8435.

**Committees:** *Judiciary* (2d of 6 R). Subcommittees: Antitrust, Monopolies and Business Rights; Constitution; Patents, Copyrights and Trademarks (Ranking Member). *Labor and Human Resources* (Ranking Member of 7 R). Subcommittees: Children, Family, Drugs, and Alcoholism; Education, Arts and Humanities; Handicapped. *Select Committee on Intelligence* (2d of 7 R).

Group Ratings

	ADA	ACLU	COPE	CFA	LCV	ACU	NTLC	NSI	COC	CEI
1988	5	19	12	42	20	96	77	100	86	55
1987	5	—	11	33	—	92	—	—	100	73

National Journal Ratings

	1988 LIB — 1988 CONS		1987 LIB — 1987 CONS	
Economic	9%	—	81%	21% — 74%
Social	32%	—	67%	11% — 87%
Foreign	0%	—	92%	0% — 76%

Key Votes

- |                          |     |                         |     |                       |     |
|--------------------------|-----|-------------------------|-----|-----------------------|-----|
| 1) Cut Aged Housing \$   | FOR | 5) Bork Nomination      | FOR | 9) SDI Funding        | FOR |
| 2) Override Hwy Veto     | AGN | 6) Ban Plastic Guns     | FOR | 10) Ban Chem Weaps    | FOR |
| 3) Kill Pmt Clsng Notice | FOR | 7) Deny Abortions       | FOR | 11) Aid To Contras    | FOR |
| 4) Min Wage Increase     | AGN | 8) Japanese Reparations | FOR | 12) Reagan Defense \$ | FOR |

Election Results

1988 general	Orrin G. Hatch (R)	430,089	(67%)	(\$3,706,381)
	Brian H. Moss (D)	203,364	(32%)	(\$153,475)
1988 primary	Orrin G. Hatch (R), unopposed			
1982 general	Orrin G. Hatch (R)	309,547	(58%)	(\$3,838,335)
	Ted Wilson (D)	218,895	(41%)	(\$1,703,170)

FIRST DISTRICT

In May 1869, a motley crowd of Irish and Chinese laborers, teamsters, engineers, train crews, officials and guests from California and Salt Lake City gathered in Promontory Point, Utah, to watch the opening of the transcontinental railroad. The Union Pacific train was late and Leland Stanford raised his hammer and totally missed the golden spike, but an alert telegrapher mimicked the sound over the wire and a photographer recorded the scene for posterity: united at last were the settled and civilized East with the mostly unsettled and untamed West. Here, beyond sight of the snow-capped mountains the Mormon pioneers crossed to reach Zion, the salt flats stretch out endlessly even today; the rail lines now pass north of here, and Promontory Point

anecdote

lies on uninhabited flat land beside the rising Great Salt Lake. The lake itself kept rising in the middle 1980s, despite state legislation forbidding it to get above a certain level. The local county commissioners called for a day of prayer for drought in May 1986, the lake finally obeyed the law, and the state didn't have to pump water through canals to form a vast new lake in the salt flats to the west.

The 1st Congressional District of Utah is the western half of Utah, from Promontory Point down to where the Colorado River flows south through Glen Canyon into Arizona; there are national parks (Zion, Bryce Canyon) in the south, mining country in the center, and the desert (as it still is at this writing) west of the lake. But 75% of the people of the 1st District live along the Wasatch Front, the thin strip of land between the Wasatch Mountains and the lowlands along the lake. The largest city is Ogden, an old working-class town on the Union Pacific line, the nearest station stop to Promontory Point. North of Ogden, the land is agricultural, and the towns—Brigham City and Logan—are mainly farm centers, almost entirely Mormon and heavily conservative. To the south is Davis County, with some high-income spillover from Salt Lake City. Ogden has a Democratic past, but any Democratic votes it casts today are overcome by Davis's Republican majorities. The rest of the voters live in small communities, many almost unanimously Mormon in central and southern Utah.

The congressman from this district is James Hansen, who despite his conservative and Republican record has not held it without challenge. He won the seat in 1980 by beating incumbent Gunn McKay 52%-48%; McKay, after several years heading an LDS mission overseas ran again in 1986 and 1988, losing 52%-48% and 60%-40%. McKay argued that he would provide "balance" for Utah and would have clout as he once was a majority member of the Appropriations Committee, where he helped protect Ogden's Hill Air Force Base. But that argument was undercut in summer 1986 when Hansen won a vacant seat on the Armed Services Committee. A former speaker of the Utah House, garrulous and fair-minded, he was respected enough to have been named to Standards of Official Conduct, the House's Ethics Committee, in his first term; in his second term, serving on Interior as well, he helped pass a compromise Utah Wilderness bill. He seems now to have a safe seat.

**The People:** Est. Pop. 1986: 574,000, up 17.7% 1980-86; Pop. 1980: 487,833, up 31.0% 1970-80. Households (1980): 81% family, 51% with children, 72% married couples; 25.8% housing units rented; median monthly rent: \$177; median house value: \$58,200. Voting age pop. (1980): 303,406; 3% Spanish origin, 1% Black, 1% Asian origin, 1% American Indian.

**1988 Presidential Vote:**  
 Bush (R) ..... 162,713 (72%)  
 Dukakis (D)..... 60,984 (27%)

1994; b. Mar. 22, 1934, Pittsburgh, PA; Brigham Young U., B.S. 1959, U. of Mormon; married (Elaine).

1962-76.

510, 202-224-5251. Also 3438 Fed. Bldg., Lake City 84138, 801-524-4380; 109 Fed. Bldg., Salt Lake City 84601, 801-375-7881; 1410 Fed. Bldg., Salt Lake City 84101, 801-625-5672; and 10 N. Main St., Salt Lake City 84720, 801-586-8435.

(2d of 6 R). Subcommittees: Antitrust, Civil Rights; Constitution; Patents, Copyrights (Leg. Member). *Labor and Human Resources* (1st R). Subcommittees: Children, Family, Education, Arts and Humanities; Handicapped (2d of 7 R). *Intelligence* (2d of 7 R).

U	N TLC	NSI	COC	CEI
86	77	100	86	55
82	—	—	100	73

**1987 LIB — 1987 CONS**

21%	—	74%
11%	—	87%
0%	—	76%

FOR	9) SDI Funding	FOR
FOR	10) Ban Chem Weaps	FOR
FOR	11) Aid To Contras	FOR
s FOR	12) Reagan Defense \$	FOR

...	430,089	(67%)	(\$3,706,381)
...	203,364	(32%)	(\$153,475)
...	309,547	(58%)	(\$3,838,335)
...	218,895	(41%)	(\$1,703,170)

workers, teamsters, engineers, train crews, gathered in Promontory Point, Utah, to see the Union Pacific train was late and Leland Stanford, the golden spike, but an alert telegrapher recorded the scene for posterity: united at the edge of a newly settled and untamed West. Here, the pioneers crossed to reach Zion, the salt flats north of here, and Promontory Point.

**Rep. James V. Hansen (R)**



Elected 1980; b. Aug. 14, 1932, Salt Lake City; home, Farmington; U. of UT, B.A. 1960; Mormon; married (Ann).

**Career:** Navy, Korea; Farmington City Cncl., 1962-72; UT House of Reps., 1972-80, Speaker, 1978-80.

**Offices:** 2421 RHOB 20515, 202-225-0453. Also 1017 Fed. Bldg., 324 25th St., Ogden 84401, 801-625-5677; and 435 E. Tabernacle, Ste. 105, St. George 84770, 801-628-1071.

**Committees:** *Armed Services* (13th of 21 R). Subcommittees: Military Installations and Facilities; Procurement and Military Nuclear Systems. *Interior and Insular Affairs* (6th of 15 R). Subcommittees: Energy and the Environment (Ranking Member); National Parks and Public Lands; Water, Power and Offshore Energy Resources. *Standards of Official Conduct* (2d of 6 R).

**Group Ratings**

	ADA	ACLU	COPE	CFA	LCV	ACU	NTLC	NSI	COC	CEI
1988	0	4	3	18	6	100	84	100	100	81
1987	4	—	4	14	—	95	—	—	100	86

**National Journal Ratings**

	1988 LIB — 1988 CONS		1987 LIB — 1987 CONS	
Economic	0%	— 93%	0%	— 89%
Social	0%	— 95%	0%	— 90%
Foreign	22%	— 76%	0%	— 80%

**Key Votes**

- |                           |     |                      |     |                     |     |
|---------------------------|-----|----------------------|-----|---------------------|-----|
| 1) Homeless \$            | FOR | 5) Ban Drug Test     | FOR | 9) SDI Research     | FOR |
| 2) Gephardt Amdt          | AGN | 6) Drug Death Pen    | FOR | 10) Ban Chem Weaps  | AGN |
| 3) Deficit Reduc          | AGN | 7) Handgun Sales     | FOR | 11) Aid to Contras  | FOR |
| 4) Kill Plnt Clsng Notice | FOR | 8) Ban D.C. Abort \$ | FOR | 12) Nuclear Testing | AGN |

**Election Results**

1988 general	James V. Hansen (R)	130,893	(60%)	(\$426,902)
	Gunn McKay (D)	87,976	(40%)	(\$391,928)
1988 primary	James V. Hansen (R), unopposed			
1986 general	James V. Hansen (R)	82,151	(52%)	(\$419,959)
	Gunn McKay (D)	77,180	(48%)	(\$244,261)

**SECOND DISTRICT**

The center of Utah and of the Mormon Church is Temple Square, nestled beneath the towering mountains that flank Salt Lake City. Here you can find the Mormon Tabernacle, home of the famous choir, and the Temple itself, which is entered only by Church members. Two long blocks north is the state Capitol, four blocks south is City Hall, all around are Salt Lake City's impressive array of skyscrapers. Everywhere the snow-capped mountains can be seen towering in the east and the Great Salt Lake to the west shimmering in the waning light of day. Ironically, Salt Lake City is the least Mormon and most cosmopolitan part of Utah: with the state university and businesses bringing in outsiders, some think it now has a gentile (i.e., non-Mormon) majority. Salt Lake City, wrote the *WPA Guide* 50 years ago, "has probably more

quote about Salt Lake →

briefcases per capita than any other city in the state. In spite of these habiliments of importance, however, the tempo is relatively unhurried, with time enough to chat beside the parking meters about crops and precipitation, Church news and the price of copper, and to read the news bulletins in front of the newspaper offices. Men's headgear runs more to the stetson than in the East, and a cowboy in a ten-gallon hat, copper-riveted Levis, and high-heeled boots arouses no comments." Much larger today, Salt Lake City still has some of this laid-back western atmosphere.

