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September 23, 1991

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST
 TONY SNOW

FROM: BETH HINCHLIFFE

SUBJECT: MINORITY ENTERPRISE DEVELOPMENT WEEK
 AWARDS CEREMONY

On Wednesday, September 23, at 11:30 a.m., you will deliver brief remarks (15 minutes, on cards) in the Rose Garden to an audience of approximately 200 people at the Minority Enterprise Development Week Awards Ceremony. Acknowledgements include Secretary Mosbacher and SBA Administrator Pat Saiki.

The remarks highlight the achievements of four minority business entrepreneurs -- two honored by the DOC's Minority Business Development Agency and two honored by the ~~Small Business Administration~~. Additionally, you mention their positive influence as role models for the nation's minority youth.

Early draft One
Original

(Hinchliffe/Nix)
September 17, 1991 10 a.m.
MINORITY Draft One

**PRESIDENTIAL REMARKS: MINORITY ENTERPRISE DEVELOPMENT WEEK
Wednesday, September 25, 1991
Rose Garden**

Welcome. I know a lot of you started out building your own businesses from scratch, sometimes ^{starting?} out of your own homes, so you'll understand that the White House is the ultimate mom and pop operation -- Barbara and I literally live above the store.

I'm proud to be taking part once again in this special week, turning the spotlight on pioneers and heroes. I love the positive statement of this year's theme: Building a Stronger America through Minority Business Development. That's exactly what you are doing. The commitment to excellence; the expanded employment; and the improved community stability which minority businessmen and women create, enhances the quality of life for everyone.

Our country benefits tremendously from the competitive, creative impulse we call the American Dream. The minority business owners prove that this dream is as dynamic as ever -- and within the reach of every man, woman and child who dares to try. The kind of self-reliance, ingenuity and vision that you demonstrate is exactly the spirit that made us a nation of imagination -- a nation of mavericks willing to take a gamble on the untested, the unexpected, the untraditional. And you carry that dedication to an even higher plane, because of the special courage that allowed you to overcome so many obstacles to claim your share of the American Dream.

You are the lifeblood of our free enterprise system. This

system is great because it challenges the individual. But today it's also something more -- it's an exciting way of looking at the world no longer assuming that bureaucratic, top-down organization is the answer. We value our precious free enterprise system because it encourages initiative -- and because it does not stifle creativity and responsibility.

There is tremendous exhilaration across the globe right now because we're part of an amazing history. Socialist and communist countries are rejecting their philosophy of state-controlled economies because those systems simply do not work.

→ They're joining in our free market dream because it does work.

As we watch these other nations in their act of creation, we rejoice that they're affirming [?] of the validity of unrestricted, individual enterprise.

Unrestricted, individual enterprise like that embodied by the men and women we salute today. You know, I'm often asked -- why are you so optimistic about the future of this country? Well, next time the question comes up, I'll just point to any of the four people we honor today.

These awards -- ^{the} National Minority Entrepreneurs of the year, ^{the} selected by ^{the} Minority Business Development Agency, and National Minority Small Business Persons of the year, selected by the SBA -- are awards of the American spirit. It's a spirit that confronts obstacles and challenges and still says triumphantly: I can do it. I can help Build a Stronger America.

That's what college professor Richard Cheng said. He left

skill?

the safety of academia and founded Eastern Computers. After 10 years, his company has become a world pioneer in the development and production of multi-lingual computer systems. He now employs over 345 people and generates annual sales of over \$34 million.

Hugh Brown said yes to the challenge too -- and he had some terrific help along the way from our SBA. His technical and engineering service company, BAMSI, Inc., spent eight years in the SBA's 8(a) program -- a great idea that helps disadvantaged business people to gain equal access to needed resources. These resources help them develop their businesses and therefore improve their ability to compete on an equal basis in the mainstream of the American economy. And Hugh certainly competed -- and more. He triumphed. During those eight years his company increased its sales from less than \$1/4 million to over \$39 million -- and expanded its staff from 20 to more than 1,300.

Expansion is certainly also a familiar friend to Raymond Haysbert, who over the last three decades has shown extraordinary resilience, tenacity and industry in overcoming widespread resistance to minority-owned businesses. He transformed H.G. Parks into a household name -- spurring kids across this country to chime in: "More Parks Sausages, Mom. Please?" He shaped a company that's consistently ranked in the top 100 Black-owned businesses. Certainly well-deserved recognition from a company that's grown from yearly sales of \$30,000 to \$36 million.

And Gae Veit's life is the story of tremendous drive and persistence -- all coming from believing in her dream and

believing in her ability to achieve it. Less than a decade ago, she started out as a woman trying to succeed in the male-dominated construction industry. She had roadblocks surrounding her everywhere -- but there's one word she just doesn't know, and that's "quit." To give shape to her vision, she named her new company Shingobee -- a word that means "beautiful evergreen tree" in her Sioux language. Well, her belief in herself came true. Shingobee Building is projecting sales of \$10 million this year.

These winners -- and the many more like them across this land -- are real American success stories. They know that no nation ever drowned in sweat. They know that the strength of America lies with those who are willing to take a chance and build for the future. They also know -- and their impressive personal stories show this -- that in addition to business success, it's crucial to have personal success. So these terrific people here find time to think of others. They're active volunteers and community leaders, every one of them -- and they shine among the points of light that reflect our nation's conscience and illuminate its social landscape.

In particular, I note that these business leaders here and the thousands they represent are particularly concerned about educating our youth. And that's exactly where their concern should be. They know that to remain a leader in the global marketplace, we must understand the increasingly complex and competitive world in which we live. We must utilize the talents and ideas of all our workers -- and to do that, we must ensure

that every American has the knowledge and skills to take advantage of the opportunity that is his or her birthright.

The people we honor today show by their actions they know the only way we can take our rightful place in this new world is through education. Education is our most enduring legacy -- vital to everything we are and everything we can become.

So that's why I was particularly impressed to hear that tomorrow will be your Youth Awareness Day, to give minority young people the chance to meet successful minority entrepreneurs -- who can become their role models, their challenges, and their inspiration.

And most of all, they can bear witness by their presence to the truth of a statement William Jennings Bryant made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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where?

ACK: --Pat Saiki -- a good friend, feisty, outspoken leader

Hi ☺!

Latest version ~

~ QOG ("Queen of Coop")

Fact CHECK COPY

Changes given to Beth (Hinchliffe/Nix) 9/18

September 18, 1991 11 a.m.
MINORITY Draft One

Acknowledgements
per Claire
9/20

**PRESIDENTIAL REMARKS: MINORITY ENTERPRISE DEVELOPMENT WEEK
Wednesday, September 25, 1991
Rose Garden**

Pat Salki and Joe Mosbacher

I know a lot of you started out building your own businesses from scratch, so you'll understand the White House is the ultimate mom and pop operation -- Barbara and I both work at home.

I'm proud to take part again in this special week, turning the spotlight on pioneers and heroes. Your theme makes such a

positive statement: Building a Stronger America through Minority Business Development. That's exactly what you. As America's

MED Week Fact Sheet

minority businessmen and women -- your commitment to excellence; and the expanded employment and improved community stability which you create, enhance the quality of life for everyone.

Our country benefits tremendously from the competitive, creative impulse we call the American Dream. You prove this dream remains as dynamic as ever -- there for every man, woman and child who dares to reach for it. The kind of self-reliance and vision you possess made America a nation of imagination -- a nation of mavericks willing to take a gamble on the untested, the unexpected. You carry that dedication to an even higher plane, because of the courage that allowed you to overcome so many obstacles to claim your share of the American Dream.

You play a vital role in our free enterprise system -- the system that gains its greatness through challenging the individual. But today this system also provides something more -- an exciting way of looking at the world knowing that

bureaucratic, top-down organization is not the answer. We value our precious system because it encourages initiative -- and does not stifle creativity and responsibility.

Tremendous exhilaration races across our globe. Countries are rejecting state-controlled economies because those systems simply do not work. They're joining in our free market vision because it does work.

We rejoice that so much of our world now believes in unrestricted, individual enterprise -- the kind of enterprise embodied by the people we salute today. These are awards of the American spirit -- a spirit that confronts obstacles and challenges and still proclaims: I can do it.

That's what ~~former?~~ college professor Richard Cheng said when he left the safety of academia to found Eastern Computers. ^{Ten} 10 years later he has turned his company into a world pioneer in the development and production of multilingual computer systems. Today he employs over 345 people and generates annual sales of \$34 million.

SBA
Bio
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1990 sales?

Hugh Brown also said yes to the challenge, with some terrific help from SBA. His technical and engineering service company, BAMSI, spent 8 years in the SBA's 8(a) program: a great idea that helps disadvantaged businesspeople get equal access to resources. This helps their businesses compete in the mainstream of American economy. Hugh did more than just compete. He triumphed. During those years, his company increased sales from under \$1/4 m to over \$39 million -- and expanded its staff from 20 to more than 1,300.

SBA
Bio

SBA
Bio

Resilience, tenacity and industry also played major role in

Pat J. pledged to pros to keep 8a program in forefront of agency's initiatives.

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Natl Minority Dev Agency Bio



the life of Raymond Haysbert, who over 30 years persevered to overcome widespread resistance to minority-owned businesses. He transformed H.G. Parks into a household name -- kids across this country call: "More Parks Sausages, Mom! Please?" He shaped a company that's consistently ranked in the top 100 Black-Owned businesses -- certainly well-deserved recognition from a company that's grown from yearly sales of \$30,000 to \$36 million.

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Gae Veit's [VIGHT] life is the story of tremendous drive that came from believing in her dream and believing in her ability to achieve it. In 1982 she was a woman trying to succeed in the male-dominated construction industry. Roadblocks surrounded her everywhere. But there's one word she just doesn't know, and that's "quit." To give shape to her vision, she named her new company Shingobee -- a word that means "beautiful evergreen tree" in her Sioux language. Her belief in herself came true. Shingobee Building projects sales of \$10 million this year.

Per Minority Dev Agency constance Smith

Bio ✓

Bio

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SBA



These winners, and many more like them, are real American success stories. They know no nation ever drowned in sweat. They know that the strength of America lies with those willing to take a chance and build for the future. They know that each of us must never forget the privilege and responsibility we share - - to contribute to our communities. They know that our success must also be personal -- not just business. So these terrific winners find time to think of others. They're active volunteers, every one of them, shining among the points of light that reflect our nation's conscience and illuminate its social landscape.

Evangel's Practice

In particular, I note that the leaders here, like the thousands they represent, are particularly concerned about the future of our youth. That's exactly where their concern should be -- for to remain a leader in the global marketplace, we must ensure that every American has the knowledge and skills to take advantage of the opportunity that is his or her birthright.

You teach our youth by example. Your lives and accomplishments speak loudly and say: if you have the idea, then you can do it. I was impressed to hear that you're hosting Youth Awareness Day tomorrow, to give minority young people the chance to meet successful minority businessmen and women -- who can become their role models, their challenges, and their inspiration.

