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**OA/ID Number:** 13772  
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**Folder Title:**  
Minority Business Development Week 9/25/91 [2]

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THE WHITE HOUSE

WASHINGTON

91 APR 23 P2:19

Office of Cabinet Affairs  
Fax Transmission Cover

TO:

Carol Blymire

LOCATION:

\_\_\_\_\_

FAX NUMBER:

6218

FROM:

*Claire A. Sechler*

Number of pages to follow:

1

Office of Cabinet Affairs

Telephone: (202) 456-2800

Fax: (202) 456-2223

Comments:

*Talking Robert suggestions from SBA.  
I also have a great deal of info on  
the award winners & awards themselves  
if that would be helpful - let me know.*

*Thanks -  
Claire*

04-23-91 01:04PM FROM SBA ADMINISTRATOR

TO WH REPORT

P02

PRESIDENT'S SUGGESTED TALKING POINTS (4/23/91)  
SMALL BUSINESS ADMINISTRATION PERSPECTIVE & OVERVIEW

SMALL BUSINESS WEEK AWARDS

Tuesday, May 7, 1991, 10:00 a.m.  
The White House Rose Garden

-- The state and national winners with us this morning represent the finest examples of the spirit that is the American Dream. Small businesses are the backbone of our nation's economy. Washington's role, through the particular efforts of the Small Business Administration, serves to assist and fuel the creative energies already in place among the small businesspersons.

-- I am pleased to acknowledge our new SBA Administrator's creativity and dynamism as I speak about this year's winners. Pat Saiki's appreciation of the creativity, endurance, flexibility, and persistence that make up the successful small business people shows through in her attitudes at the SBA.

-- Pat is committed to serving the needs and opportunities of small business at the SBA. She knows that SBA cannot do it alone, but she also knows that SBA can be that final last link for success for many small businesses. She has the same drive, energy, and enthusiasm for the SBA's role as the individual entrepreneur has who aims to succeed.

-- This combination of agency commitment, marketplace opportunity, and individual initiative bodes very well for the future of small businesses in our country. The superb examples of dedication to succeed represented by today's winners should serve to stimulate others to create their own opportunities in small businesses.

-- I am also pleased to know that under Pat Saiki's direction at SBA, there will be added appreciation for the educational component in the future. That ties into our own educational agenda for the year 2000 and represents an opportunity to create for small businesses a skills training and re-training effort to maximize the excellence of our nation's small business work force.

-- (ADDITIONAL INFORMATION BEING RESEARCHED/TRANSMITTED LATER TO CAROL BLYMIRE ... citing an SBA-assisted small business person who has achieved success and has become a recognized success story.)

#####

CONGRESSIONAL AND LEGISLATIVE AFFAIRS  
U.S. SMALL BUSINESS ADMINISTRATION  
409 3RD STREET, SW, 7TH FLOOR  
WASHINGTON, DC 20416

91 SEP 16 P4: 11

FAX TRANSMISSION SHEET

DATE: 9-14-91 TIME: 3:50

SUBJECT: W memo Bill

TOTAL PAGES 5 + Cover

	<u>Person</u>	<u>Ofc., Firm</u>	<u>Fax No.</u>	<u>Voice No.</u>
TO:	<u>Michelle</u> <u>NICPS</u>	<u>White</u> <u>House</u>	<u>4560218</u>	
FROM:	<u>Ramona</u> <u>Puyter</u>	<u>SBA</u>	<u>202-205-7374</u> <u>FTB-8-445-7374</u>	<u>205-6895</u>

Optional Message:

"See Administration Policy."

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Draft  
September 9, 1991  
(House)

H.R. 2629 - "Women's Business Development Act of 1991"  
(Lafalce (D) New York and 34 others)

The Administration would have no objection to enactment of H.R. 2629 if it were amended to delete section 5. This section would raise constitutional concerns by establishing gender, ethnic, and racial restrictions for the appointment of two new members of the National Women's Business Council .

\* \* \* \* \*

Union Calendar No. 110  
102d CONGRESS  
1st Session

H. R. 2629  
[Report No. 102-178]

To amend the Small Business Act to assist the development of small business concerns owned and controlled by women, and for other purposes.

-----  
IN THE HOUSE OF REPRESENTATIVES  
June 12, 1991

Mr. LaFalce introduced the following bill; which was referred to the Committee on Small Business

July 31, 1991

Reported with amendments, committed to the Committee of the Whole House on the State of the Union, and ordered to be printed

-----  
A BILL

To amend the Small Business Act to assist the development of small business concerns owned and controlled by women, and for other purposes.