Utah's 2d Congressional District, which includes most of Salt Lake County, has lower percentages of families, children and married couples per household than the other two Utah districts. The 2d District also includes most of Utah's most affluent people living in Salt Lake City and suburbs like East Millcreek, Holladay and Cottonwood, right next to the Wasatch Mountains which rise, at that point, to 9,000 feet. It is just an easy drive up or over the mountains, as recruiters for businesses here like to tell prospects, to the ski slopes at Park City and Alta. The district also includes some of the more modest suburbs on the flat land just south of Salt Lake City and east toward the Lake.

Politically the 2d District is relatively marginal, and has had volatile congressional politics, with close races in most years since 1972. That year, 35-year-old Democrat Wayne Owens attracted attention by walking the district (it went all the way down to the Arizona border then) and beat the incumbent Republican; he went on to vote against Richard Nixon in the Judiciary Committee impeachment hearings, to lose the Senate race to Jake Garn later that year, to be sent on an LDS mission to Montreal, and to lose the 1984 governor's race. In 1986, after three other men had served, he ran in the 2d district again and won 55%-44% over county commissioner Tom Shimizu, whose family came here as refugees from the removal of Japanese Americans from the West Coast in World War II.

In the House, Owens serves on the Foreign Affairs and Interior Committees. He has a moderately liberal voting record, but not what one might expect of a man who was once, as Republicans like to recall, a top aide to then Senate Democratic Whip Edward Kennedy. He has made a name for himself as an economizer, supporting the balanced budget constitutional amendment, joining the Grace Caucus, asking the Administration to cancel the C-17 cargo plane, and calling for repeal of Section 89 of the tax law that requires small companies to give all employees the same health care plans. In 1988, his Republican opponent, local ice cream magnate Richard Snelgrove, put on a spirited campaign, but Owens won 57%-41%. He says he is cured of any desire for statewide office and obviously hopes for a long career in what has been, for others, a somewhat shaky seat in the House.

**The People:** Est. Pop. 1986: 532,900, up 9.3% 1980-86; Pop. 1980: 487,475, up 21.3% 1970-80. Households (1980): 72% family, 43% with children, 61% married couples; 35.8% housing units rented; median monthly rent: \$200; median house value: \$63,100. Voting age pop. (1980): 325,863; 4% Spanish origin, 1% Asian origin, 1% Black, 1% American Indian.

**1988 Presidential Vote:** Bush (R) . . . . . 125,619 (58%)  
 Dukakis (D) . . . . . 86,241 (40%)

4, 1932, Salt Lake City; home, Farmington; Mormon; married (Ann).

Farmington City Cncl., 1962-72; UT 0, Speaker, 1978-80.

0515, 202-225-0453. Also 1017 Fed. Bldg., 401, 801-625-5677; and 435 E. Tabernacle, 770, 801-628-1071.

Services (13th of 21 R). Subcommittees: and Facilities; Procurement and Military Prior and Insular Affairs (6th of 15 R), and the Environment (Ranking Member); Public Lands; Water, Power and Offshore Standards of Official Conduct (2d of 6 R).

CU	NTLC	NSI	COC	CEI
00	84	100	100	81
95	—	—	100	86

**1987 LIB — 1987 CONS**

0%	—	89%
0%	—	90%
0%	—	80%

FOR	9) SDI Research	FOR
FOR	10) Ban Chem Weaps	AGN
FOR	11) Aid to Contras	FOR
FOR	12) Nuclear Testing	AGN

130,893	(60%)	(\$426,902)
87,976	(40%)	(\$391,928)
82,151	(52%)	(\$419,959)
77,180	(48%)	(\$244,261)

le Square, nestled beneath the towering d the Mormon Tabernacle, home of the ly by Church members. Two long blocks Hall, all around are Salt Lake City's tpped mountains can be seen towering in g in the waning light of day. Ironically, opolitan part of Utah: with the state think it now has a gentile (i.e., non- ideo 50 years ago, "has probably more

**Rep. Wayne Owens (D)**



Elected 1986; b. May 2, 1937, Panquitch; home, Salt Lake City; U. of UT, B.A. 1961, J.D. 1964; Mormon; married (Marlene).

**Career:** Aide to Sen. Frank Moss, 1965-68; A.A. to Sen. Edward Kennedy, 1969-72; U.S. House of Reps., 1972-74; Pres., Mormon Church Mission, Montreal, Canada, 1975-78; Practicing atty.

**Offices:** 1728 LHOB 20515, 202-225-3011. Also 125 S. State St., Salt Lake City 84138, 801-524-4394.

**Committees:** *Foreign Affairs* (22d of 28 D). Subcommittees: Europe and the Middle East; Human Rights and International Organizations. *Interior and Insular Affairs* (20th of 26 D). Subcommittees: General Oversight and Investigations; Mining and Natural Resources; National Parks and Public Lands; Water, Power and Energy Resources.

**Group Ratings**

	ADA	ACLU	COPE	CFA	LCV	ACU	NTLC	NSI	COC	CEI
1988	75	78	94	91	81	16	17	0	36	18
1987	76	—	93	79	—	0	—	—	31	16

**National Journal Ratings**

	1988 LIB — 1988 CONS		1987 LIB — 1987 CONS	
Economic	65%	— 34%	62%	— 35%
Social	64%	— 34%	78%	— 0%
Foreign	67%	— 32%	60%	— 40%

**Key Votes**

1) Homeless \$	AGN	5) Ban Drug Test	AGN	9) SDI Research	FOR
2) Gephardt Amdt	FOR	6) Drug Death Pen	AGN	10) Ban Chem Weaps	FOR
3) Deficit Reduc	FOR	7) Handgun Sales	FOR	11) Aid to Contras	AGN
4) Kill Plnt Clsng Notice	AGN	8) Ban D.C. Abort \$	FOR	12) Nuclear Testing	FOR

**Election Results**

1988 general	Wayne Owens (D) . . . . .	112,129	(57%)	(\$676,472)
	Richard Snelgrove (R) . . . . .	80,212	(41%)	(\$254,823)
1988 primary	Wayne Owens (D), unopposed			
1986 general	Wayne Owens (D) . . . . .	76,921	(55%)	(\$704,609)
	Tom Shimizu (R) . . . . .	60,967	(44%)	(\$373,077)

**THIRD DISTRICT**

The heartland of the Mormon Church in America is in a geographically isolated valley between 11,000-foot peaks of the Wasatch Range and the shores of Utah Lake. Here is Provo, the home of Brigham Young University, an institution long known for the rigorous and conservative views of its faculty, the old-fashioned moral standards of its students, and the throwing skills of its quarterbacks. Mormonism has always welcomed, and not been hostile to, technological innovation. The Mormon commonwealth, after all, started off with a terrific shortage of both labor and water and was eager to use technology to replace physical labor and to preserve water in order to prosper. This is an optimistic area, and one with an historical warrant for its optimism: you have only to look at the beautiful but forbidding terrain to understand how much the early

Mormon settlers here banked on their own efforts and how much they accomplished.

Utah's 3d Congressional District includes Provo and Utah County and a strip of land about 10 miles wide and less than 40 miles long that runs up along the Jordan River to the modest southwestern suburbs of Salt Lake City. These two urban areas cast about two-thirds of the district's votes; the rest are cast in towns scattered amid huge mountains, florid rock formations and deep canyons from Wyoming down to the Arizona border. Its northernmost point is near Wyoming's Overthrust Belt, site of great oil and gas strikes in the late 1970s, and it includes the depressed uranium country in the eastern part of the state around Moab. This was the nation's most Republican congressional district in the 1980 presidential election, and was among the most Republican in 1984 and 1988.

The 3d District was created when Utah gained a third seat in the 1980 Census. Its only congressman, former Utah House Speaker Howard Nielson, has also been a professor of statistics at Brigham Young. He got a seat on the House Energy and Commerce Committee—a coveted post—and on the Health and the Environment Subcommittee, where he can be expected to resolve conflicts in favor of encouraging economic growth and taking some risks. In 1985, Nielson took a seat on Government Operations as well, and now serves as ranking Republican on the Government Activities and Transportation Subcommittee. Nielson is hard-working and has an eye for detail; he was the driving force behind the long-overdue measure extending daylight savings time three weeks earlier in April. He pushed successfully to have the FTC consider restrictions on what hours potential consumers can be contacted by phone. An early skeptic of the successful effort to upgrade the Veterans' Administration to cabinet status, he felt that veterans have been given ample attention without such a move.

Nielson won the seat in the Republican primary of 1982, and has had no significant electoral problem since. He has said that he expects his current term to be his last one. If he does carry out his threat to retire, his successor will surely be chosen in the 1990 Republican primary.

**The People:** Est. Pop. 1986: 558,400, up 15.0% 1980-86; Pop. 1980: 485,729, up 70.3% 1970-80. Households (1980): 83% family, 57% with children, 75% married couples; 25.1% housing units rented; median monthly rent: \$183; median house value: \$58,600. Voting age pop. (1980): 291,663; 3% Spanish origin, 2% American Indian, 1% Asian origin.

**1988 Presidential Vote:** Bush (R) ..... 140,110 (69%)  
Dukakis (D) ..... 60,118 (29%)

Rep. Howard C. Nielson (R)



Elected 1982; b. Sept. 12, 1924, Richfield; home, Provo; U. of UT, B.S. 1947; U. of OR, M.S. 1949, Stanford U., M.B.A. 1956, Ph.D. 1958; Mormon; married (Julie).

**Career:** Army, 1943-46; Statistician, 1949-51; Res. economist, Stanford Res. Inst., 1951-57; Prof., Brigham Young U., 1957-76, 1978-82, Chmn., Dept. of Statistics, 1960-63; UT House of Reps., 1967-74, Major. Ldr., 1969-70, Spkr., 1973-74.

**Offices:** 1122 LHOB 20515, 202-225-7751. Also 105 Fed. Bldg., 88 W. 100 N., Provo 84601, 801-377-1776; 92 E. Center St., Ste. 1, Moab 84532, 801-259-7188; and 2207 Fed. Bldg., 125 S. State, Salt Lake City 84138, 801-524-5301.

**Committees:** *Energy and Commerce* (12th of 17 R). Subcommittees: Commerce, Consumer Protection, and Competitiveness; Energy and Power; Health and the Environment. *Government Operations* (4th of 15 R). Subcommittee: Government Activities and Transportation (Ranking Member).

*retired and Dem place*

anquitch; home, Salt Lake City; U. Mormon; married (Marlene).

oss, 1965-68; A.A. to Sen. Edward of Reps., 1972-74; Pres., Mormon nada, 1975-78; Practicing atty.