And most of all, these outstanding minority business leaders can bear witness by their presence to the truth of a statement

William Jennings Bryant made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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State of Union Quotes Memo - Jennifer

and
Aug 6 All Am Cities Awards Speech

All Am Cities Speech S.O.U. Quotes New Dictionary Book of Quotes pg 283 1899 Feb

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you SPA When did Richard Chern leave academia? for good?
 Fiscal year 1985

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See Skinner - only
acknowledgment so far

approx 200 people
will attend

MBD Week

MINORITY BUSINESS DEVELOPMENT WEEK \ THE ROSE GARDEN
SEPTEMBER 25, 1991 \ 11:30 A.M.

THANK YOU, AND WELCOME TO THE ROSE GARDEN. IN PARTICULAR: WELCOME TO SECRETARY MOSBACHER, SBA ADMINISTRATOR PAT SAIKI, FORMER SECRETARY [MAURICE] STANS, AND OUR FRIENDS FROM THE HILL, ESPECIALLY CONGRESSMAN [JOHN] LAFALCE (LA-FALSE) AND CONGRESSMAN [ANDY] IRELAND OF THE COMMITTEE FOR SMALL BUSINESS.

- 2 -

I'M PROUD TO TAKE PART AGAIN IN THIS SPECIAL WEEK, TURNING THE SPOTLIGHT ON MEN AND WOMEN WHO HAVE TRANSFORMED THE AMERICAN DREAM INTO A SERIES OF ALL-AMERICAN SUCCESS STORIES. I LIKE YOUR THEME -- "BUILDING A STRONGER AMERICA THROUGH MINORITY BUSINESS DEVELOPMENT." IT TOUCHES UPON TWO PRINCIPLES DEAR TO ME.

FIRST, WE CANNOT BUILD AN AMERICA WORTHY OF ITS PEOPLE IF WE DO NOT EXTEND REAL OPPORTUNITY TO EVERYONE -- REGARDLESS OF RACE, CREED AND BACKGROUND -- AND GIVE ALL AMERICANS A CHANCE TO GO AS FAR AS THEIR ABILITIES WILL TAKE THEM.

SECOND, A STRONG AND VIBRANT ECONOMY HOLDS THE KEY TO OUR FUTURE AS A NATION.

IF WE DO NOT PRODUCE NEW PRODUCTS AND OPPORTUNITIES -- IF WE DO NOT GIVE PEOPLE OF MODEST MEANS A CHANCE TO BECOME WEALTHY BY VIRTUE OF THEIR BOLDNESS, DILIGENCE, AND GENIUS -- THEN WE LOSE THE VERY FOUNDATION OF DEMOCRACY. OUR LIVES DEGENERATE INTO A SCRAMBLE FOR SCARCE GOODS, RATHER THAN IN A MARCH TOWARD A BETTER FUTURE.

OUR FREE ENTERPRISE SYSTEM CANNOT SURVIVE WITHOUT THE FULL PARTICIPATION OF ALL RACIAL AND ETHNIC GROUPS.

IT CANNOT SURVIVE IF IT OFFERS OPPORTUNITIES TO SOME AND NOT TO OTHERS. AND IT CANNOT SURVIVE IF IT DOES NOT PRODUCE NEW SUCCESS STORIES -- STORIES LIKE YOURS -- THAT INSPIRE YOUNG MEN AND WOMEN TO LOOK UP AND SAY: I WANT TO BE LIKE THEM.

TOO OFTEN WE FORGET THAT HARD WORK AND SUCCESS ALSO ARE FORMS OF PUBLIC SERVICE: THEY ADDRESS PEOPLE'S NEEDS; THEY DRAW UPON INDIVIDUAL ABILITIES; THEY PROVIDE ROLE MODELS FOR YOUNGSTERS WHO TOO OFTEN DRAW THEIR CONCLUSIONS ABOUT LIFE FROM TELEVISION SHOWS OF BRASH HOODS ON THE STREET.

YOUR ROLE IN GIVING INCENTIVE TO MINORITY YOUNG PEOPLE, AND INDEED ALL THE YOUTH OF OUR COUNTRY, CANNOT BE OVERESTIMATED. YOU ARE EDUCATORS, JUST BY WORKING TO BE SUCCESSFUL. AND YOU CAN DO MORE.

SEIZE EVERY OPPORTUNITY TO GIVE OUR YOUNG PEOPLE THE WILL TO COMPLETE THEIR EDUCATION AND TO BETTER PREPARE THEMSELVES TO FOLLOW IN YOUR FOOTSTEPS. THIS IS ONE OF THE MAJOR GOALS OF OUR AMERICA 2000 EDUCATION INITIATIVE.

WE REJOICE THAT SO MUCH OF OUR WORLD NOW BELIEVES IN FREE ENTERPRISE -- THE KIND OF ENTERPRISE DEMONSTRATED BY THE PEOPLE WE SALUTE TODAY.

THESE AWARDS CELEBRATE THE AMERICAN SPIRIT -- A SPIRIT THAT LOOKS PAST OBSTACLES AND CHALLENGES, IDENTIFIES A GOAL, AND SAYS: I CAN DO IT.

ELEVEN YEARS AGO, COLLEGE PROFESSOR RICHARD CHENG FOUNDED EASTERN COMPUTERS, AND SAID: I CAN DO IT. HIS COMPANY PIONEERED THE BUSINESS OF PRODUCING MULTILINGUAL COMPUTER SYSTEMS. [[NOW, IF HE COULD ONLY PRODUCE A SYSTEM THAT WOULD ENABLE PARENTS TO UNDERSTAND THEIR KIDS!]]

TODAY, EASTERN COMPUTERS EMPLOYS NEARLY 350 PEOPLE. IT GENERATED SALES OF 34 MILLION DOLLARS LAST YEAR.

HUGH BROWN HAD AN IDEA FOR A TECHNICAL AND ENGINEERING SERVICES COMPANY AND SAID: I CAN DO IT. WITH HELP FROM THE SMALL BUSINESS ADMINISTRATION'S 8(A) PROGRAM, HE DID MORE THAN COMPETE. HE FOUND HIS OWN PLACE IN OUR COMPETITIVE ECONOMY. TODAY, BAMSI EMPLOYS MORE THAN 1,300 PEOPLE AND ITS SALES LAST YEAR EXCEEDED 84 MILLION DOLLARS.

RAYMOND HAYSBERT HAD TO OVERCOME RESISTANCE TO MINORITY ENTERPRISE. HE KNEW HE COULD DO IT. OVER THE PAST 40 YEARS, HE'S TRANSFORMED H.G. PARKS INTO A HOUSEHOLD NAME. KIDS ACROSS THIS COUNTRY CALL: "MORE PARKS SAUSAGES, MOM. \\ PLEASE?" [[HIS CUSTOMERS EVEN HAVE GOOD MANNERS.]] HIS COMPANY CONSISTENTLY RANKS WITHIN THE TOP ONE HUNDRED BLACK-OWNED BUSINESSES IN AMERICA.

YOUR LIVES AND ACCOMPLISHMENTS SPEAK LOUDLY AND SAY: TAKE AIM AT AN IDEA -- AND MAKE IT WORK. I'M IMPRESSED TO HEAR YOU'RE HOSTING YOUTH AWARENESS DAY TOMORROW, TO GIVE YOUNG PEOPLE THE CHANCE TO MEET SUCCESSFUL BUSINESSMEN AND WOMEN. YOU CAN BECOME THEIR ROLE MODELS, THEIR INSPIRATION -- AND, MAYBE ONE DAY, HERE'S THE HIGHEST COMPLIMENT OF ALL -- THEY'LL BE YOUR COMPETITION.

EACH LEADER HERE TODAY AND THE OTHERS ACROSS THIS LAND BEAR WITNESS BY THEIR PRESENCE TO THE TRUTH OF A STATEMENT WILLIAM JENNINGS BRYAN MADE NEARLY 100 YEARS AGO: "DESTINY IS NOT A MATTER OF CHANCE -- IT IS A MATTER OF CHOICE. IT IS NOT A THING TO BE WAITED FOR -- IT IS A THING TO BE ACHIEVED."

THANK YOU, CONGRATULATIONS, AND GOD BLESS YOU ALL.

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(Hinchliffe/Nix)
September 20, 1991 3 p.m.
MINORITY Draft Four

**PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK
THE ROSE GARDEN
SEPTEMBER 25, 1991**

Thank you, and welcome to the Rose Garden. In particular: welcome to Secretary Mosbacher, and SBA Administrator Pat Saiki.

I'm proud to take part again in this special week, turning the spotlight on men and women who have transformed the American Dream into a series of all-American success stories. I like your theme -- "Building a Stronger America through Minority Business Development." It touches upon two principles dear to me.

First, we cannot build an America worthy of its people if we do not extend real opportunity to everyone -- regardless of race, creed and background -- and give all Americans a chance to go as far as their abilities will take them. Second, a strong and vibrant economy holds the key to our future as a nation. If we do not produce new products and opportunities -- if we do not give people of modest means a chance to become wealthy by virtue of their boldness, diligence, and genius -- then we lose the very foundation of democracy. Our lives degenerate into a scramble for scarce goods, rather than in a march toward a better future.

Our free enterprise system cannot survive without the full participation of all racial and ethnic groups. It cannot survive if it offers opportunities to some and not to others. And it cannot survive if it does not produce new success stories -- stories like yours -- that inspire young men and women to look up and say: I want to be like them.

Our free enterprise system also rewards a very important set of values. It rewards those with the courage to act on their dreams. It rewards people who believe in themselves, believe in the virtue of hard work, and believe in serving the public. After all, a business can't succeed if it does not provide products and services that the public wants.

Too often we forget that hard work and success also are forms of public service: They address people's needs; they draw upon individual abilities; they provide role models for youngsters who too often draw their conclusions about life from television shows of brash hoods on the street.

Your role in giving incentive to minority young people, and indeed all the youth of our country, cannot be overestimated. You are educators, just by working to be successful. And you can do more. Seize every opportunity to give our young people the will to complete their education and to better prepare themselves to follow in your footsteps. This is one of the major goals of our America 2000 Education Initiative.

As a nation, we stand on the verge of a new age of freedom. Countries around the globe have rejected central economic planning because it just doesn't work: It cannot work. Instead, nations in Europe, Asia, Africa, and Scandinavia have acknowledged that freedom works. More precisely: Individual freedom works.

We rejoice that so much of our world now believes in free enterprise -- the kind of enterprise demonstrated by the people

we salute today. These awards celebrate the American spirit -- a spirit that looks past obstacles and challenges, identifies a goal, and says: I can do it.

Eleven years ago, college professor Richard Cheng founded Eastern Computers, and said: I can do it. His company has pioneered the business of producing multilingual computer systems. [[Now, if he could only produce a system that would enable parents to understand their kids!]]

Today, Eastern Computers employs nearly 350 people. It generated sales of 34 million dollars last year.

Hugh Brown had an idea for a technical and engineering services company and said: I can do it. With help from the Small Business Administration's 8(a) program, he did more than compete. He found his own place in our competitive economy. Today, BAMSI employs more than 1,300 people and its sales last year exceeded 84 million dollars.

Raymond Haysbert had to overcome resistance to minority enterprise. He knew he could do it. Over the past 40 years, he's transformed H.G. Parks into a household name. Kids across this country call: "More Parks Sausages, Mom. [?] Please?" [[His customers even have good manners.]] His company consistently ranks within the top ^{one} hundred black-owned businesses in America. Its sales under his leadership have risen from 30,000 dollars a year to more than 36 million dollars.

Gae Veit [VIGHT] said "I can do it" in a business in which women form a significant minority: The construction industry.

She set out to create her own construction firm in 1982. Roadblocks surrounded Gae. Doubters accosted her. But she knew what she wanted, and she got it.

She shaped her vision by naming her company Shingobee [[SHING-o-bee]] -- which means "beautiful evergreen tree" in her Sioux language. Gae's beautiful evergreen tree has grown from a small sapling into a thing to behold: A company that expects to do more than ten million dollars' worth of business this year.

These winners, and many more like them, show that you don't have to be rich to make a difference in America. All you need is a fair chance.

These people know: No nation ever drowned in sweat. They know: America's strength comes from those willing to take a risk, make a difference, and build the foundations of a more prosperous future. They know that none of us can forget the privilege and responsibility we share -- to contribute to our communities.

Your lives and accomplishments speak loudly and say: **take aim at an idea -- and make it work.** I'm impressed to hear you're hosting Youth Awareness Day tomorrow, to give the young people of your communities the chance to meet successful businessmen and women. You can become their role models, their inspiration -- and, maybe one day, here's the highest compliment of all -- they'll be your competition.

Each leader here today and the others across this land bear witness by their presence to the truth of a statement William

Jennings Bryan made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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NATIONAL 8(a) GRADUATE AWARD WINNER OF THE YEAR

**Hugh M. Brown
President
BAMSI, Inc.
Titusville, FL.**

Hugh Brown founded BAMSI, Inc. in 1978. The company specializes in providing engineering and technical services.

During the early stages of BAMSI's development, Brown generated capital for the company by serving as a management consultant to a number of firms. The company got its first big break in 1979 becoming a subcontractor on the Standard Base Supply System contract at Patrick Air Force Base, Florida.

BAMSI was certified into SBA's 8(a) Program in 1979. The firm graduated from the Program in 1987. During this period BAMSI was awarded 11 8(a) contracts with a total value of \$8.9 million.

During Program participation, BAMSI's annual sales increased from \$236,814 to \$39,332,283. Also during this period, the firm expanded its employee base from 20 to 1,327. The firm reported sales of over \$84 million for fiscal year 1991 (ending April 30, 1991).

BAMSI's achievements have been recognized by being the recipient of several outstanding achievement awards including: Small Minority Owned Business of the Year, 1983, 1984, 1986, 1987,

Tons
of
Awards
↓

187
19
28

presented by Kennedy Space Center, NASA; Small Business Person of the Year, 1985, by the U.S. Small Business Administration; Regional Minority Small Business Person of the Year for the Atlanta Region; NASA Contractor of the Year at Ames Research Center, California, 1988; and Outstanding Alumnus Achievement Award by the Historically Black Institutions 1990-1991.

all
"which we encourage"

Brown is also an outstanding community leader and serves on the Board of Directors of numerous organizations including: the Florida Aviation Council; Junior Achievement; the Greater Florida Minority Development Council; Spaceport Florida Authority; and Chairman of the Federal Reserve Board, Atlanta Region.

education of youth

Brown himself a student

With all the success that Brown has achieved at the helm of BAMSI, he continues to set a high standard of excellence for his employees as evidenced by his current pursuit of an MBA degree from American Graduate University.

Mary Kate
(203) 836-5897
State, Sloan

8:30
Dan Utah
Kidney Problems

~~2~~

Thornburgh leaves, but it's unlikely he'll be forgotten

1-1/-87

By Edwin Guthman
Editor of The Inquirer

For a stalwart Republican, Gov. Dick Thornburgh seems in terribly good spirits as he prepares to turn Pennsylvania's most powerful office over to the Democrats next week.

That may sound strange, politics being as ruggedly partisan as they are in Pennsylvania, but he says, "I'm actually glad to be moving on," and there are several reasons to believe he's sincere in saying it.

For one thing, he knows the man who is replacing him. He and Gov.-elect Robert P. Casey fought side by side during the 1967 Constitutional Convention in drafting the Judicial Reform Article.

Despite wearing different party labels, Thornburgh and Casey have in common a tough-minded, no-nonsense approach to public administration and both are sticklers for honesty and integrity in government, so Thornburgh has some respect for Casey.

And though Thornburgh isn't saying what he's going to do — if he's decided — beyond spending "a week in the woods" with his wife, Ginny, it's clear at age 54, with a background as a practicing lawyer, U.S. attorney, deputy U.S. attorney general and governor, he's not lacking for attractive offers.

"I haven't planned down all the specifics," he says, "but I'm going to continue playing my favorite sport."

What's that?

"Politics."

He says the word with what seems like uncharacteristic ebullience. Maybe it's a declaration of sorts that he doesn't intend to slide into oblivion as his predecessor, Democrat Milton Shapp, did, and already there's backroom talk that Thornburgh will be the Republican candidate for governor in 1990.

Finally, Thornburgh is leaving office with the knowledge that public opinion polling in the election campaign last fall gave him a 70 percent approval rating and with the inner satisfaction that he gave the job his best shot.

Eight tough years have come and gone since he first took the oath of office as Pennsylvania's 41st governor and in frugal inaugural and in an unusually short inaugural address, pledged:

"... to bring this administration an integrity that battles all corruption and tolerates no conflict of interest. We promise a frugality that insists on a dollar's worth of service for every tax dollar spent."

Even his severest critics — and he has plenty — don't quibble about whether he kept his word. Foes and admirers use the same adjectives — "decisive," "efficient," "perfectionist," "professional" "fiscally responsible" — to describe how he shouldered his duties.

When he took office, the state faced a \$70 million budget deficit. He leaves with the



Gov. Dick Thornburgh

state rolling up its third successive surplus in excess of \$200 million, with 15,000 fewer employees on the state payroll and with personal income and corporate taxes reduced.

And nothing marked his management style more than what he did to bring the patronage-loaded Pennsylvania Department of Transportation out of a pit of corruption and infirmity. With roads and bridges across the state in deplorable condition, he hired a transportation expert, Thomas D. Larson, to head the department and ended the time-honored practice that allowed county political chairmen of the party in power to have a large voice in hiring PennDOT workers.

That angered the pols no end, but Thornburgh stuck to his guns. Larson remained transportation secretary through both the

governor's terms and earned the high praise he gets today for PennDOT's overall performance.

On the negative side there was an aloofness about Thornburgh and a rigidity that made his dealings with the legislature more difficult than they might have been. He was not unwilling to compromise but he drove a hard bargain. And it took seven years to settle a dispute with the Democrats over control of the Pennsylvania Turnpike Commission that delayed extensive construction involving work for about 18,000 persons.

There was his controversial welfare reform — dubbed "Thornfare" — that he asserts saved the taxpayers money while increasing payments to some recipients, but which critics say was not what it was cracked up to be and caused an increase in the number of homeless people.

And Thornburgh is the first to admit that his inability to overcome entrenched opposition from the judiciary, the trial lawyers, the labor unions and the Catholic Church to judicial reform, particularly merit selection of judges, is the biggest piece of unfinished business that he is leaving behind.

But nobody bats 1,000, most certainly not anyone who must deal with the enormous burdens and problems of high public office. And Thornburgh always will have my respect for his cool, sure response to the nuclear crisis at Three Mile Island.

He was only in office 72 days. He was without either detailed knowledge of the state's emergency machinery or any scientific training, and being the first chief executive to look into the nuclear abyss, he had no precedents to guide him.

That was a moment of truth — the kind of crisis that fully tests a leader's judgment. To his everlasting credit, he made the right decisions and emerged with his credibility intact — in contrast to the federal government and the nuclear industry — and thereafter remained a constructive skeptic about nuclear safety assurances.

Last October, Thornburgh, wearing a T-shirt, red beret and a gold earring, sang a rap song for the audience at the capital journalists' annual Gridiron dinner.

That was Thornburgh, the no-nonsense, steely-eyed guy who constantly demanded excellence from his staff?

It seems he's leaving Casey more than one hard act to follow

NATIONAL MINORITY SMALL BUSINESS PERSON OF THE YEAR

Richard T. Cheng, Ph.D
President

Eastern Computers, Inc.
Virginia Beach, VA. (804) 671-8000

Richard Cheng established Eastern Computers, Inc. (ECI) in 1980 as a computer research and development company. Cheng started ECI on a part-time basis with an idea, a second mortgage on his home, and two employees. Today ECI has over 345 employees and 1990 sales of over \$34 million.

When Cheng established ECI he was Eminent Professor and Chairman of Computer Science at Old Dominion University in Norfolk, VA. As ECI's sales began to grow, Cheng made the critical decision to leave the academic world and become an entrepreneur on a full time basis.

Through Cheng's efforts, ECI is now recognized as a world pioneer in the development and production of multi-lingual computing systems. In addition ECI provides a full range of management, engineering and technical expertise to a wide variety of clients including government, institutional and commercial businesses.

An indication of the reliability of the firm's work is the fact it was awarded (1991) the Small Business Administration's contract to perform the nationwide computer maintenance of their IRS tax processing computer system. This four year \$200 million

MED WEEK '91 - FACT SHEET

Since 1983, a week has been set aside by Presidential Proclamation in observance of Minority Enterprise Development Week (MED Week). MED Week recognizes the outstanding contributions and achievements of the country's minority entrepreneurs and the outstanding support made by corporate America toward minority business development and growth.

The national observance of MED Week '91, jointly sponsored by the U.S. Department of Commerce's Minority Business Development Agency, and the U.S. Small Business Administration, will be during the week of September 22, 1991. The theme for MED Week '91 is, "BUILDING A STRONGER AMERICA THROUGH MINORITY BUSINESS DEVELOPMENT." This ninth annual conference will be held from Tuesday, September 24 through Friday, September 27, at the Sheraton Washington Hotel in Washington, D.C., located at 2660 Woodley Road, N.W. (202/328-2000). During the national conference, we expect participation from more than 1,000 persons from across the Nation, representing minority businesses, corporate America, Federal, state and local governments and other private sector entities who are interested in fostering and promoting minority business development.

MED Week '91 activities will include a MINORITY VENDORS PROCUREMENT TRADE FAIR (September 25), where a wide range of minority businesses from the service industry to high technology will be available to meet with and develop contacts for business opportunities with buyers and technical representatives from major corporations, governments, other minority firms and other private sector entities.

A MARKETPLACE will follow the Trade Fair (September 26). The MARKETPLACE will have booths occupied by buyers and technical experts from corporate America, governments, and other private sector entities. These experts will explore their needs for supplies and services with the participating minority businesses and will be able to determine the capabilities of these firms to satisfy their needs.