02-225-3011. Also 125 S. State St., 4394.

(22d of 28 D). Subcommittees: Human Rights and International *ular Affairs* (20th of 26 D). Sub- and Investigations; Mining and Parks and Public Lands; Water,

VTLC	NSI	COC	CEI
17	0	36	18
—	—	31	16

7 LIB — 1987 CONS

2%	—	35%
8%	—	0%
0%	—	40%

- 9) SDI Research FOR
- 10) Ban Chem Weaps FOR
- 11) Aid to Contras AGN
- 12) Nuclear Testing FOR

2,129	(57%)	(\$676,472)
10,212	(41%)	(\$254,823)
16,921	(55%)	(\$704,609)
10,967	(44%)	(\$373,077)

aphically isolated valley between h Lake. Here is Provo, the home : rigorous and conservative views ts, and the throwing skills of its been hostile to, technological with a terrific shortage of both sical labor and to preserve water storical warrant for its optimism: understand how much the early

# 1234 UTAH/VERMONT

## Group Ratings

	ADA	ACLU	COPE	CFA	LCV	ACU	NTLC	NSI	COC	CEI
1988	5	22	10	27	19	92	87	100	100	83
1987	8	—	8	29	—	87	—	—	87	84

## National Journal Ratings

	1988 LIB — 1988 CONS		1987 LIB — 1987 CONS	
Economic	10%	—	88%	11% — 83%
Social	13%	—	84%	23% — 76%
Foreign	26%	—	73%	0% — 80%

## Key Votes

1) Homeless \$	FOR	5) Ban Drug Test	FOR	9) SDI Research	FOR
2) Gephardt Amdt	AGN	6) Drug Death Pen	FOR	10) Ban Chem Weaps	AGN
3) Deficit Reduc	AGN	7) Handgun Sales	FOR	11) Aid to Contras	FOR
4) Kill Plnt Clsng Notice	FOR	8) Ban D.C. Abort \$	FOR	12) Nuclear Testing	AGN

## Election Results

1988 general	Howard C. Nielson (R).....	129,951	(67%)	(\$102,055)
	Robert W. Stringham (D).....	60,018	(31%)	(\$20,092)
1988 primary	Howard C. Neilson (R), unopposed			
1986 general	Howard C. Nielson (R).....	86,599	(67%)	(\$104,151)
	Dale F. Gardiner (D).....	42,582	(33%)	(\$37,279)

## VERMONT

"Vermont represents the past, is a piece of the past in the midst of the present and future," wrote Vermonter Dorothy Canfield Fisher in the *WPA Guide* 50 years ago. "We still live in small units where personal relations are almost the invariable rule of daily life, not the exception. On our streets, it is the sight of a totally unknown face or figure which arrests the attention, rather than, as in big cities, the strangeness of occasionally seeing somebody you know. Everybody in Vermont is still in a situation close enough to the primitive and natural to be not wholly conditioned by the amount of cash in his pockets." The needy could grow their own vegetables and chop their own firewood and depend upon "the tradition among us of indefatigable neighborliness and personal responsibility for help to the needy who are personally known to us. We realize that we are laggards from the past century, still living in what Marx kindly calls 'the idiocy of rural life,' and we know that our rural life is like that of the past, not like that of much of the present. We know that our ignorance of, our lack of instinctive 'feeling' for those modern industrial and mass-life problems make us seem to you like your great-aunt in curl papers, but we are helpless before our tradition of not pretending to know more than we do, of not being other than what we are."

It is a tradition, it has turned out, that has served to make Vermont over the intervening 50 years one of the growth areas of eastern America. In an era when Americans are increasingly ill-served by the rigidities of big organizations and repelled by the congestion of big cities, places like Vermont have become popular and *au courant*, not just as vacation places but as places to live year-round and work. As the industrial factories that Fisher professed not to understand shut down, and the computer makes it possible for increasing numbers of Americans to make their livings where they want, Vermont, a half-century after it looked like "a piece of the past," now

Salt Lake City 2/18 GOP Fundraiser

6 - 6:20 Business Roundtable - closed press

25 @ \$10K - Q + A

700-1000<sup>outdoor</sup> for dinner

\$300

Bruce Hough - State Party chair. info

Gov. <sup>Norm</sup> Berger info

POTUS

Future

about 5 months ago said SLC  
great place in US to do business

Money - private most private city last

week

156 Addition or hi-tech in car

3rd to Silicon valley

World's best in Private

Transportation  
Surface Transp Bill

CA, used local gov't  
taxes to help fund  
new highway system  
We want to  
encourage this

Transportation Event  
Barry calling me  
back

Utah ~~Val~~ Kathy  
calling me back  
Education  
crime & drugs  
environment

167

clips  
Gov B  
1st Rep  
elected in 2000  
won w/ 40%  
66%

Utah gave him  
highest  
percentage  
thanks to  
U

2 Open Gov seats  
Senator

Money election cycle  
Bruce Hough (Huff)  
intr Gov. Banger  
Gov into Pres.

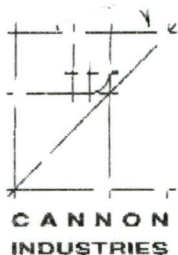
Attending Hatch (Glad Ear)  
Cong. Tom Hansen?  
Bonnie Stever  
Bush/Quayle  
Chairman

making  
gains

Hold on 2 Rep. seats

Hope  
she gets better  
11/11

Not L Corn II  
Jack Roberts  
Zenda Hull



## MEMORANDUM

**TO:** Bob Simon, Research Assistant, Office of Communications

**FROM:** Chuck Warren, Business Development, Cannon Industries

**DATE:** September 9, 1991

**SUBJECT:** Items Relating to Utah

As mentioned in our conversation on September 5, here are some points you should be aware of while your office prepares the President's speech:

- (1) We have only one Republican incumbent running for elective office -- Rep. James Hansen. Because of a strong showing by the Democratic Party during the last election, some of these seats (i.e., Governor and Senate) are vulnerable this time.
- (2) Utah has given Ronald Reagan and George Bush the highest percentage of votes during the past three presidential elections.
- (3) 65% of the electorate is between the ages of 20-40.
- (4) Among 300 metropolitan areas, Provo/Orem, Utah (pop. 263,000) was rated the most livable place in America to live. According to Money magazine, the "1980s was the decade of bicoastal economies. The 1990s we're going to see strength in the middle of the country, especially among low-cost, medium sized cities with affordable housing." Unemployment rate is 4.3%, property taxes are \$600 per year and robberies per 100,000 people is 11.
- (5) The Wasatch Front (i.e., Salt Lake City, Provo/Orem and Ogden) is the fourth most highly concentrated high-tech development area in the United States. There are some 156 high-tech industries along the Wasatch Front.
- (6) Major corporations based in Utah include WordPerfect, Novell, Nuskin, Kennecott Copper, Geneva Steel and Thiokol.

Please give my best to Helen Mobley.

~~Anthony Baker~~  
~~(801) 929-2516~~

State of Utah

Domestic  
& Foreign

Accomplishments  
Family values

Submits to family  
Liberal Dem's don't do

~~Adv~~ Child Care  
American 2000  
inactive

After the  
news  
hour

Ad agency  
3 years ago  
Promo piece  
Right  
This is the place.  
Faded away  
old  
controversy  
lot of people  
don't

Head Start  
every piece of legislation

Advance

Hans  
Kuttner  
Infant  
mortality  
hospital

Leg Aff.  
Hains  
x2230

Vice Pres. Rebecca Simpson  
Visitors' Convention Center  
(801) 521-2823  
Asst Cheryl Harris  
(801) 355-9416  
Her direct line  
Richard Baker  
Roger Baker x1622

This is  
the place  
South Lake

MK-

Per Rebecca Simpson, Vis/lowest Bureau  
"This is the place - although"  
"actually was 'this is the right place'"  
But everybody knows the saying as  
"this is the place" <sup>not official</sup>

She says "pretty great place" was  
an ad agency's program for Utah,  
came out a few years ago -  
almost everyone hated it cause  
a lot of controversy. It's kind  
of faded away but still joked about  
a little. She's going to get more  
"opinions" from husbands as to whether  
pres should mention it.

DP Rogers Forts OPD  
CD

Le Point of Lights in Utah

employer for discrimination." A bill, the ad says requires mandatory job quotas." Stallings C "This is just a not-so-clever tactic to divert pu from Sen. Symms' vote last week to hike his own p STATESMAN, 7/22). TRIBUNE editorial on Symms' fi titled "Proof of Stallings' courage but not of Sy can legitimately question the wisdom of an Idaho opposing the timing of the war last winter but he when he questions Richard Stallings' courage ... Whether that vote was wise or not, it was honorable. And it was brave because it was cast, knowing full well that there are politicians around like Symms who are capable of taking a vote months later, turning it upside down and painting courage as cowardice" (7/22).

question use  
of info

\*13 SOUTH CAROLINA: "FAT LADY SINGING" ON CAMPBELL SENATE BID

"The next sound you hear may be the fat lady singing," as "few doubt" Gov. Carroll Campbell (R) "will be a cheerleader," rather than a candidate against Sen. Fritz Hollings (D) in '92 (Dan Hoover, GREENVILLE NEWS). "In many eyes, Campbell remains the GOP's best shot for picking up a seat in the South, hence the pressure that doesn't seem to fade." GOP consultant Charles Black: "[NRSC chair] Phil Gramm wants badly for (Campbell) to run and has talked to him in the last 10 days since that Mason Dixon poll came out" (see HOTLINE 7/9). But the national GOP view of winning back the Senate "doesn't play well" with SC GOPers "worried that having one of their own walk away from the Statehouse could have a devastating long term impact on GOP development." LG Nick Theodore (D) "has been approached" about "bolting to the GOP" to face Hollings, but he "still doesn't plan to make it any easier for the opposition party" (7/21). Ex-Rep. Tommy Hartnett (R) met with "close political allies to discuss" the '92 race. Media man Richard Quinn said the group "agreed that Hartnett should commission a poll before reaching a decision" (NEWS, 7/21).

\*14 UTAH: CANNON FIRST IN SENATE RACE

SEN: The open seat of retiring Sen. Jake Garn (R) "is the golden goose" and "national parties and interest groups are ... promising to put up the bucks" -- an estimated \$5 to \$10M "will be spent on the race." Possible Dems named: Businessman Doug Anderson and atty Scott Matheson Jr. Possible GOPers: businessman Joseph Cannon, Jon Huntsman and ex-House speaker Nolan Karras. Matheson "is considered by many the most formidable" candidate "because of his father's near-legendary popularity." Anderson "says he will use \$1 million out of his own pocket," and Cannon "could use personal wealth," too. Rep. James Hansen (R-01) "likely will run" for re-election (7/21). Cannon announced 7/22 "he is stepping down as chief executive officer of Geneva Steel in preparation for a possible bid" (DESERET NEWS, 7/22). Cannon: "There's no short answer to why I'm running. Without sounding too egotistical, I think I have something to offer." Cannon is the first Goper "to say clearly that he's in the race." Dems Anderson and Kyle Kopitke "have already said they're running next year" (DESERET NEWS, 7/22).

GOV: "Political wannabes are lining up" for UT's '92 Gov. & Sen. races (Dan Harrie, SALT LAKE TRIBUNE). UT Dem chair Peter Billings: "We've historically had trouble finding candidates. Now, we have too many candidates." Last week, SLC mayor Palmer DePaulis (D) "became the first to declare his candidacy" for Gov. Other possible Dems named: ex-judge Stewart Hanson and developer

?  
True

August 1, 1990

MEMORANDUM FOR THE PRESIDENT

THROUGH: ED ROGERS  
DEPUTY ASSISTANT TO THE PRESIDENT AND  
EXECUTIVE ASSISTANT TO THE CHIEF OF STAFF

DAVID M. CARNEY  
SPECIAL ASSISTANT TO THE PRESIDENT AND  
DIRECTOR, OFFICE OF POLITICAL AFFAIRS

FROM: CATHY HUTCHINSON  
ASSOCIATE DIRECTOR  
OFFICE OF POLITICAL AFFAIRS

SUBJECT: UTAH POLITICAL BRIEFING

TRIP BACKGROUND INFORMATION:

~~This will be your first trip Utah as President.~~

*cancelled  
trip*

1990 ELECTION UPDATE:

**CONGRESSIONAL RACES:**

The Utah Republican Party's primary goal for 1990 is to win back the seat of the 2nd congressional district currently held by liberal Democrat **Wayne Owens**.

Former United States Representative **Dan Marriott** will face former state legislator **Genevieve Atwood** in the Republican Primary on September 11th. A poll conducted in late June had Marriott leading Atwood by a 46% to 27% margin among Republican voters in the 2nd district. Marriott fell just 35 votes short of the full party nomination at the June 15th Republican convention in Salt Lake City.

This race has been targeted by the National Republican Congressional Committee and has been rated a "toss-up" by the Cook Political Report.

**CONGRESSIONAL RACES CONTINUED:**

Republican United States Representative **Howard Nielson** announced in December of 1989 that he will not seek a fifth term in the U.S. House. Nielson's announcement led to a wide open battle on the Republican side for the party's nomination. Six Republican candidates were vying for the nomination at the state Republican convention in June, but none of the six was able to get the support needed to gain the party's nomination. The top two vote getters were Businessman **John Harmer** and Brigham Young University official **Karl Snow**. Those two will face each other in the September 11th Republican Primary. The winner will face Nielson in November in a race that will take place in one of the country's most Republican districts.

In Utah's 1st Congressional district, Republican incumbent **Jim Hansen** is being challenged by Democrat **Kenly Brunsdale**. Brunsdale is a former aide to Democrat Representative Wayne Owens. The National Republican Congressional Committee has put this race on their "watch list".

GENERAL POLITICAL INTELLIGENCE:

The **BUSH-QUAYLE** ticket carried Utah by a 66% to 32% margin in the 1988 Presidential election.

The state Republican Party in Utah has been experiencing financial difficulties, included in these difficulties was a \$10,000 FEC fine for a 1986 reporting violation.

Republican Governor **Norman Bangerter** and the Republican controlled legislature are considered pro-life and the state laws on abortion are as strict as the U.S. Supreme Court allows. Utah has been targeted by national pro-life groups as a possible trailblazer for anti-abortion legislation.

Utah will neither gain nor lose a congressional seat after the 1990 Census. A state Republican redistricting plan received nationwide publicity in August of 1989. The plan was released by Republican U.S. Representative Jim Hansen and would redistrict much of Democrat Representative Wayne Owens district into a more conservative Republican area.

"were quick to pounce" on the GOP loss and apparently ineffectuous Bush stumping. DCCC chair Vic Fazio quipped the RNC "sent in everyone but Millie" to campaign for Pierce: "In this special election, Republicans ran a road test for their 1992 campaign and drove it over a cliff. ... George Bush is now four for 23 in his at bats for Republican House candidates" (DCCC release, 6/5).

\*11 OKLAHOMA: GOV WELCOMES FEDERAL PROBE OF CAMPAIGN CASH  
"Federal officials subpoenaed all of Gov. David Walters' [D] campaign financial records [6/4] as the FBI stepped up its statewide probe into possible illegal contributions" (Paul English, DAILY OKLAHOMAN). The subpoena was issued less than a week after Walters "dismissed [as] ... 'wild rumors'" a local TV report that "about 100 federal agents were involved in the investigation." Agents are looking into "the possible laundering of money in the campaign and allegations that jobs were promised in return for campaign contributions." Campaign treasurer Sam Cole: "The records are not going to hurt anybody in the campaign. They might hurt somebody outside it. ... I'm tickled to death, really, to get it to somebody who's believable by the rest of the world." Print and broadcast reports in the past two months have called into question a number of specific campaign contributions to Walters (6/5). KOCO-TV's Teri Watkins: "the federal probe ... is the tip of a very big iceberg" (6/4).

\*12 SOUTH CAROLINA: CAMPBELL SAYS NO TO '92 SENATE BID  
On 6/3, Gov. Carroll Campbell (R) "stifled any suggestion" that he would challenge Sen. Fritz Hollings (D) in '92: "More than likely and the good Lord willing, I'll finish out the remaining three-and-a-half years of my term" (Lee Bandy, Columbia STATE). Campbell "has been under pressure" from the WH and the NRSC "to challenge Hollings." But six months into his second term as gov., he "seemed to shut the door," laughing off "the notion": "I haven't done anything to prepare for it. I'm not organizing. I'm not raising money. I'm going about my business" as gov. Asked what he would do if President Bush called and said run, Campbell replied: "I don't think they're going to put me on that spot. I've talked to the [WH] and the president about this. So, I don't think I'll have to answer that question" (6/4). Sources "close to" Campbell say he "seriously considered" challenging Hollings and "pondered" whether he should wait until '96 when, at the age of 94, Sen. Strom Thurmond's (R) term expires. Some "GOP leaders" have said Hollings' "position has been weakened" since he voted "against giving Bush the power to go to war against Iraq." Hollings insists he voted correctly, and says his vote has not affected his electoral base" (AP, 6/4).

\*13 UTAH: DEPAULIS, HANSEN EARLY LEADERS FOR GOV  
A DESERET NEWS/KSL-TV poll, conducted 5/14-15 by Dan Jones and Assoc., surveyed 608 adults; MOE +/- 4% (6/2). Dems tested: SLC Mayor Palmer DePaulis, businessman Kem Gardner, state court judge Scott Daniels, atty Stewart Hanson, U. of UT pres. Chase Peterson. GOPers: lecturer/writer Richard Eyre, Rep. Jim Hansen (R-01), LG Val Oveson, ex-public safety dir. John Nielson, insurance exec. Mike Leavitt. Ind: businessman Merrill Cook.

QUESTION: On a scale of 1 to 5, rate "how you feel about each candidate running" for gov. in '92.

UNFAV

FAV

DK

a "state-owned" road to the NJ Turnpike; "accelerated" collection of statewide utility tax to raise \$600M; and "securing" \$370M in employee concessions (6/23). The concessions are the center of a "bitter dispute" with 9 unions that remains "the only unresolved issue in the painful process" (Mondics, Bergen RECORD, 6/23). Florio has backed away from his initial plan to cut all workers' raises and pension benefits and require contributions to health insurance and "trimmed" his proposal by about \$100 million; seeking only deferred wages and unpaid furloughs and lower health insurance contributions. "But union leaders" remain "ironclad" in their "refusal to concede anything" (McHugh, 6/23). Florio contends that if the unions don't accept a 5% pay hike, he will be forced to lay off up to 4,500 employees. CWA spokesperson Vince Trivelli: "We have shown them ways to save hundreds of millions of dollars. If Florio lays off people, he is doing it for political reasons" (Mondics, 6/23). Negotiations broke off 6/20 and the resulting "deadlock inevitably shifts attention" to the Legislature, "where members may be forced to fashion a budget without" an agreement from either side, or it "could send the unbalanced" budget back to Florio and "let him make the hard choices" with his line-item veto (McHugh, 6/23).

OPPOSITION ATTACK: LEDGER's David Wald writes NJ GOPers "are adding" to NJ broadcasters' "coffers ... with their own limited campaign attacking" the highway sale to the Turnpike Authority with radio ads running in 4 counties, and direct mail pieces. "The GOP argues the sale is a fiscal gimmick, and ... [they] raise a nasty rhetorical question: If you raise taxes by \$3 billion, why is there a \$1.5 billion deficit?" But, the GOP "knows the reason for the bad arithmetic is the recession. They could blame it on Florio, but Florio blames it on Bush. But in this early skirmish for control of the Legislature" neither side "will be shy about raising questions about each other's competence" (6/23).

#### \*11 UTAH: BUSH TO MEET WITH HANSEN ON SENATE PLANS

Rep. Jim Hansen (R-01) "says he'll meet with President Bush before announcing" whether he'll run for gov., Senate or seek re-election next year (Bob Bernick, DESERET NEWS). NRSC officials "have asked Hansen not to announce anything until Bush talks to him." Hansen: "You don't say no to a request like that. I don't know what I'll say (to Bush) or when the meeting will take place." Hansen "expects Bush to pressure him" to run for the Senate. Hansen remains undecided: "I'll be a candidate for something next year. Depending on what time of day and what I've just eaten I favor one race over the others." Hansen "said he'll ask ... long-time friend" outgoing Gov. Norm Bangerter (R) "to quickly call a special session" to decide the new CD boundaries. The GOP-leaning Redist. Cmte "has tentatively set a completion date" of late 9/91 or 10/91, "but Hansen thinks that's too late." Hansen: "Iowans and a number of other states have already adopted their new boundaries. I don't want to wait until October or November (to find out his district's new boundaries.)" Two plans "jokingly-referred" to as the Hansen-in plan and the Hansen-out plan are "being looked on with favor." The Hansen-in plan -- "meaning Hansen seeks re-election" -- leaves his CD "nearly intact." The Hansen-out plan, which has him running for Gov. or Sen. "moves the 1st district into Salt Lake City," trading a large population of Dems for southern GOPers. Hansen "doesn't think much of the 'Hansen-out' plan": "I don't want to give up my southern Utah constituents. I love those people."