SEMINARS and WORKSHOPS will provide valuable resources and information. A YOUTH AWARENESS DAY will be held on September 26, providing minority youth with an opportunity to interact with successful minority entrepreneurs and to learn of entrepreneurship as a career choice.

Other events planned for MED Week '91 include a KICK-OFF LUNCHEON where the Secretary of Commerce and the Administrator of the US Small Business Administration will be speakers, a CONGRESSIONAL RECEPTION, CORPORATE AWARDS BREAKFAST, an AWARDS BANQUET honoring the Outstanding Minority Entrepreneurs of the Year selected by MBDA and SBA, and the traditional WHITE HOUSE AWARDS CEREMONY. Continental breakfasts, receptions and coffee breaks offer an informal atmosphere for additional networking and business card exchanges.

The national conference for MED Week '91 promises to be most productive and rewarding. Keynote speakers will include some of the Nation's leading business executives, Cabinet officials and entrepreneurs. For additional information, please contact:

Ms. Constance R. King-Smith
National MED Week Coordinator
Minority Business Development Agency
U.S. Department of Commerce (H5073)
Washington, D.C. 20230
Telephone: 202/377-5196 or 202/377-1712

or Diane
Ms. Evelyn Y. Prentice
Minority Small Business Outreach
U.S. Small Business Administration
409 3rd Street, S. W. (8th Floor)
Washington, D. C. 20416
Telephone: 202/205-7352

Could be point to make about encouraging education of minority youth

award is one of the largest contracts awarded to a small business by the U.S. Government.

ECI prides itself on customer satisfaction. Every Federal government contract undertaken by ECI has been completed on time and under budget. In addition, all option years available under contract have been exercised.

*Joke here
Congress could use some lessons here.*

ECI is ever on the move and looking to diversify. ECI is currently exploring the construction and architectural markets through the distribution of construction finishing products.

Minority Business Development Agency *Winners***MED Week 1991****National Minority Entrepreneur of the Year****Raymond V. Haysbert**

H.G. Parks, Inc.

Baltimore, Maryland

The advertising slogan, "More Park Sausages Mom, Please" is known nationwide. Founded in 1951 by Henry G. Parks, Jr., a pioneer in Black business development, H.G. Parks, Inc., better known as the Parks Sausage Co., is one of the nation's leading meat producing firms.

Raymond V. Haysbert, it's current president and chief executive officer, joined Parks in 1952. Together with Henry Parks, Jr., Haysbert has transformed the company into a household name.

With sales of \$26 million and 245 employees, Parks is one of the most successful Black-owned meat processing businesses in the country.

The firm's product line has expanded from retail products such as sausages and scrapple to commercial products including pizza toppings for two of the nation's largest pizza companies, Pizza Hut and Domino's Pizza.

In 1990, the company moved into a new \$10 million state-of-the-art headquarters in the Park Circle Industrial Park in Baltimore.

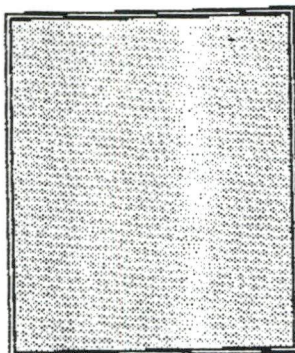
Under Haysbert's capable leadership, Parks is consistently ranked in *Black Enterprise* magazine's listing of the top 100 Black-owned businesses.

A native of Cincinnati, Ohio, Haysbert holds various positions in numerous civic and professional organizations, including Bell Atlantic Corp., the National Association for the Advancement of Colored People (NAACP) and the President's Roundtable.

He has taught business and lectured at Morgan State University and the University of Maryland for more than 17 years.

In 1988, Haysbert was named Executive of the Year by *Baltimore* magazine.

2ND VERSION



**NATIONAL MINORITY ENTREPRENEUR
(male)
OF THE YEAR**

**RAYMOND V. HAYSBERT
H.G. Parks, Inc.
Baltimore, Maryland**

Raymond V. Haysbert is president and CEO of H.G. Parks, one of the largest Black-owned businesses in the state of Maryland.

Company founder Henry Parks established the business in 1951; Haysbert joined the firm in 1952. As a team, they worked diligently to overcome obstacles, including the widespread resistance of many white merchants to do business with a Black supplier, and stiff competition for shelf space in retail outlets. Haysbert, a Cincinnati, Ohio native, purchased the company in 1977.

Sales grew from \$30,000 in the first year, to \$26 million in 1990. Employment is now 245 persons in management, production and sales. The product line has also expanded from retail products such as sausage and scrapple to commercial products including pizza toppings for Pizza Hut and Domino's Pizza chains. Last year the firm, consistently ranked in *Black Enterprise* magazine's Top 100, moved into a new \$10 million state-of-the-art headquarters facility.

Haysbert holds a degree in mechanical engineering from the University of Cincinnati, he graduated cum laude from Wilberforce University with a degree in mathematics, and cum laude from Central State University with a degree in business administration.

He is a life member of the National Association for the Advancement of Colored People, a director of Junior Achievement of Metropolitan Baltimore, and he serves on the boards of Bell Atlantic Corp., Advance Federal Savings and Loan, Security America Services, Inc., and the Council on Economic Education in Maryland. He is an advisory board member for the business schools at Morgan State University, Virginia State University, Coppin State College and the University of Baltimore. He is also president emeritus of the HUB Organization and a member of the Presidents' Roundtable.

Recent honors to Haysbert include: Towson State University's 1988 Distinguished Black Marylander award; *Baltimore* magazine's 1988 Executive of the Year award; Junior Achievement's 1988 Bronze Leadership and 1989 Silver Leadership Awards; and the 1989 Health Education Resources (HERO) Community Service Award.

Haysbert has succeeded in making the H.G. Parks company slogan, "More Parks Sausages, Mom, Please," household words for thousands of satisfied American consumers.

Minority Business Development Agency

MED Week 1991

National Minority Entrepreneur of the Year

Gae Veit

Shingobee Builders, Inc.
Loreeto, Minnesota

When Gae Veit launched her construction company in 1982, she had two strikes against her.

First, she was a female trying to succeed in the male-dominated construction industry.

Second, she lacked knowledge in sales and marketing in that industry.

However, what she lacked in knowledge, she amply compensated with 20 years of experience in construction, and, more importantly, she had a strong determination to succeed.

With tremendous drive, \$1,000 of her own savings, and \$5,000 in borrowed funds, Veit founded Shingobee Buildings, Inc. in Loreeto, Minnesota. Shingobee means "beautiful evergreen tree" in the language of the Sioux Indians. Veit is a registered member of the Crow Creek band of Sioux.

The early going was tough for Veit. She had trouble getting bids on construction projects. But she wouldn't quit.

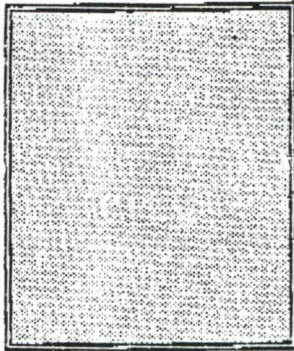
She enrolled in construction management courses to improve her knowledge of sales and marketing. She hired a team of competent employees capable of managing large construction projects.

Veit's persistence paid off. Between 1977 and 1990, Shingobee's sales doubled from \$3.4 million to \$7.4 million with sales projections of up to \$10 million in 1991.

Today, the firm has 18 full-time employees. It's major customers include McDonald's Corp., U.S. West, Northern States Power and the U.S. National Guard.

In February, Veit received the 1991 Award of Excellence from the Associated Builders and Contractors.

2nd version



**NATIONAL MINORITY ENTREPRENEUR
(female)
OF THE YEAR**

**GAE VEIT
Shingobee Builders
Loreto, Minnesota**

Gae Veit is a successful female pioneer in a male-dominated industry. As founder and sole owner of Shingobee (*beautiful evergreen tree* in Sioux) Builders, Inc., she has established a reputation for quality performance, on-time delivery of services and friendly professionalism.

Since its start-up in 1982, Shingobee has grown from a staff of one to a staff of 18 permanent construction management and support employees. For most of its existence, Veit's company grew steadily. 1988 saw the firms only drop in sales, from \$3.4 million to \$1.8 million. However, persistent sales efforts, combined with careful bidding, brought sales back up to \$3.5 million in 1989.

Veit's clients include McDonalds, U.S. West and Northern States Power. One satisfied Shingobee customer stated in a testimonial, "I have come back to you because I know that you will deliver on time with quality, which is of the greatest importance."

Community involvement is important to Veit, a member of the Crow Creek Sioux Band of South Dakota. She is a founder and board member of the Minnesota American Indian Chamber of Commerce; a member of the Associated Builders and Contractors's Pacesetter Group; a member of the State of Minnesota's Small Business Procurement Commission; and a business mentor for two American Indian youths through the St. Paul American Indian Business Center.

Veit received the Award of Excellence from Associated Builders and Contractors in February 1991, the 1990 Regional Small Business Person of the Year award from the U.S. Small Business Administration, and *Inc.* magazine's 1990 Entrepreneur of the Year in Construction/Real Estate award.

September 12, 1991

MEMORANDUM FOR BETH HINCHLIFFE

FROM: MICHELE NIX

SUBJECT: AWARDS CEREMONY
FOR MINORITY ENTERPRISE DEVELOPMENT WEEK
ROSE GARDEN

The President will deliver a 5 to 7-minute address on cards to the winners and guests of the MED Week Awards Ceremony. There are two winners as selected by the Small Business Administration and two winners as selected by the DOC's Minority Business Development Agency. This year's theme is "Building a Stronger America Through Minority Business Development."

I'm still waiting on a list of acknowledgements and other details from Cab Affairs.

Included here are:

- MED Week Fact Sheet
- A brief description of the two winners selected by the SBA and the two selected by the Minority Business Development Agency
- Draft talking points provided by Cabinet Affairs (heading up this event)
- A copy of last year's proclamation proclaiming MED Week 1990.
- A couple quotes/anecdotes

DRAFT TALKING POINTS FOR PRESIDENT BUSH**AT THE 1991 MED WEEK AWARDS CEREMONY**

- O THE ANNUAL OBSERVANCE OF MINORITY ENTERPRISE DEVELOPMENT WEEK IS A REMINDER TO THE NATION THAT THE FREEDOM TO PURSUE ASPIRATIONS OF BUSINESS OWNERSHIP IS A BASIC AMERICAN RIGHT. IT IS ALSO A REMINDER THAT ALL AMERICANS SHARE RESPONSIBILITY FOR SUPPORTING ECONOMIC GROWTH IN ALL SEGMENTS OF OUR POPULATION.

- O TODAY, SOCIALIST AND COMMUNIST COUNTRIES ARE REJECTING THE PHILOSOPHY OF STATE-CONTROLLED ECONOMIES BECAUSE THOSE SYSTEMS ARE NOT PRODUCTIVE; THEY SIMPLY DO NOT WORK.