Redistricting

his seat" until neighboring Mrazek declared his Sen. bid (6/24).  
UT (0): GOP lawmakers "have fired up their reapportionment train" and Rep. Wayne Owens (D-02) "is in danger of being caught on the track" (John Koshey, SALT LAKE TRIBUNE). The Leg's reapportionment cmte's GOP majority members "supported suggestions" 6/20 that would carve up Owens' Salt Lake Co. CD to give all three districts "a mix between urban and rural interests. ... if Owens' Salt Lake City power is diluted, he could be in serious re-election trouble" in '92. "Most Utahans are hostile toward [his] views that 5.7 million acres of federal land in Utah be set aside as wilderness." GOP members of the "clearly partisan" commission "discounted an appeal" by UT Dem Chair Peter Billings, who pled to keep Salt Lake Co. in the 2nd CD. Howard Rigtrup, an "emissary" for Rep. Jim Hansen (R-01), "reminded" the cmte that "the same [Dems] who are 'rigorously defending' keeping Salt Lake County intact ... were the same ones most loudly arguing against the redistricting formula 10 years ago" (6/21). For more UT news, see #11.

WV (-1): With a redistricting plan being "batted around" that would give Rep. Harley Staggers (D-02) his "pick of districts," several of WV's "most powerful politicians are watching his moves" (Jack Deutsch, CHARLESTON DAILY MAIL). But Staggers "said there is no question where he'd call home": "No matter what happens with redistricting, I will claim Keyser as my home." Under the proposed plan, Staggers would face Rep. Alan Mollohan (D-01). But, with his "home base" being divided, Staggers could also face Rep. Bob Wise (D-03). "In both instances, Staggers would face an uphill battle" on foreign turf. Although Staggers "doesn't care much for the plan," Wise and Mollohan "might swallow it." State Sen. Pres. Keith Burdette on whether the plan will pass: "If Keith Burdette, Alan and Bob have their way, that would be a certainty" (6/21). But House Speaker Chuck Chambers (D) is still "opposed to it." A special session is expected to be called by Gov. Gaston Caperton in 9/91. Chambers "said there is a strong possibility the federal court will intervene if nothing is done then" (Fanny Seiler, CHARLESTON GAZETTE-MAIL, 6/23).

WI (0 or -1): "Wisconsin was judged the most cooperative state in gathering 1990 census data and this was its reward: a lovely crystal bowl with a nice note from someone at the Department of Commerce, and word that it may lose a [CD]" (George Raine, S.F. EXAMINER). Gov. Tommy Thompson (R) on the PES: "We do not believe Wisconsin should be penalized by an adjustment to the census for the errors of other states" (6/23).

compares Hatfield to ex-Sup. Ct. Justice Wm. Brennan and ex-presidential counsel Clark Clifford: "Since Watergate, people in Washington have not been able to bring themselves to admit wrongdoing. ... they will only admit to having made a mistake. They never step forward and say, 'What I did was wrong, and I am sorry'" (SCRIPPS HOWARD/WASH. TIMES, 6/3).

\*14 UTAH: DEM CHAIR SEES MATHESON AS 80 PERCENT SURE

Atty. Scott Matheson, Jr. (D), the eldest son of the late-Gov., "said he is about to form an exploratory committee to look into the possibility" of running to fill the Senate seat being vacated by Sen. Jake Garn (R). UT Dem chair Peter Billings: "I think he would be a great candidate. I'd say he's 80 percent sure he's running." Matheson "said that within a month or so, he'll either form a formal campaign committee and start raising funds or step away from the race": "If this were only a political decision, is it a good time to run, I'm 100 percent there. But more important are other parts of the equation -- my family and my career goals. ... I don't like this limbo period, deciding. I'll make a decision as soon as I can." Billings said, if Matheson runs, other Dems, atty./ex-UT Dem chair Peter Shea and 3rd Dist. Judge Scott Daniels, "will bow out."

Considered "likely": International consulting firm head Douglas Anderson, ex-S.L. Co. assessor Kyle Kopitke (AP, 6/2).

CHANGE OF HEART: For UT Dems, Garn's retirement "is something akin to a gift ... They acknowledge that a Democrat challenging Garn in 1992 would have had almost no chance of winning" (Elizabeth Lesly, STATES NEWS/SALT LAKE TRIBUNE). NRSC's Wendy Burnley notes, "The history of this seat is Republican. We will put our all into keeping it that way" (6/2). DSCC spokesperson Jeff Eller: "You never know. We feel Utahans may be ready for a change. ... the playing field was leveled off when Garn chose not to run again." Eller refused to disclose an official list of possible candidates: "the list ... is well known." Eller "added that he expects key candidates to talk in person to [the DSCC] in the next two to three weeks. And because so many qualified candidates are considering running, 'We may even send our political director [Bobby Watson] out to Utah to talk to them.'" Reps. Wayne Owens (D-02) and Bill Orton (D-03) are also potential candidates, "although both have said they would likely prefer running for re-election in the House." Eller said the DSCC "can provide direct aid of about \$131,000 to a candidate ... which may have more impact in a state such as Utah" (Lee Davidson, DESERET NEWS, 6/1).

\*15 WISCONSIN: BOOSTIN' KASTEN, BASHIN' DEMS

Gov. Tommy Thompson (R) called Sen. Bob Kasten's (R) '92 re-election "top priority" during last weekend's GOP convention, billed as Kasten's re-election kickoff (Arthur Srb, AP). RNC Clayton Yeutter agreed: "Re-electing Bob Kasten is one of the highest priorities we all have" (6/1). Kasten may face Rep. Jim Moody (D-05), businessman Joseph Checota (D), or state Sen. Russ Feingold (D) in a campaign that "could rival" the '88 Sen. race "as the most expensive statewide race in history." Kasten -- "said to be vulnerable" -- has been "knocked by Dems and by some" fellow GOPers for having "too low a profile" at home. But Kasten "said he's adopting the Thompson re-election strategy of doing a lot of political work early" to improve his visibility (Jeff Mayers, WISCONSIN STATE JOURNAL, 6/2). Kasten: "If a year from now I look vulnerable, it would affect peoples' decisions to run

Notes to me on Utah

Contact Kathy Hutchinson on Monday x6510 in Pol. Affairs re Utah Republican Party Fundraiser.

Big political year: Sen. Garn is retiring. Utah has three Congressman--all have yet to decide to run. Gov. is Republican and he is retiring. So there will be some important races for the president to address.

*NO he went* ~~President will speak at Church of Latter Day Saints earlier in the day.~~

This is a fundraiser.

Kinds of information I need to know:

WHO'S THE RUNNING THE FUNDRAISER? WHO CAN GIVE ME LOGISTICAL INFO?

Who's going to be there: the people that the president needs to recognize, should pres. formally recognize the ones who are retiring--the ones who might jump into the race.

How many minutes? Podium? Will president speak after or before dinner? What else is on the agenda for the evening? Who else is speaking and when in relation to the president? Any entertainment? Where fundraiser?

Has the president spoke to Utah Rep. Party before or addressed any other Utahns.

Get info on legislators involved--biographies, anecdotal info, jokes, quips, etc. Contact their hill offices for info.

Get info on Utah--the state and city where fundraiser is--get geographical and demographic info--political affiliation, religious affiliation, race, sex, etc.

Get info on issues that will be key in this race with each candidate. What issues does president need to mention?

the liberal agenda that's coming down the pike at me from time to time. The only tool that I've got is the veto pen. We've used it; we've used it successfully. But even where we get whipped, if I had a Hal Daub in there, we'd have a vote to sustain the President's position on these key issues.

I sometimes think that if Washington was as well-run as Lincoln, Nebraska, things would be a heck of a lot better; and so, I want to put in a pitch here for Kay Orr. I also hope you get out the vote for another dynamic candidate, Ally Milder. Barbara was out campaigning with her the other day, and both of us send her and send Kay and, of course, send Hal and Cindy our very best wishes.

This election could be won or lost depending on who gets out to the polls. Nobody could have worked harder than Hal Daub. But now the question comes: Who is going to get out to the polls? I know the Daub campaign was on the move. And I'm depending on each and every one of you to get our friends and neighbors to vote. And vote for a Senator who will work with us, not against us. Vote for one that will be good for Nebraska and, in my view, good for the values that I was elected on and that Barbara and I believe in so much. So, my appeal: Elect Hal Daub as your next Senator. Hal, go get them. And many thanks.

**Mr. Daub.** Mr. President, for you taking this time to focus your thoughts on Nebraska and on my Senate campaign, I'm mighty grateful. Dorothea Roberts, who's here, who's done a good job with her team of helping put this gathering together. And my wife, Cindy, is standing right beside me.

**The President.** Well, give her a big hug and go on out and win now. And I'm pleased you feel things are moving.

**Ms. Roberts.** Hello, Mr. President.

**The President.** Hi, Cindy.

**Ms. Roberts.** Mr. President, this is Dorothea. Just a minute, I'll give her to you.

**Mrs. Daub.** Mr. President, I bring you greetings from Plattsmouth, Nebraska, from District 2, from Cass County. We all love Hal Daub, and we love you. Thank you.

**The President.** Well, not at all. Good luck to all of you. Now, this is exactly the time to put on the final pressure to win on Tuesday. Good luck.

**Mr. Daub.** Thanks very much, Mr. President.

**The President.** Over and out.

*Note: The President spoke by telephone at 2:05 p.m. from Houston, TX. In his remarks, he referred to Mr. Daub's wife, Cindy; Gov. Kay Orr; Ally Milder, candidate for the House of Representatives; and Dorothea Roberts, Republican field representative. A tape was not available for verification of the content of these remarks.*

Remarks to a Reception for  
Congressional Candidate Genevieve  
Atwood in Salt Lake City, Utah

November 4, 1990

**Ms. Atwood.** Hello, Mr. President.

**The President.** Genevieve, I'm glad it's a two-way connection. I thought maybe you'd just have to listen, which would be a hardship. [Laughter]

**Ms. Atwood.** Well, no, our relationship's a two-way street, Mr. President. I'm very supportive of everything you're doing.

**The President.** Barbara was just thrilled to be out there in Utah, and I just want to weigh in at the last minute. She's here with me in Houston, Texas, where we're going to be voting on Tuesday. But she loved being out there with you; and she came back with glowing reports of what you're doing, of your enthusiasm, and of the groundswell of support she felt for your campaign. So, she's asked me to pass along a message, and here's what she said: "I need a new friend in Washington almost as much as Utah does. Elect Genevieve Atwood to the United States Congress."