- O AS WE WATCH OTHER NATIONS TAKE THEIR FIRST STEPS TOWARD CREATING A FREE MARKET SYSTEM, WE CAN REJOICE IN THEIR AFFIRMATION OF THE VALIDITY OF UNRESTRICTED, INDIVIDUAL ENTERPRISE.
- O BY PROMOTING ECONOMIC OPPORTUNITIES IN OUR NATION'S MINORITY BUSINESS COMMUNITY, WE UNDERSCORE OUR BASIC BELIEF IN FREE ENTERPRISE.
- O I SUPPORT MINORITY BUSINESS AND ECONOMIC DEVELOPMENT BECAUSE I BELIEVE THAT QUALITY-ORIENTED, COMPETITIVE MINORITY-OWNED FIRMS ARE KEY TO OUR NATION'S ECONOMIC SECURITY AND PROGRESS.

Don't use statistics - rather there has been tremendous growth.

O THE COMMERCE DEPARTMENT'S CENSUS BUREAU REPORTS THAT BETWEEN 1982 AND 1987, THE NUMBER OF MINORITY-OWNED BUSINESSES NATIONWIDE INCREASED FROM 741,640 TO 1,213,750.

DOC Minority Bus Develop. office says using these figs isn't a great idea. John Winston (Pub Affairs) says using any figs is questionable since there are so many circumstances surrounding their interpretation. Better to use language.

3 ← Same here

O TOTAL GROSS RECEIPTS INCREASED FROM 34.5 BILLION DOLLARS IN 1982, TO 78 BILLION DOLLARS IN 1987, AND THE NUMBER OF MINORITY-OWNED FIRMS WITH PAID EMPLOYEES INCREASED FROM 120,436 TO 250,180 DURING THE SAME PERIOD.

← Same here

O THE NUMBER OF AMERICAN WORKERS PAID BY MINORITY-OWNED FIRMS INCREASED FROM 450,343 TO 840,000.

O I CALL THIS PROGRESS!

O WE ARE TRULY BUILDING A STRONGER AMERICA THROUGH MINORITY BUSINESS DEVELOPMENT. THE ACTUAL BENEFITS WHICH FLOW FROM ECONOMIC AND COMMERCIAL GROWTH IN AMERICA'S MINORITY COMMUNITIES -- EXPANDED EMPLOYMENT, INCREASED WEALTH AND IMPROVED COMMUNITY STABILITY -- ENHANCE THE QUALITY OF LIFE FOR ALL OUR CITIZENS.

O I AM PLEASED TO RECOGNIZE THE 1991 MED WEEK AWARD WINNERS. THEIR OUTSTANDING ACHIEVEMENTS ARE BUILDING A STRONGER AMERICA. WE NEED MORE INDIVIDUALS LIKE YOU IN AMERICA TODAY.

O WE NEED MORE BUSINESS OWNERS TO PROVIDE QUALITY, RELIABLE, AMERICAN PRODUCTS AND SERVICES. WE NEED MORE OF YOU TO HELP US WIN THE BATTLE OF STIFF GLOBAL COMPETITION WHICH AMERICA CURRENTLY FACES ON THE INTERNATIONAL AND DOMESTIC FRONTS.

O THE 1991 NATIONAL MINORITY ENTREPRENEURS OF THE YEAR, SELECTED BY THE MINORITY BUSINESS DEVELOPMENT AGENCY, AND THE NATIONAL MINORITY SMALL BUSINESS PERSONS OF THE YEAR, SELECTED BY THE U.S. SMALL BUSINESS ADMINISTRATION, EXEMPLIFY THE BEST OF AMERICAN ENTERPRISE.

5

O I ASK YOU TO JOIN ME IN CONGRATULATING THEM BECAUSE
I BELIEVE THAT THEY ARE HEROES -- FOR THEIR
COMMUNITIES AND FOR THEIR COUNTRY.

O THANK YOU.

Proclamation 6188—National Job Skills Week, 1990

September 28, 1990

By the President of the United States of America

A Proclamation

Throughout most of the past decade, the United States has enjoyed remarkable, uninterrupted economic growth. This Nation's prosperity and its continued leadership in global economic affairs are, in large part, a tribute not only to the ingenuity and drive of American workers but also to the traditional strength of our academic institutions and the fundamental validity of free market principles.

As we approach the 21st century, however, the United States faces significant new challenges. Remaining a leader in the increasingly competitive global marketplace will require greater knowledge and improved skills among members of our labor force—knowledge and skills that will enable them to keep pace with continued advances in science and technology. A projected slowdown in work force growth and other demographic changes, such as the changing age profile of our work force and the many types of new work force entrants, also call for higher quality education in America and more effective job training.

A major Federal program to assist workers in acquiring the education and occupational skills they need is conducted under the Job Training Partnership Act (JTPA). Through the JTPA, private organizations and businesses work in concert with government agencies to provide training and employment opportunities for older, disadvantaged, and dislocated workers, as well as for those who previously have not been able to compete in the labor market because of lack of education or skills. By promoting higher levels of literacy, education, and skill among members of the Nation's work force, the JTPA is not only contributing to the personal fulfillment and success of individual participants, but also helping to keep our country strong and prosperous in a rapidly changing world.

To focus national attention on current and evolving work force needs, the Congress, by Senate Joint Resolution 333, has

designated the week of September 30 through October 6, 1990, as "National Job Skills Week" and has authorized and requested the President to issue a proclamation in observance of this week.

Now, Therefore, I, George Bush, President of the United States of America, do hereby proclaim the week of September 30 through October 6, 1990, as National Job Skills Week. I call upon all Americans to observe this week with appropriate ceremonies and activities.

In Witness Whereof, I have hereunto set my hand this twenty-eighth day of September, in the year of our Lord nineteen hundred and ninety, and of the Independence of the United States of America the two hundred and fifteenth.

George Bush

[Filed with the Office of the Federal Register, 11:03 a.m., October 1, 1990]

Last Year's Proclamation

Proclamation 6189—Minority Enterprise Development Week, 1990
September 28, 1990

By the President of the United States of America

A Proclamation

As we move toward the 21st century, the United States is challenged by the need to build a strong foundation for continued economic growth and prosperity. If we are to remain a leader in the global marketplace, we must increase our competitiveness through the production and delivery of high quality goods and services, and we must fully utilize the talents and ideas of all our workers. To do so, we must ensure that all Americans not only have the opportunity to participate in our free enterprise system, but also have the knowledge and skills needed to master ever more sophisticated technology in the workplace.

Achieving our goals for the 21st century will require an education system that is second to none, and it will require market-oriented government policies that sustain a climate conducive to business success. It

As called for in America 2000 Education Plan

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Proclamation 6190—Child Health Day, 1990

September 28, 1990

By the President of the United States of America

A Proclamation

On Child Health Day, we express our resolve, as individuals, families, and as a Nation, to ensure that every American child receives the best possible start in life—beginning with quality health care throughout pregnancy for expectant mothers and extending through each child's formative years. On this occasion and, indeed, throughout the year, thousands of health care providers, government officials, and other concerned Americans work together to achieve this goal, urging pregnant women to protect the lives of their unborn children through proper nutrition and prenatal care; encouraging parents to have their children immunized; and promoting education in child nutrition, safety, development, and hygiene.

The 1990 World Summit for Children dramatically illustrates that the concern for child health extends worldwide. This year, our observance of Child Health Day—an annual event in the United States since 1928—underscores our national commitment to build a better future for America's children.

Since the inception of Child Health Day in the first half of this century, we have not only worked to bring basic health care services to greater numbers of poor and underserved children but also focused increased attention on the prevention of childhood diseases and accidents. In recent years, we have also established more specialized services for children with particular health care needs, such as birth defects and chronic illnesses.

As we celebrate the advances we have made in promoting child health in the United States, we also do well to reflect on the work that remains to be done. During this observance of Child Health Day, we devote special attention to the unique problems and needs of adolescents.

Adolescence is an important, and sometimes difficult, time of transition. In addition

will also require the best efforts of the private sector.

Minority business men and women have always demonstrated the kind of commitment to excellence that is vital to keeping America strong and competitive. Industrious and determined, these individuals have taken advantage of the opportunities available in our free enterprise system, helping to create jobs and contributing to the development of their communities. Time and again minority entrepreneurs have demonstrated the power of individual initiative and private enterprise, reaffirming our conviction that freedom and opportunity are the key to success for individuals and nations.

During "Minority Enterprise Development Week," we recognize the outstanding achievements of the Nation's minority business men and women. The theme of this year's observance, "Quality Business Partners: America's Minority Entrepreneurs," calls due attention to the contributions that minority men and women make to our economic vitality. This week, as we salute the more than 1.5 million minority entrepreneurs in the United States, let us also renew our commitment to providing the education, training, and equality of opportunity that will enable more Americans to join them as valued partners in the economic life of our country.

Now, Therefore, I, George Bush, President of the United States of America, by virtue of the authority vested in me by the Constitution and laws of the United States, do hereby proclaim the week of September 30 through October 6, 1990, as Minority Enterprise Development Week. I call upon the people of the United States to observe this week with appropriate programs, ceremonies, and activities.

In Witness Whereof, I have hereunto set my hand this twenty-eighth day of September, in the year of our Lord nineteen hundred and ninety, and of the Independence of the United States of America the two hundred and fifteenth.

George Bush

[Filed with the Office of the Federal Register, 11:04 a.m., October 1, 1990]

Getting
clarification
from
Claire
Cab Affairs

MED WEEK '91 - M B D A

NATIONAL MED WEEK 1991 AWARD WINNERS

NATIONAL MINORITY ENTREPRENEURS OF THE YEAR

(NOTE: THESE TWO AWARDS ARE THE ONLY AWARDS TO BE PRESENTED AT THE WHITE HOUSE ON WEDNESDAY MORNING SEPTEMBER 25)

RAYMOND V. HAYSBERT
H. G. Parks, Inc.
3330 Parks Circle
Baltimore, Maryland 21215
(301) 664-5050

(& wife)

Washington DC Region

GAE VEIT
Shingobee Builders
279 Medina Street
Loreto, Minnesota 55357
(612) 479-1300

(Runquist & McLean)

Chicago Region

THE FOLLOWING AWARDS WILL BE PRESENTED BY THE DIRECTOR AT THE AWARDS BANQUET ON FRIDAY EVENING, SEPTEMBER 27:

NATIONAL MINORITY BUSINESS ADVOCATE

ANTONIA W. GARY
Miami-Dade Community College
Entrepreneurial Education Center
North Campus
6300 N.W., 7th Avenue
Miami, Florida 33150
(305) 642-9309

Atlanta Region

DIRECTOR'S APPRECIATION AWARD

RONALD E. MONTOYA (& wife)
Governor's Office of Business
Development, MB
1625 Broadway, Suite 1710
Denver, Colorado 80202
(303) 892-3840

Dallas Region

leave." And Phyllis says, "You have to love what you're doing." And David's time-proven formula for success needs just three words: "Never sacrifice quality." And Oatmeal Greeting Cards' Joe Massimino describes their brand of humor as "Not corny, not punny, not bizarre, not offensive."