**Ms. Atwood.** That's a fabulous message. We believe in that.

**The President.** I expect you're for that. And the main thing is I have a wonderful feeling that the people of Utah are for that as well. But I understand that you have my friend the Governor with you there. If he is, please give Norm my very best, will you?

**Ms. Atwood.** He's right here. Say hi.

**Governor Bangerter.** I'll say it myself, Mr. President. It's delightful to hear from

*She lost*

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In his remarks,  
wife, Cindy; Gov.  
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tful to hear from

you, and we look forward to seeing you in Washington in February.

*The President.* Listen, it's nice talking to you, sir. And you know, just if you had a minute more, I want to make a couple of points on some of the issues.

I first would like to say how much I rely on both Senators Hatch and Garn; and of course, Hansen and Nielson, you know, doing a great job as well. Utah needs someone who's going to work with the delegation, not against it, for the good of State and for the good of America.

And in my view, Genevieve Atwood, with her experience as a scientist and former legislator and fourth-generation Utahn, she understands Utah's commitment to common sense and to the family values that I think are so essential in this country. And, Genevieve, I know you'll provide a strong and independent voice as Congresswoman. And believe me, in dealing with the Congress—both of whose Houses are controlled by liberal Democrats—is not the world's greatest assignment, and we get frustrated because we need more people like you there.

If you had time for just an example or two—you know, on the anticrime legislation, I proposed tough new Federal laws. And I still feel that it is about time, in our legislation, that we show a little less sympathy for the criminals and a little more for the victims of crime. And incredibly, the liberal Democrats killed this legislation in a back room in the dead of the night. And I think if we had more people like you there, Genevieve, I believe we could get done in the Congress that which the people really want done.

So, anyway, here we go. And I would only say that not only on these issues, like education and the environment—which is so precious to the people of Utah—and anticrime legislation, we're still facing that tax-and-spend mentality of the liberal Democrats. And Genevieve is a strong supporter, I'm told, of the balanced-budget amendment and that Presidential line-item veto. My view is: If Congress can't do it, give the President a shot and let me try. And I believe we could make much more progress on this deficit without any tax increases by holding the line on spending.

So, good luck on Tuesday. I would say to those there, please get out the vote. I know things look good in this race, but don't take anything for granted. We want to sound a call that would be heard from Temple Square to the foothills of the Wasatch Mountains to the banks of the Potomac. So, go get them. And, Genevieve, we're with you. On election night, we're right there with you, both Barbara and I, sending our love and our appreciation for a wonderful woman.

*Ms. Atwood.* Thank you for your wonderful support. Senator Hatch is here right next to me, and a bunch of folks. Why don't we give the President a cheer. Hooray!

*The President.* Hey, if I had known Orrin was there, I wouldn't have said such nice things about him. Orrin, if I had known you were there, I wouldn't have said such lovely things about you. [Laughter]

*Senator Hatch.* I understand, Mr. President.

*The President.* Listen, thanks for everything. You have been fantastic. And my best to Jake, too. And, Governor, my respects to you, sir. And now go out and get Genevieve in there.

*Ms. Atwood.* All right. Thank you, Mr. President.

*The President.* Over and out.

*Note: The President spoke by telephone at 2:12 p.m. from Houston, TX. The reception was held in Ms. Atwood's home. In his remarks, the President referred to Senators Orrin Hatch and Jake Garn, and Representatives James V. Hansen and Howard C. Nielson. A tape was not available for verification of the content of these remarks.*

### Remarks to a Campaign Rally for Congressional Candidate Wayne Gilchrest in Salisbury, Maryland November 4, 1990

*The President.* —After all, this is our country, and that seat of yours in the United States Congress belongs to the people of the Eastern Shore—the farmers, the fishermen, the teachers, and everyone else in that wonderful part of the State.

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burglary. For all who have lost their lives protecting the public, this memorial will stand as a tribute to their courage and their sacrifice. They will always be remembered here in the Oval Border of the Pathway of Remembrance. And they will always be remembered down the street in the Oval Office, where since the day I took office, I've kept the badge of a rookie cop martyred last year in New York.

This memorial is also a tribute to the living: to the partners and the teammates of the fallen, to their families, and to all of you who are foot soldiers in the battle against lawlessness. In an age of indifference, you took a stand. You made a choice. You made your lives count for something. And your service matters not only because it saves lives and families and neighborhoods, it matters because it is the right thing to do.

And on May 13th, many of you—I said 15th, maybe it was the 13th—you gathered here in this same square to hold a candle-light vigil for your fellow officers. The night sky was pierced by one of the most appropriate and imaginative memorials ever brought to Washington: a single crystal blue beam of light, a laser, representing the thin blue line.

I'm right. Two days later on the 15th, a dismal, drizzly Washington afternoon, I stood shoulder to shoulder with many of you up there on Capitol Hill, armed with new proposals to help protect the pure blue light of law enforcement. And we invited Congress to join us in a new partnership with America's cities and States, a new national strategy to take back the streets by taking criminals off the streets. The States need to do their part as well. We need mandatory prison terms for those using firearms for crime and an end to plea bargaining for violent firearms offenders. And for cop killers, for those who commit the ultimate crime, I feel strongly that they should pay the ultimate price. Congress has had our crime package since May. It is time to act because these improvements are a vital part of our National Drug Strategy and because, before any more names are added to that wall, the protection you deserve should be added to the books.

And so, it is with that hope and with great personal pride in America's police and in all who have contributed to this his-

toric effort that I will now join in the groundbreaking for the National Law Enforcement Officers' Memorial. Thank you for coming. And thank you all, and God bless you. And especially, God bless those we honor here today. Thank you all very, very much.

*Note: The President spoke at 2:17 p.m. at Judiciary Square. In his remarks, he referred to James S. Brady, former Press Secretary to President Reagan, and Sarah Brady, his wife; James Kearns, chairman of the corporate leadership committee for the National Law Enforcement Officers Memorial Fund, and Craig Floyd, chairman of the National Law Enforcement Officers Memorial Fund; Isaac Fulwood, Jr., Washington, DC, police chief; Senator Alfonse M. D'Amato of New York; Representatives Constance A. Morella of Maryland and Benjamin A. Gilman of New York; Dewey Stokes, national president of the Fraternal Order of Police; Phil Caruso, president of the New York City Patrolmen's Benevolent Association; and country music singer Lee Greenwood.*

**Statement on the Chemical Weapons Destruction Facility in Tooele, Utah**  
*October 30, 1989*

Just a month ago, at the United Nations in New York, I reiterated my commitment to ridding the world of chemical weapons, and I announced a program whereby the United States would eliminate its chemical weapons stocks completely within 10 years after a chemical weapons ban treaty enters into force if all other nations capable of building such weapons do so as well. Furthermore, we would reduce our chemical weapons stocks by 98 percent within 8 years after the conclusion of such a convention if the Soviet Union agreed to join. We are negotiating for such an agreement at the Conference on Disarmament in Geneva, and its achievement would be one of the most important disarmament steps in the twentieth century.

Today we take another step along that path. The chemical weapons destruction fa-

cility to be built at Tooele says to all the world that the United States is determined to fulfill its promises, that our people and our government are committed to halting the spread of chemical weapons and eliminating their very existence. Though some in Utah may feel that the chemical weapons arms control negotiations in Geneva are far removed, this facility demonstrates how important the people of Utah are to that process. Its construction is a response to two challenges: first, our national commitment of willingness to work with the Soviet Union to reduce our stockpiles down to 20 percent of existing U.S. stocks even before a multilateral treaty is signed, and second, the difficult technical challenge of finding a way to safely, efficiently, and quickly demilitarize those stocks.

I extend my thanks to the partnership that has made this day possible: to the people of Utah, particularly those who live and work in Tooele; to the many government employees and the military personnel in Tooele and elsewhere who have worked to speed the process; and the industry team which is committed to build, operate, and eventually close down this facility.

I have said that I want to get on with the process of ridding the world of these weapons. Now we need to get on with the process of building this facility.

### **Message to the Congress Transmitting the Japan-United States Fishing Agreement**

*October 30, 1989*

*To the Congress of the United States:*

In accordance with the Magnuson Fishery Conservation and Management Act of 1976, as amended (Public Law 94-265; 16 U.S.C. 1801 *et seq.*, "the Act"), I transmit herewith an agreement effected by exchange of notes, October 6, 1989, extending for the period of 2 years from December 31, 1989, until December 31, 1991, the Agreement between the Government of the United States of America and the Government of Japan Concerning Fisheries off the Coasts

of the United States, signed at Washington on September 10, 1982. The exchange of notes, together with the present agreement, as amended, constitute a governing international fishery agreement within the meaning of section 201(c) of the Act.

Several U.S. fishing industry interests have urged prompt consideration of this agreement. Because of the importance of our fishing relationship with Japan, I urge that the Congress give favorable consideration of this agreement at an early date.

Since 60 calendar days of continuous session, as required by the legislation, will not be available before the current agreement is scheduled to expire, I recommend the Congress consider passage of a joint resolution approving the extension.

George Bush

The White House,  
October 30, 1989.

### **Notice of the Continuation of the National Emergency With Respect to Iran**

*October 30, 1989*

On November 14, 1979, by Executive Order No. 12170, the President declared a national emergency to deal with the threat to the national security, foreign policy, and economy of the United States constituted by the situation in Iran. Notices of the continuation of this national emergency have been transmitted annually by the President to the Congress and the *Federal Register*, most recently on November 9, 1988, dated November 8, 1988. Because our relations with Iran have not yet returned to normal, and the process of implementing the January 19, 1981, agreements with Iran is still underway, the national emergency declared on November 14, 1979, must continue in effect beyond November 14, 1989. Therefore, in accordance with section 202(d) of the National Emergencies Act (50 U.S.C. 1622(d)), I am continuing the national emergency with respect to Iran. This notice

To Bob

Date 9/9 Time 11:45

**WHILE YOU WERE OUT**

M. Chuck Warren

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Phone 801 328-3100

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**ART MUSEUMS**

Salt Lake Art Center, Salt Palace Center West Temple, 328-4201  
Utah Museum of Fine Art, University of Utah, 581-7332  
Utah State History Museum, 300 Rio Grande, 533-7037

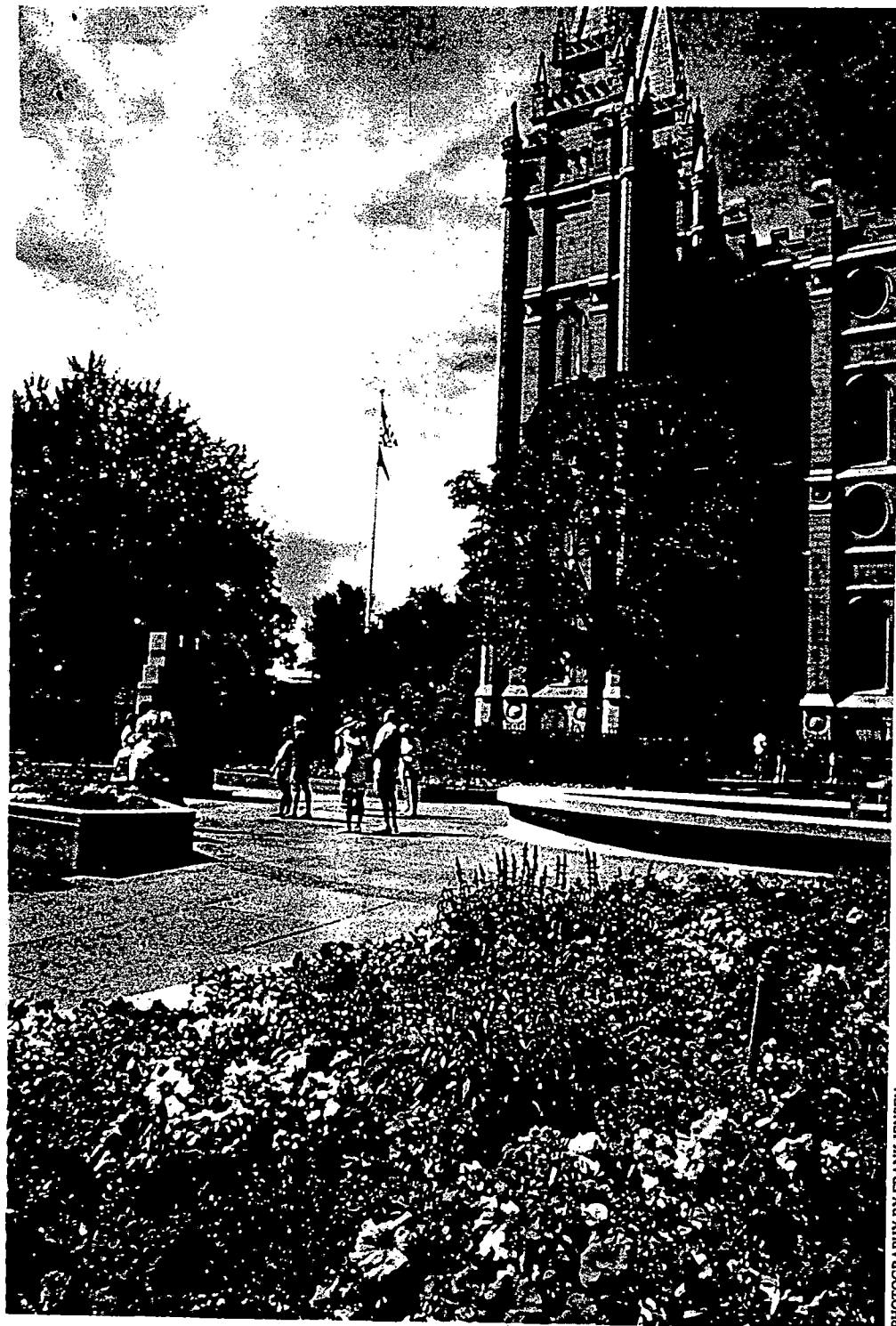
ANNUAL EVENTS

Days of '47 Celebration - mid-July  
Snowbird Summer Arts Festival - mid-July through August  
Snowbird Oktoberfest - months of September and October  
Utah State Fair - State Fairgrounds 10 days in mid-September  
Utah Arts Festival - downtown Salt Lake City mid-June  
Greek Festival - 3 days in September  
Bonneville National Speed Trials - Bonneville Speedway, West of Wendover, 4th week in August  
LDS Church General Conference - each spring and fall in April and October  
Ski season at seven resorts - November to June

POINTS OF INTEREST

Arrow Press Square, West Temple across from the Salt Palace  
Alta Ski Resort, I-80 to I-215 to U-210  
Big Cottonwood Canyon, I-80 east to I-215 to U-152  
Brigham Young Monument, Main Street & South Temple Intersection  
Capitol Theatre, 46 West 200 South  
Genealogical Library, 35 North West Temple  
Great Salt Lake, 17 miles west on I-80  
Hansen Planetarium, 15 South State Street  
Hogle Zoo, 2600 Sunnyside Avenue  
Lagoon Amusement Park and Pioneer Village, 15 miles north on I-15, 363-4451  
Liberty Park, 10th South and 600 East  
Park City, 27 miles east of Salt Lake City on I-80  
Pioneer Trail State Park, 2601 Sunnyside Avenue  
Promised Valley Playhouse, 132 South State  
Salt Palace and Center for the Performing Arts - (includes Art Center Symphony Hall & Capitol Theatre) 100 South West Temple 521-6060  
Snowbird Ski and Summer Resort, I-80 to I-215 (south to U-210)  
State Capitol, top of State Street  
Symphony Hall, 123 West South Temple  
Temple Square, between North & South Temple and Main & West Temple  
Triad Center, 3rd West North Temple  
Trolley Square, 700 East 600 South  
University of Utah, 200 South 1400 East

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PHOTOGRAPH BY FRANK JENSEN

Utah's scenic beauty is big business, and it's getting bigger all the time. According to Jay Woolley, director of the Utah Travel Council, tourism is the largest or second largest private sector industry in the state. "Some think agriculture is number one and some think tourism is first. The key words are 'private sector'—obviously defense is bigger, but the dollars tourists bring to the state are substantial, and it's a major growth industry."

### Something for Everyone

Visitors spend about \$2.3 billion per year in Utah. The industry employs about 52,000 people and has an annual payroll in excess of \$450 million. Each year, about 11.5 million people visit the state, and the number is growing. Increases have been steady as national and state parks have been established over recent decades, but during the past few years there have been surges with growth into the 15 to 16 percentiles. During 1990, growth leveled off to around 8 to 10 percent, but Woolley predicts that major increases would "absolutely" continue.

"There is a trend toward outdoor recreation, and we have the ultimate destination for outdoor recreation," says Woolley. "I think that will continue for a couple of reasons. For one, the dispensable income is getting to an age

Temple Square attracted 4.7 million visitors in 1990, making it one of Utah's most popular attractions.

Utah's  
Largest  
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group that is much younger than it used to be. In other words, there are younger people with more money to spend on vacations. Secondly, families are recreating together, and we have the opportunity for those kinds of vacations. There may be a plateau where it'll level off as the families get older, but I don't think we'll see that in my lifetime. I think it's a continuing growth industry."

The major obstacle to industry growth the state is grappling with now is in infrastructure—the ability to feed, house, and host the number of visitors it is getting. "There are places in the state where, particularly in the summer, it's completely full," Woolley said. "There are locations in the state with unmatched scenic beauty but no place to stay. Those problems are being addressed, but in the meantime we're trying to spread out the impact by selling the 'shoulder' seasons: spring and fall. There's no place more beautiful in the fall than Utah. If you go down to Lake Powell in September and October, it's beautiful and there's no one there." Woolley said he believes the trend toward year-round schools will help expand the travel season for families.

What is the state's strategy to ensure that growth continues? "Our promotions focus on pushing the state's scenic beauty," Woolley said. "We use what we call our 'sellable differences' to draw people across the borders of the state. Those sellable differences are known quantities like national parks, state parks, and those kinds of things that have name recognition throughout the world. We have international and national programs which work directly with tour operators for bulk travel. We also have offices in Tokyo, Seoul, and Brussels to help us promote the state, especially to groups and major tour operators in the international arena."

### Foreign Visitors

The Brussels, Belgium, office opened last year and is run by Vera Novak. Utah is the only state that runs a tourist office in Europe with a full-time professional. "I thought I was going to turn to all the other state reps

for help when I got to Europe," said Novak. "But there aren't any." Utah draws more of its foreign tourists from the United Kingdom, Germany, France, and northern Europe than from anywhere else, she said. "Many Europeans are really just discovering America. It usually takes a couple of trips before they can be coaxed inland."

Woolley said 10 to 11 percent of Utah's visitors are foreign. "It is significant, and even more significant is the amount of money they spend. The foreign tourist spends a lot more than the domestic tourist. We spend about the same percentage of our budget on international promotion. Utah is uniquely situated to host international visitors because of the large number of interpreters we have available here. It's a payoff from the LDS Church's missionary program. For Japan/America Week, for example, we had 155 Japanese interpreters. There aren't very many places capable of putting together 155 people fluent in Japanese."

### See America, See Utah

On the domestic scene, Woolley said, the state's strategy is to target organizations. "We work very closely with organizations like the National Tourists' Association. They are the major tour operators, bus operators throughout the U.S. and Canada. We also work directly with travel agents outside the borders of the state. We do a lot of things like familiarization tours for the press, where we try to expand our advertising dollars through the use of free coverage. Travel writers come in and spend time with us and then go back and write articles about their visits. If you had to buy the space we get that way in newspapers and magazines, it would cost about \$3 million a year. Our direct advertising budget is about \$1.5 million, so we expand that advertising dollar extensively."

About 27 percent of Utah's domestic tourists come from southern California, according to Woolley. "Another large percentage comes from the states around us." Recent studies indicate about 24 percent are coming from the states east of the Mississippi. "It's pretty well rounded. The bulk of our advertising goes into the contiguous states and the Los Angeles Basin. That's simply a matter of limited dollars. If we had more money, we'd go into the major population centers in the East and Midwest," Woolley said.

How does our advertising and promotion budget compare with our neighbors? "Nationally, we're in about 33rd position for tourism budgets. We spend about \$3.5 million. Colorado spends about \$9 million, Arizona about \$5 million, Montana and Wyoming about \$4 million. Idaho spends a bit less, but basically we're not very high," Woolley noted.

### We're in This Together

One way the state tries to maximize its promotion budget is to coordinate its efforts with its regional and industry counterparts. "We work very closely with organizations like the Salt Lake City Visitors and Convention Bureau, the Park City Chamber Bureau, and others around the state. We work with them specifically on conventions that are tourism oriented, like the National Tourist Association convention held here in 1989 and the recent Japan/America Week convention. We also work together on literature to help draw other conventions here."