I'm not the first President to recognize and appreciate the importance of smaller companies. And today is Harry Truman's birthday, and as always, he told it like it is. He said, "You don't have a prosperous country unless the little man—the farmer, the worker, the small businessman—is well-off. And when the little man prospers, big business gets along just fine."

Well, that's why one of my priorities after assuming the office was to develop Federal policies that promote and support this vital sector of our economy. We're revitalizing—thanks to Susan—the Small Business Administration. We're working to ensure the interests and concerns of small business are made part and parcel of efforts such as Federal contract procurement. And we need your support on one of this year's top legislative priorities. And of course, I'm talking on a tax cut on capital gains. Especially for small businesses and entrepreneurs, it will attract start-up capital, provide more long-term investment, create new jobs, and help level a playing field with our trading partners overseas, some of whom don't tax capital gains at all.

The strength of America lies with those who are willing to take a chance in small business and build for the future. And it's here you find the determination and the ingenuity and the vision that have created the enterprises which drive our economy and enrich our lives. It is around small businesses that you find communities growing and prospering. It is here where women and minorities make their mark as business owners. It is here where you find so many of the Thousand Points of Light that are aiding those in need all across the country. We can take pride in the fact that nations around the world are using small business in the United States as a model for economic growth. So, small business is America at its best. And it's a pleasure for me to recognize those who have excelled in this vital field of endeavor.

Congratulations! Thanks, and I'm delighted you all came to the White House. And now I'll turn the podium over to Susan Engleleiter to present today's awards. Thank you all very, very much.

Note. The President spoke at 2:15 p.m. in Room 450 of the Old Executive Office Building.

Proclamation 6131—Small Business Week, 1990
May 8, 1990

By the President of the United States of America

A Proclamation

We often think of pioneers as those hardy settlers who tamed the American frontier, or as those heroic individuals who have made extraordinary advances in scientific research and space exploration. However, small business people also stand among our Nation's greatest pioneers. They, too, are men and women of vision. They, too, have the courage to take risks and the willingness to make their ideas work. Industrious and self-reliant, small business men and women continually lead the way in the development of new technology and products and in the creation of economic opportunity for all Americans.

Indeed, small business is the lifeblood of America's free enterprise system. It is within this vital sector of our economy that most workers find their first jobs and training. Small businesses account for two out of every three new jobs created in the United States. The creative, hardworking men and women who own and operate small businesses have demonstrated clearly how private initiative and free-market principles hold the key to success for individuals and nations.

Through the work of small business people, the spirit of freedom and entrepreneurship is renewed every day of the year. Small business owners take advantage of the liberty and opportunity our Nation offers and achieve success through determined effort, self-confidence, and an abid-

*It sets
inspiration
example*

ing faith in the American dream. They show us that, while the risks and challenges faced by America's entrepreneurs are great, so are the rewards of creating jobs, meeting a payroll, and contributing to the development of one's community.

Because individual initiative and private enterprise are the foundation of our Nation's technological progress and economic prosperity, and because small business reaffirms the value of our freedom, we must be committed to maintaining an environment in which they can thrive. This means an environment that is free from excessive government regulation and taxation—one that encourages savings, investment, and innovation. As a Nation, we owe our wholehearted support to those who are helping the United States to become ever more productive and competitive in a rapidly changing world.

Now, Therefore, I, George Bush, President of the United States of America, by virtue of the authority vested in me by the Constitution and laws of the United States, do hereby proclaim the week of May 6 through May 12, 1990, as Small Business Week. I urge all Americans to join me in saluting this special breed of pioneers, our Nation's small business men and women, by observing that week with appropriate ceremonies and activities.

In Witness Whereof, I have hereunto set my hand this 8 day of May, in the year of our Lord nineteen hundred and ninety, and of the Independence of the United States of America the two hundred and fourteenth.

George Bush

[Filed with the Office of the Federal Register, 11:27 a.m., May 9, 1990]

Statement on the Observance of Schuman Day
May 9, 1990

On May 9, the European Community will celebrate Schuman Day. This year the occasion is particularly momentous, as it marks

the 40th anniversary of the 1950 Declaration which initiated the European Coal and Steel Community and started a chain of events in European integration which has led to the strong and vibrant European Community of today. The early efforts were led by European statesmen of vision: Robert Schuman, Jean Monnet, Konrad Adenauer, Alcide de Gasperi, and Paul-Henri Spaak, among others. They foresaw clearly the need for a more integrated Europe that would reach beyond a customs union to an entity that would integrate Europe politically and economically.

From those difficult post-war days, Americans have shared that dream and encouraged it. President Eisenhower and Secretaries Marshall and Acheson, strong supporters of European integration, foresaw that our transatlantic alliance would preserve the peace in Europe and that the example of Western economic prosperity and multi-party democracy would lead to change in the Soviet Union and Eastern Europe. The United States is proud of the role its support and presence in Europe have played in furthering European integration.

Today, we continue to support European unity. The vision of cooperation that took form 40 years ago has become a reality. It has led to a Europe that is economically strong and committed to democratic principles and an outward-looking international trading system, and we celebrate these successes with our European allies. The transatlantic partnership, today as in 1950, is a beacon of hope to societies in transition in eastern and central Europe and elsewhere.

We salute the European Community on this significant anniversary.

Statements by Press Secretary Fitzwater on the Federal Budget Negotiations
May 9, 1990

The President, the Speaker of the House [Thomas S. Foley], the Senate majority leader [George J. Mitchell], the Senate Republican leader [Robert Dole], and the House Republican leader [Robert H.

Michel] have bipartisan budget group purpose of the seek bipartisan measures that tives: First, to ly on a multi- the economy t pace; third, to ess; and fourt nomic and p stalemate that

The President's initial sessional leadersl budget group were no prece there were n public. The sp its initial orga day, May 15.

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The White bers of its int nating group. of the Preside Sununu], the [Nicholas F. Office of Mana G. Darman], [Richard B. Council of Ec Boskin], the ha Scowcroft, Assi tional Security the President Policy [Roger]

The negotiat tion who will

You have given me the honor of citing a couple of amounts of numbers of what Bolivia has attained a few minutes ago that are completely true. And I am glad that you have understood this to make a further contribution to what we call an alternative development which will carry forward along with efficient work in interdiction and prevention.

Thank you, Mr. President, and I thank you for mentioning my children. Well, I brought them to just come with me, to be with me, but also so that you could see this new youth that is growing in Bolivia. Thank you. And I know we're going to have very efficient results. And this is a new stage to our relationship.

Note: President Bush spoke at 1:36 p.m. at the South Portico of the White House. President Paz spoke in Spanish, and his remarks were translated by an interpreter. Prior to their remarks, the two Presidents met privately in the Oval Office and with U.S. and Bolivian officials in the Cabinet Room, and then attended a luncheon in the Old Family Dining Room.

Remarks at the Presentation Ceremony for the Small Business Person of the Year Award

May 8, 1990

Well, thank you all, and welcome to the White House. I'm sorry about the delays getting some of you all in here. But good news, you don't have to show a picture to get out of this madhouse, I've discovered. [Laughter]

It's good to see Secretary Mosbacher here, doing an outstanding job as our Secretary of Commerce. And I am very, very proud of him. And the same can be said for Susan Engeleiter, who is heading up the SBA [Small Business Administration] and also keeping the focus where it belongs.

You know, the people that are gathered here come from 50 States and beyond, hometown heroes who are leading America into the 21st century, as the theme for this Small Business Week proclaims. And today

marks a wonderful occasion not only for them but also for our nation and our future.

Small business is the backbone of the U.S. economy, creating two out of every three new jobs, employing half the private work force, accounting for 40 percent of America's total gross national product. And it's one of the reasons Americans are enjoying this longest era of peacetime growth in the history of our country. But, of course, the magic of small business is not in the power of its numbers but in the power of its dreams, of its aspirations.

And each of your businesses began as the dream of one man or one woman and soon became a dream for many others. And I look at people like Phyllis Apelbaum, one of today's finalists, whose messenger service in Chicago provides jobs for over a hundred people in transitional neighborhoods. Every job you create can mean another family with a future, another family with hope, another family with a chance for the American dream.

And as a former small business person, I know firsthand the struggles of entrepreneurs and growing businesses, the combination of adrenaline and anxiety, the adversity and the adventures that fills your days.

Iowa's Barney Roberts started his empire out of his basement. David Mathews began his ironworks on an Arkansas mountaintop without electricity or running water. Oatmeal Studios Greeting Cards were launched at a place called the Frog Hollow Craft Center. And Phyllis slept on the floor and was told no 17 times before her messenger business was licensed. By her own description, she broke the logjam when she walked into the commissioner's office—and I quote—"screamed like a fish seller on Maxwell Street." [Laughter] I don't know where Maxwell Street might be, but I can tell you, I can just picture it. [Laughter] Phyllis, don't do it here, okay? [Laughter]

All four are American success stories. All four know that no nation ever drowned in sweat. And all four know that good citizenship is good business, reaching out from their communities to the homeless and the Special Olympics and others.

Their rules are simple and they make sense. "People are our best assets," says Barney, "take care of them and they won't

leave." And Phyllis says, "You have to love what you're doing." And David's time-proven formula for success needs just three words: "Never sacrifice quality." And Oatmeal Greeting Cards' Joe Massimino describes their brand of humor as "Not corny, not punny, not bizarre, not offensive."

I'm not the first President to recognize and appreciate the importance of smaller companies. And today is Harry Truman's birthday, and as always, he told it like it is. He said, "You don't have a prosperous country unless the little man—the farmer, the worker, the small businessman—is well-off. And when the little man prospers, big business gets along just fine."

Well, that's why one of my priorities after assuming the office was to develop Federal policies that promote and support this vital sector of our economy. We're revitalizing—thanks to Susan—the Small Business Administration. We're working to ensure the interests and concerns of small business are made part and parcel of efforts such as Federal contract procurement. And we need your support on one of this year's top legislative priorities. And of course, I'm talking on a tax cut on capital gains. Especially for small businesses and entrepreneurs, it will attract start-up capital, provide more long-term investment, create new jobs, and help level a playing field with our trading partners overseas, some of whom don't tax capital gains at all.

The strength of America lies with those who are willing to take a chance in small business and build for the future. And it's here you find the determination and the ingenuity and the vision that have created the enterprises which drive our economy and enrich our lives. It is around small businesses that you find communities growing and prospering. It is here where women and minorities make their mark as business owners. It is here where you find so many of the Thousand Points of Light that are aiding those in need all across the country. We can take pride in the fact that nations around the world are using small business in the United States as a model for economic growth. So, small business is America at its best. And it's a pleasure for me to recognize those who have excelled in this vital field of endeavor.

Congratulations! Thanks, and I'm delighted you all came to the White House. And now I'll turn the podium over to Susan Engleleiter to present today's awards. Thank you all very, very much.

Note. The President spoke at 2:15 p.m. in Room 450 of the Old Executive Office Building.

Proclamation 6131—Small Business Week, 1990
May 8, 1990

By the President of the United States of America

A Proclamation

We often think of pioneers as those hardy settlers who tamed the American frontier, or as those heroic individuals who have made extraordinary advances in scientific research and space exploration. However, small business people also stand among our Nation's greatest pioneers. They, too, are men and women of vision. They, too, have the courage to take risks and the willingness to make their ideas work. Industrious and self-reliant, small business men and women continually lead the way in the development of new technology and products and in the creation of economic opportunity for all Americans.

Indeed, small business is the lifeblood of America's free enterprise system. It is within this vital sector of our economy that most workers find their first jobs and training. Small businesses account for two out of every three new jobs created in the United States. The creative, hardworking men and women who own and operate small businesses have demonstrated clearly how private initiative and free-market principles hold the key to success for individuals and nations.

Through the work of small business people, the spirit of freedom and entrepreneurship is renewed every day of the year. Small business owners take advantage of the liberty and opportunity our Nation offers and achieve success through determined effort, self-confidence, and an abid-

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affair. Either way it can help create an America that out-performs any nation in the world.

Thank you to every participant. It's my pleasure to officially proclaim National Fitness and Sports Month. And now, to quote a great golfer who often dieted but seldom exercised—Jackie Gleason—a little traveling music. Arnold, let's take a look at these workout stations. And thank you all once again.

Note: The President spoke at 7:10 a.m. on the South Grounds at the White House. In his opening remarks, he referred to Secretary of Health and Human Services Louis W. Sullivan and Arnold Schwarzenegger, Chairman of the President's Council on Physical Fitness and Sports.

Proclamation 6124—National Physical Fitness and Sports Month, 1990

May 1, 1990

By the President of the United States of America

A Proclamation

We know that individuals can influence their health, fitness, and productive performance of life through the active pursuit of regular exercise programs. Those who participate in physical activities or sports programs also know the exhilaration and sense of satisfaction that come from regular exercise.

With increasing awareness of these benefits, the number of physically active men and women has continued to grow over the last decade. Today, nearly one of every two American adults participates regularly in some form of exercise and sports.

There is great support for daily exercise for youngsters, regardless of physical capabilities. Physically fit persons generally live longer, perform better, and participate more fully in life. Moreover, habits formed at an early age tend to stay with a person for life.

Many communities are demonstrating their support for physical fitness as a family activity by sponsoring athletic programs

that involve the entire family. Indeed, the realization that fitness improves the quality of life has gained increasing popularity with senior citizens, and we are seeing a proliferation of organized exercise programs for our older citizens.

Despite the progress that has been made, too many Americans—of all ages—do not exercise regularly. Of particular concern is the number of young Americans who are not physically fit. Our challenge is to instill youngsters with a sense of the value of physical fitness and a desire to get in shape and remain fit. It is essential that fitness and sports programs be made increasingly available in schools, at the workplace, and during leisure time so that our citizens will be able to experience the joys and benefits they offer.

Now, Therefore, I, George Bush, President of the United States of America, by virtue of the authority vested in me by the Constitution and laws of the United States, do hereby proclaim the month of May 1990 as National Physical Fitness and Sports Month. I urge all Federal, State, and local government agencies and the people of the United States to observe the month with appropriate programs, ceremonies, and activities.

In Witness Whereof, I have hereunto set my hand this first day of May, in the year of our Lord nineteen hundred and ninety, and of the Independence of the United States of America the two hundred and fourteenth.

George Bush

[Filed with the Office of the Federal Register, 2:56 p.m., May 1, 1990]

Remarks at a White House Briefing for the Leadership of National Small Business United and the National Association of Women Business Owners May 1, 1990

Thank you all very much. Thank you all, officials of both organizations, and welcome to Washington. Let me say I apologize; I'm afraid I might have kept you waiting for a few minutes. Let me pay my respects to the

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man that comes on next with all the facts, John Robson, who is a Deputy at Treasury—an enormous job. He is a successful businessman and great success in academia. Elected to come and serve his country, and he's doing a superb job. So, you're going to hear from one of our very, very best in a minute.

But as for now, a lot of dust gets kicked up around here these days. They say, if you stay too long, it's easy to forget just how well things are going in the land of the free. Last year, though, was a remarkable year for job-creating, which I think of is the matrix in this get-together here today. The entrepreneurial core of American business did well. Small businesses created over a million and a half new jobs in 1989 alone, about two-thirds of the jobs created in the entire Nation and almost equal to the entire labor force of the city of Los Angeles.

Also last year, the number of woman-owned small businesses created notably in mining, construction, and transportation increased at twice the rate of those owned by men. Nineteen eighty-nine was an important year for another reason: because it reminded us of the role that government should and shouldn't play in enterprise. It set off a collective movement toward democracy worldwide that has us all looking up from our work for a moment in wonder, bearing witness as the world confirmed the wisdom of our forefathers. They understood the importance of a limited government—those forefathers—so they fought for a social order that gave free reign to ambition and unleashed the power of individual aspiration. We rose, in fact, as a nation of upstarts who didn't know their place. This was a new idea: that government, far from fearing private initiative, should be all for it. It still seems like a new idea.

Last year, from Lima to Warsaw to Moscow to Memphis, we were reminded that the power of any economy flows not from an entrenched centralized bureaucracy elite but from the vitality of free competition, free market, and free wills. Men, women, immigrants, Americans of every kind, from every corner of this great country, are empowered by opportunities, by the degree of choice and the kind of motivation that only free markets can provide.

Adam Smith shocked the establishment 200 years ago with something we've realized only recently: that everyone has a natural desire and a natural right to improve their situation, to truck and barter and bargain in trade, everyone from a CEO to a kid with a pocketful of marbles. Society benefits from that creative, competitive impulse.

In this century, we defined that impulse as the American Dream. The dream has done more than endure: it is as dynamic as ever, as every one of you proves every single day. Every man and woman who builds an enterprise, from a shoeshine stand to a multinational, understands what it is I'm talking about here. It is what has made us a nation of imagination, of mavericks willing to take a gamble on the unexpected, the untried, the untested, the untraditional.

They're out there, moving in every direction and working to create new economic orders out of chaos—building empires out of garages, foreseeing needs, forming strategies, finding investors, and founding corporations of every kind. That is free enterprise. That's what we're working here to try to encourage. But it's not just free enterprise alone, free enterprise by itself: it's an entirely new way of looking at the world that no longer assumes that bureaucratic, top-down organization is the answer. Rather than stifling individual creativity and responsibility, we want to encourage initiative. This new vision of freedom and democracy is circling the globe. We want this democracy to mean opportunity for everyone.

So, we began with the lessons that our forefathers left us about limited government, which revealed an obstacle to opportunity they faced then that we face now. I'm talking, of course, about excessive taxes. Limited government must mean limited taxes. This government should not be preventing people from investing in small businesses, nor should it swallow a third of the business you've spent your life building. But that's what our taxation of capital gains does, and that's why we are working to cut the rate on long-term held assets and counting on your support.

For anyone launching a small business—whatever their age, their background, or

condition—a capital gains cut makes it easier to attract start-up capital. For growing businesses, it means more investment for the long term, and for all Americans, it means opportunity and the kind of continued job creation that only new and expanding businesses bring about. So, we're fighting for this tax cut. It does, as John will tell you, raise revenue to the Treasury, creates jobs, puts us on a more equal footing with our trading partners, and underwrites American ingenuity and creativity and businesses of every kind.

We see Japan taxing capital gains at 5 percent; Korea and Taiwan, I believe, is 0. And you look around the world, and you find that those countries that are doing well in stimulating investment have much lower rates on capital gains. So, we've got to do more to fuel the kind of flexible, creative energy that drives American business. On the wide range of issues concerning business owners across this country, from deficit reduction to education to product-liability reforms—something I'm very interested in—and especially healthcare cost containment, we are with you working towards solutions. And we're also encouraging the kinds of creative thinking that business will need to retain and attract talent, like flexible workplace policies, telecommuting, and choice in child care.

We greatly appreciated the well-thought-out book of policy recommendations recently produced by your two groups. We're working on a range of ideas to help business move with markets as they change, from encouraging more R&D research and experimentation to allowing joint production ventures that let American firms pool their skills, build new production facilities, and share investment risks.

But the principle that encompasses our thinking on all of these issues is something our forefathers knew and the rest of the world reminded us of last year: No state has yet managed to mandate prosperity or creativity—no state at all. And the cruelest societies are those that are static and stagnant, cultures that run counter to human nature and human aspiration. But the surest sign of a nation's kindness is the kind of social and economic mobility that it allows people. What the world learned in the Revolution of '89 is that democracy is another way of

saying opportunity, that government's best role and greatest security is not in consolidating power but in empowering the individual. And the truest kindness the state can offer the people is to govern with a gentle hand.

After two centuries, we're still convinced that government should be limited. But if our experience has taught us anything, it's that the creative potential of men and women with a mission is unlimited. You are such people; you are such men and women. So, this administration salutes you and will do everything in our power to support the work you do. I've left out the major fiscal problems facing our country, but again, I'll ask John to touch on that—hammering away at keeping the deficit under control, trying to keep the lid on spending.

Let me just give you one anecdote on that. I sent legislation up in March, early March, asking the House and Senate to act on it in early April. And what it was about was helping democracy in Panama and helping democracy in Nicaragua. And there's a provision for a special supplemental in the way the Congress operates. And it was a dire emergency. And we need that, we need that money to help Violeta Chamorro [President of Nicaragua] solidify their democracy. We need it to help the people of Panama—incidentally, I had a very good visit yesterday with President Endara [of Panama]—but what happened to it? It goes up to the Congress. The House of Representatives added about \$2 billion to the spending on Nicaragua and Panama. None of it related to Nicaragua. None of it related to Panama. All of it related to other priorities they had. It goes over to the Senate, and the same thing is happening. I don't know what the total is over there now, but not only did they add a lot of domestic spending but they put on contentious provisions on abortion and contentious provisions on capital punishment. No matter how one feels on these issues, that hasn't anything to do with Nicaragua; it hasn't anything to do with Panama.

I just wanted to kind of debrief here and vent my frustration with the process, thinking that perhaps you'd understand. [Laughter]

But I'm not here to complain, because I feel it's a real responsibility to try to get things moving on these priorities that I think you and I share, and that is limited government, control the spending side as best you can, guard against excessive taxation, and encourage through saving and investment and as best we can to guarantee our own productivity and competitiveness into the future. I need your help, I welcome the support that you have given us, and I am very grateful you came our way. Thank you all, and God bless.

Note: The President spoke at 2:25 p.m. in Room 450 of the Old Executive Office Building.

Proclamation 6125—Law Day, U.S.A., 1990

May 1, 1990

By the President of the United States of America

A Proclamation

For more than 30 years, our Nation has proudly observed May 1 as Law Day, U.S.A. On this day we pause to give thanks for America's guarantee of liberty, opportunity, and justice for all. We also rededicate ourselves to upholding that great promise. In so doing, we honor all those who have labored—and often sacrificed—to win and protect our freedom and to preserve individual rights and the rule of law throughout the United States.