Utah's travel regions, such as Color Country, Castle Country, and the Golden Spike Empire, also coordinate their efforts with the state office and receive matching funds for their programs. "Our job is to get the tourists across the borders of the state. Once we get them here, it's up to the regions."

Woolley said his office also works closely with the Utah Ski Association, advertising jointly or in complementary publications to make the most of both budgets and stretch the dollars. "There's lots of communication and common strategy."

In addition, he said, "we're in the image business, and we also work very closely with the Division of Community and Economic Development to help attract new businesses here and get conventions. It's a mutual effort that helps us both to spread our dollars."

### Working on Utah's Image

What is the state's image around the world and the nation? "Fifteen years ago," Woolley said, "studies indicated we were perceived as being very rural, Amish-type people with a closed society. People thought we walked around with bonnets on. But as we've advertised and things have happened, like the Utah Jazz, the Olympic bid, and other positive things, our image has been enhanced. There are probably a lot of people around the world, however, who still think that way, and that is one of the things we work on."

Once people visit the state, they like it here, according to Woolley. "We have a large number of repeat visitors. Our philosophy is that once we get them here, we've got them—and the facts bear that out."

To make sure visitors have good experiences here and keep coming back, the state recently signed up to spearhead a \$100,000 training program this summer aimed at helping motel clerks, restaurant employees, park rangers, and gas-station attendants be more hospitable to travelers. The instructional program is called "SuperHost," and it was developed and is franchised internationally by the British Columbia Ministry of Tourism. The Travel Council contracted with the Canadian province to secure program rights and training materials. The pilot program will be offered in Cedar City, Ephraim,

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By Rose Gilchrist

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Garfield County, Green River, Ogden, Park City, Provo/Orem, Richfield, and Vernal. The program will concentrate on topics such as improving listening, communication, and interpersonal skills; handling complaints; and giving directions to visitors. Woolley said, "We anticipate it will be an ongoing educational program for people coming into the hospitality industry so they can learn how to treat people and understand the benefits of treating them well."

Other programs, such as "Take Pride in Utah" and "Don't Waste Utah," are also directed at residents because litter isn't scenic. "If we're not protecting our resources, we're shooting ourselves in the foot. We need to be proud of what we have," Woolley said.

The travel business is frequently criticized as an industry that provides only low-paying jobs. Woolley disagrees. "There is some of that, but there's some of that in almost any industry. There are lots of highly paid people in the tourism industry—a lot of managers and general managers, food and beverage managers, and a lot of owners. And yes, there are a lot of people making minimum wage, but I think that there are a lot of people in almost any industry making minimum wage. I guess I equate it to the fact that it's better having them working making minimum wage at something rather than collecting welfare."

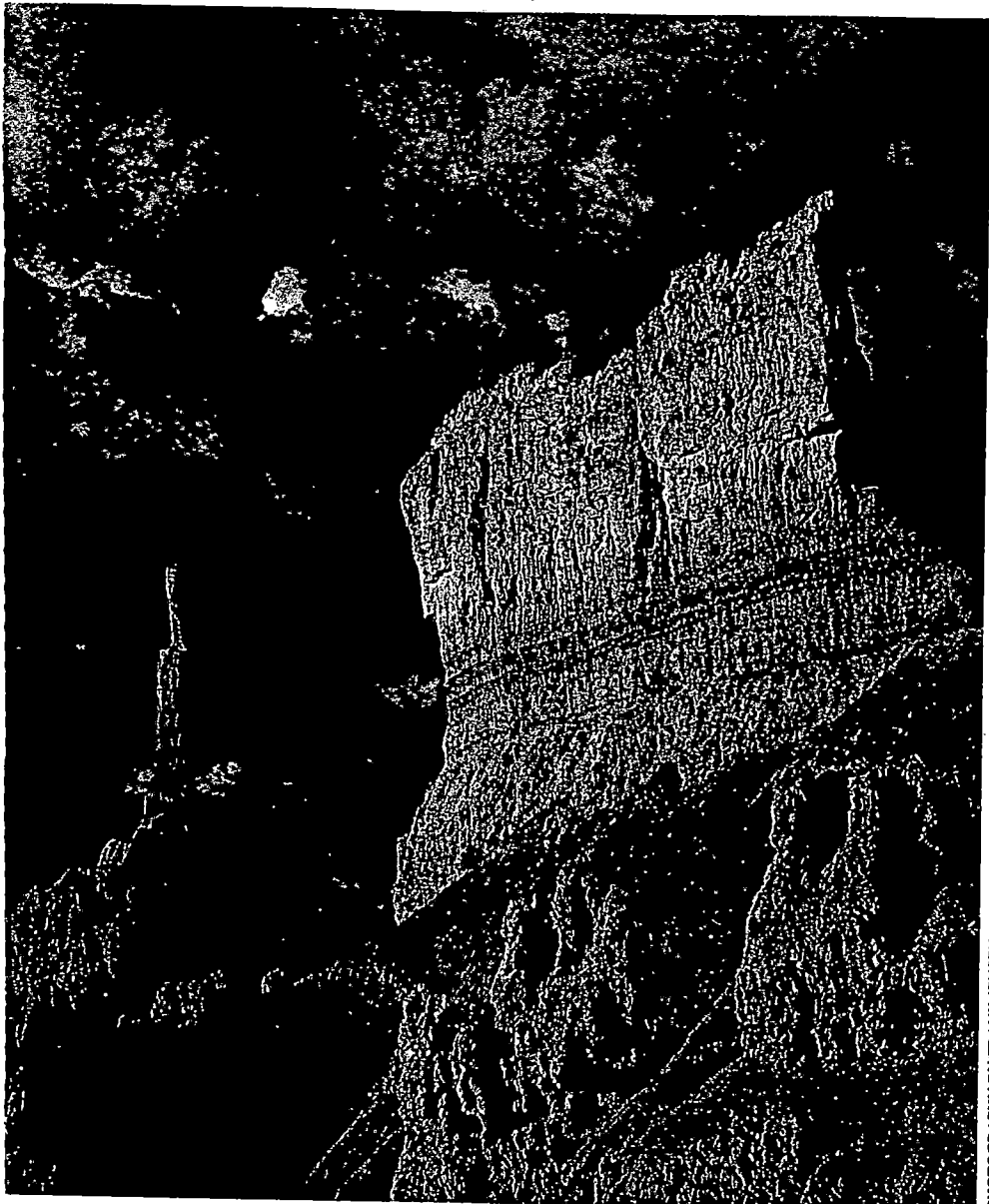
### The Skiing Tourist

Roughly 700,000 of the state's 11.5 million visitors are winter travelers, and that number is growing, according to Randy Montgomery of Ski Utah. "This was our best ski year ever," he said. Preliminary studies indicate skier days increased a whopping 10.1 percent over last year and were up 6.6 percent over our previous best, the winter of 1988-89. The contributing factors, according to Montgomery, were the good snow conditions for a Thanksgiving opening, the drought conditions at the California resorts, and the publicity generated by being the United States' candidate for the Winter Olympics.

Utah has about a 5 percent share of the U.S. ski market, said Montgomery. In comparison, Colorado has about a 20 percent share, and California has 15 percent. "We're still relatively small. Colorado has many more ski areas, but they're concerned about us. They're envious of the fact that we're a candidate for the Olympics, and we have definite advantages. Our snow is more consistent, our access is the best in the industry, and our low room costs compare very favorably. Our new snowmaking facilities are also very important. The ski industry is very competitive. If anybody is positioned to be in the right place, it's Utah."

Skiers may represent a small percentage of Utah's visitors, but they are an important

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**Bryce Canyon, one of Utah's five national parks, is open year-round. Utah's spectacular scenery lures visitors from around the world.**

component because they are big spenders. Demographic studies of Utah skiers last year revealed that 60 percent were from out of town, had a median household income of \$97,500, stayed 4.2 days, and spent an average of \$145 a day. Skiing is about one-third of Utah's total tourist business. The figures are expected to be even bigger this year. Ski Utah is working to ensure that growth continues.

"We attend 14 consumer ski shows, publish 550,000 copies of our winter vacation planner, sponsor ski clubs in the schools, and hold Learn to Ski and Take a Friend Skiing days at the resorts. We work closely with the Utah Travel Council and national and international organizations, such as Ski USA, which promotes skiing in the U.S. worldwide," Montgomery said.

The ski industry is also a growth industry, Montgomery said, but he added that the costs of doing business are also increasing. "We're

seeing major expansions in labor costs, capital expenses, fuel and equipment costs. Utah is one of the few states that requires the payment of sales tax on lift tickets. The market has grown to expect really good service and equipment. Skiers want quad lifts and groomed runs. Insurance costs have also increased dramatically. It's a tough business."

But it's worth it, Montgomery said. "The tourism industry is good for the state. It's one of the most desirable kinds of industry you can have. It's clean, and it has a low impact on the infrastructure. Tourists come in, spend money, and go home. They don't use the schools, and they create jobs. You have to use the benefits that you have as a state, whether they are minerals or industry. Our natural resources here are great skiing and fantastic scenery. Tourism is an intelligent use of our natural resources."

How will Denver's new Stapleton Airport affect Utah's share of skiers? "I actually think it might help us," said Woolley. "I happen to know a little about Stapleton because I came from the airline industry and worked on that facility for many, many years. It's 30 miles further to the east than the current airport, so it's going to be about 30 miles further away from the ski resorts. I think it's going to enhance our offerings. That's a particular advantage of ours. There's no place else you can be skiing within an hour of landing."

According to Woolley, the state is also beginning to target the bicycling market. "We believe that is a major growth industry. You can see it particularly in some areas such as Park City and Moab. Bikes are coming out of the woodwork, so to speak. We like to see that because the demographics of bikers are very similar to those of the skier, so it's a high-end group and very important to pursue." The Utah Travel Council is targeting biking publications and also distributing through its mailings a *Bicycle Utah* brochure that highlights the state's cycling resources.

Where are the biggest business opportunities in Utah's growing tourism industry? Woolley said he sees a definite market for accommodations with full resort capabilities in rural Utah around the national parks. He said he doesn't see the current lack of four-star facilities as a particular shortcoming, but others have been more critical. At the April Governor's Conference on Tourism in St. George, Utah economist Thayne Robson said, "People love our scenery, but they don't like our night life, hotels, and restaurants." He urged the state to formulate a \$25 to \$50 million capital loan fund that would allow businesspeople to develop tourist facilities throughout the state **UB**.

*Free-lance writer Rose Gilchrist is based in Salt Lake City.*

PHOTOGRAPHY BY FRANK JENSEN