Our Nation's Founding Fathers knew that the rule of law and, indeed, the strength of our Nation itself are advanced through the protection of individual rights. The most fundamental of these rights are eloquently affirmed in the Declaration of Independence: "We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness." In 1789, members of the first Congress demonstrated their determination to defend these rights when they passed and submitted to the States for ratification

the first ten amendments to the Constitution. These amendments are known as the Bill of Rights. No more noble, concise, and just statement of the proper relationship of citizens to their government has ever before or since been enacted into law.

This is a time of great change in our Nation and our world. As we begin the new decade, fledgling democracies in other countries mirror our ideals of liberty and justice for all. The blessings of liberty have never been more apparent to the world, and, perhaps, never more appreciated by each and every one of us.

This year's Law Day theme, "Generations of Justice," underscores the principles and ideals for which so many Americans fought and died. It illuminates the tenacious commitment of our people to preserve a free, open, and just society in a rapidly changing and complex world. The "Generations of Justice" theme also underscores our obligation to guarantee justice and equal protection under the law for all Americans, regardless of age, sex, race, or creed.

As we reflect on the theme of "Generations of Justice," we are especially mindful of our obligation to provide legal protection to the most vulnerable among us: Americans at both ends of the spectrum of human life. The preborn child at risk of becoming addicted to drugs or infected with HIV as a result of his mother's substance abuse; the severely disabled or premature infant who requires specialized treatment; the senior citizen threatened by exploitation or experiencing difficulties in obtaining housing and medical care—each of these Americans is an heir to the rights enumerated in our Nation's founding documents. Each of these Americans needs and deserves protection under law, as well as in practice.

As the guardians of our Nation's most cherished liberties, the members of the legal profession have a special obligation to reach out to those in need. Whether mentoring a young man or woman searching for direction, befriending a lonely senior citizen, or caring for the homeless and the hungry, members of the legal profession have always been there to help.

If we are to preserve this Nation's freedom, and the peace and security we so enjoy, we must faithfully uphold the princi-

**Remarks at the Presentation Ceremony
for the Small Business Person of the
Year Award and an Exchange With
Reporters**

May 7, 1991

The President. Thank you all very much. Please be seated. Thank you from the bottom of my former fibrillating heart. [Laughter] To June Nichols, the Acting Deputy Administrator of the SBA; to the SBA regional administrators with us; especially to the Members of Congress with us today: We're delighted to have you here. I just had the honor of signing the proclamation declaring this Small Business Week, and I'm delighted to be with all of you representing small business. Welcome to the White House, America's ultimate mom-and-pop operation. [Laughter]

I've got to admit, I'm glad to be out of the hospital. It's a little unsettling to turn on the news and see Peter Jennings pointing to a diagram of a heart with your name on it. [Laughter] It's not even Valentine's Day. [Laughter]

But there's an extraordinary force at work inside America, a force that does the good work of this country, a force that embodies America's can-do spirit. And that force, as we all know here today, is small business, made up of over 20 million men and women across the land who have taken control of their own lives, made their own choices and decisions; 20 million who stake out their goals and pursue them with determination and grit and vision; 20 million who believe in themselves, their neighbors, their country. And we're here today to celebrate these 20 million pieces of the American dream.

And we're going to meet five of them. You know, the Small Business Person of the Year is one of the most important awards that is. Because it's an award of the American spirit, a spirit that doesn't understand the word "no."

Joann Schulz wouldn't take no for an answer. When an accident totally disabled her for more than 3 years, she refused to put her life on hold. She earned two degrees in that time. And when she couldn't afford to continue with her education, she found a job in the ophthalmic business. She came up with an idea for making products

for ophthalmic surgeons. And when she did that she wouldn't listen to "no"—she started her own business.

Joann wouldn't give up on life when her husband died suddenly. Instead, she poured her energy into her work. The results: Sales have climbed from virtually nothing to \$5 million in just 5 years. Her staff has grown from 3 employees to 75. What once was virtually a neighborhood operation now sells products in 22 nations around the world.

Joann has conquered adversity, and she's built a future. And for that, we proudly name her the 1991 Small Business Person of the Year. Congratulations.

Leo LeBlanc wouldn't say no to life, either. Just when his wife developed a life-threatening illness, this corporate vice president was fired. Leo didn't give up. He said yes—yes to starting over, yes to finding and pursuing his own dream. He took over Enterprise Brass Works, making equipment for the petroleum industry. He instituted innovative reforms and showed faith in his workers and himself by purchasing the company, putting every asset he owned on the line.

And now Leo says yes to success. In the last decade his company has increased sales 525 percent and added more than 100 jobs. Leo LeBlanc is the Small Business Person of the Year first runner-up. Leo, congratulations to you, sir.

A mother's hastily improvised toy for a bored 5-year-old became Caren Eilrich's ticket to the American dream. In 1984 she and her husband, Mark, and friends produced the first "Space Tubes" in their laundry room. The toys were so successful that the couple risked everything to go into business. Then tragedy struck. Caren died in an accident just 2 years after starting the company. Mark picked up the pieces and, through hard work and loving care and labor, created a lasting memorial to his wife and a model for his country.

Last year Wildewood Creative Products won a Parent's Choice Award. Its sales approached \$3 million. Its staff exceeded 80, and with all supervisors and managers promoted from the production line. We honor Caren's memory and salute Mark, our second runner-up. Congratulations to you.

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While Mark embodies determination, Paul Hsu embodies courage. He left Taiwan in search of freedom and opportunity. He found them in America. The company he started, Manufacturing Technology Inc., designs and manufactures sophisticated electronics products. Paul is our National Small Business Prime Contractor of the Year.

The National Small Business Subcontractor Award goes to Bruce Walker's full-service engineering firm that has over 250 professionals—a firm that has performed engineering design work for such clients as the Los Alamos National Lab and the Department of Agriculture—Merrick & Company.

Our five honorees today illustrate the kind of grit and enterprise that have made our land great. You'll notice that many of them conduct business around the world. Our administration is committed to encouraging free trade so that all our entrepreneurs may compete globally.

If I might make a pitch: As you know, we've asked the Congress to extend the Fast Track procedures that have been in effect since 1974. Fast Track really means good faith. It assures our trading partners that we will not alter trade agreements that we've settled with them. Congress has the say. Congress will vote yes or no on these agreements as they were written by our negotiators and their counterparts. It also encourages close cooperation between administration negotiators and Congress. After all, we don't want to submit agreements to Congress that will not pass. Fast Track does not take away Congress' power to accept or reject trade agreements, nor does it railroad the American public into unwise deals. It simply smooths the way for the kind of agreements that American business men and women—people like today's honorees—need to spread their goods and ideas throughout the world.

We salute our five winners, as well as the State winners here today. And we also want to honor the agency founded to help them make their dreams become reality—the SBA, the Small Business Administration. And we want to pay tribute to its dynamic new Administrator, Pat Saiki—a good friend, feisty, outspoken leader—but unfortunately she couldn't be with us today; her husband, Dr. Stanley Saiki, passed away un-

expectedly last week. And our thoughts and prayers are with Pat and her family.

The SBA will play an increasingly vigorous role in this nation's life as we enter the 21st century. Small business has become the chief supplier of new American jobs and opportunities. Many of the great innovations that will change our lives will spring from small business. It really is the place where the future takes shape. Small businesses reward innovation, create jobs, and give people the means by which to claim their piece of the American dream.

Small businesses of America, we salute you, and we offer you our admiration, our respect, and our gratitude. Thank you for your example. And may God bless you all.

President's Health

Q. How you feeling today?

Q. How are you today?

Q. Can you show it to us?

Q. Show it to us.

The President: Do you think I'm Lyndon Johnson?

Q. Have you given up coffee altogether, sir?

The President: Not altogether, I don't think. I'm on Sanka and a decaf now.

Q. Are you going to have caffeine withdrawal? [Laughter]

Note: The President spoke at 10:07 a.m. in the Rose Garden at the White House.

Exchange With Reporters on the President's Health

May 7, 1991

Q. Mr. President, how are you feeling, sir? And is your heartbeat back to completely normal?

The President. Back to normal, and I'm feeling great. And this is a photo op at which I do not take questions. [Laughter] Same old me. Thank you for inquiring.

Q. Do you want Fast Track to succeed? Don't answer that. [Laughter]

The President. Come on, Helen [Helen Thomas, United Press International]. [Laughter]

She'll be attending ceremony.



Proclamation 6289—Small Business Week, 1991
May 7, 1991

By the President of the United States of America

A Proclamation

The freedom we celebrate during this 200th year of our Bill of Rights has enabled the United States to become a strong and prosperous Nation. Able to enjoy the unfettered "pursuit of Happiness" and allowed to reap the fruits of our labor, we Americans have achieved unparalleled levels of innovation and productivity. This week we honor in a special way America's small business men and women—courageous, hardworking individuals who have taken advantage of our Nation's free enterprise system and helped to show that this is, indeed, a land of liberty and opportunity for all.

Each day America's small business men and women help to lead the way in the development of new technology and products and in the improvement of existing goods and services. These industrious leaders also help to create jobs and opportunities for millions of their fellow citizens while promoting the economic development of their communities. In so doing, they demonstrate that individual initiative and private enterprise are keys to advancement for both individuals and nations.

Driven by more than 20 million small businesses, America's thriving free enterprise system serves as a model for the world. Indeed, as nations in Eastern Europe and elsewhere move to restructure their economies—an immense task that will entail many challenges—America's small businesses provide an inspiring example of free market principles in action.

Our Nation's entrepreneurs understand the risks and challenges faced by business owners in a market-driven economy, but they also appreciate the rewards of taking an idea and making it work, creating jobs and meeting a payroll, and contributing to one's community. Today many small busi-

ness owners contribute to their communities not only through their day-to-day activities but also through corporate philanthropy and voluntary service. Demonstrating that good citizenship is good business, many small business owners and their employees are reaching out to persons in need of a helping hand. These entrepreneurs are among the points of light that reflect our Nation's conscience and illuminate its social landscape.

Because small businesses enrich our lives in so many ways, because their owners and employees have a vital role to play in keeping America competitive, we must continue working to maintain a business climate that is conducive to their success. Doing so will require eliminating government regulations wherever they are counterproductive, offering incentives for investment, and reducing the tax rate on long-term capital gains. It will also require that we continue working for a level playing field in the international marketplace, eliminating barriers to the free flow of goods and services around the world. As they have demonstrated time and again, when given the freedom and the opportunity to put their talent and ideas to work, America's small business men and women not only succeed, they excel.

Now, Therefore, I, George Bush, President of the United States of America, by virtue of the authority vested in me by the Constitution and laws of the United States, do hereby proclaim the week of May 5 through May 11, 1991, as Small Business Week. I urge all Americans to join me in saluting our Nation's small business men and women by observing that week with appropriate ceremonies and activities.

In Witness Whereof, I have hereunto set my hand this seventh day of May, in the year of our Lord nineteen hundred and ninety-one, and of the Independence of the United States of America the two hundred and fifteenth.

George Bush

[Filed with the Office of the Federal Register, 1:52 p.m., May 7, 1991]