-----  
Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

SECTION 1. SHORT TITLE.

This Act may be cited as the "Women's Business Development Act of 1991".

SEC. 2. WOMEN'S DEMONSTRATION PROJECTS.

The Small Business Act is amended by adding the following new section:

"Sec. 28. (a) The Administration may provide financial assistance to private organizations to conduct three-year demonstration projects for the benefit of small business concerns owned and controlled by women. The projects shall provide the following types of services and assistance--

"(1) financial assistance, including training and counseling in how to apply for and secure business credit and investment capital, preparing and presenting financial statements, and managing cashflow and other financial operations of a business concern;

"(2) management assistance, including training and counseling in how to plan, organize, staff, direct and control each major activity and function of a small business concern; and

"(3) marketing assistance, including training and counseling in identifying and segmenting domestic and international market opportunities, preparing and executing marketing plans, developing pricing strategies, locating contract opportunities, negotiating contracts, and utilizing varying public relations and advertising techniques.

"(b)(1) As a condition of receiving financial assistance authorized by this section, the recipient organization shall agree to obtain, after its application has been approved and notice of award has been issued, cash contributions from private sector sources as follows:

"(A) if the project first receives its Federal financial assistance prior to fiscal year 1993, an annual amount at least equal to the amount of the Federal financial assistance provided each year; or

"(B) if the project first receives Federal financial assistance in fiscal year 1993, or thereafter, annual amounts as follows: in the first year, one private dollar for each two Federal dollars, in the second year, one private dollar for each Federal dollar, and in the third and final year, two private dollars for each Federal dollar.

"(2) Up to one-half of the private sector matching assistance may be in the form of in-kind contributions which are budget line items only, including but not limited to office equipment and office space.

"(3) The financial assistance authorized pursuant to this section may be made by grant, contract, or cooperative agreement and may contain such provision, as necessary, to provide for payments in lump sum or installments, and in advance or by way of reimbursement. The Administration may disburse up to 25 per centum of each year's Federal share awarded to a recipient organization after notice of the award has been issued and before the private sector matching funds are obtained.

"(4) If the recipient organization fails to obtain the required contribution from the private sector during any year of any project, it shall not be eligible thereafter for advance disbursements pursuant to paragraph (3) during the remainder of that project nor on any other project for which it is or may be funded. In addition, prior to approving such organization for other projects, the Administration shall specifically determine and enter a written finding setting forth reasons the Agency believes that such a defaulting recipient will be able to obtain the requisite private sector funding.

"(c) Each applicant organization initially shall submit a three-year plan on proposed fundraising and training activities, and a recipient organization may receive financial assistance under this program for a maximum of three years per site. The Administration shall evaluate and rank applicants in accordance with predetermined selection criteria that shall be stated in terms of relative importance. Such criteria and their relative importance shall be made publicly available and stated in each

solicitation for applications made by the Administration. The criteria shall include--

"(1) the experience of the offering organization in conducting programs or on-going efforts designed to impart or upgrade the business skills of women business owners or potential owners;

"(2) the present ability of the offering organization to commence a demonstration project within a minimum amount of time; and

"(3) the ability of the applicant organization to provide training and services to a representative number of women who are both socially and economically disadvantaged.

"(d) For the purposes of this section, the term small business concern, either 'start-up' or existing, owned and controlled by women includes any small business concern--

"(1) that is at least 51 per centum owned by one or more women; and

"(2) whose management and daily business operations are controlled by one or more women.

"(e) There are authorized to be appropriated \$4,000,000 per year to carry out the demonstration projects authorized by this section. Notwithstanding any other provision of law, the Administration may use such expedited acquisition methods as it deems appropriate to achieve the purposes of this section, except that it shall ensure that all eligible sources are provided a reasonable opportunity to submit proposals.

"(f) The Administration shall prepare and transmit an annual report, beginning February 1, 1992, to the Committees on Small Business of the Senate and House of Representatives on the effectiveness of all demonstration projects conducted under the authority of this section. Such report shall provide information concerning--

"(1) the number of individuals receiving assistance;

"(2) the number of start-up business concerns formed;

"(3) the gross receipts of assisted concerns;

"(4) increases or decreases in profits of assisted

concerns; and

"(5) the employment increases or decreases of assisted concerns.

"(g) The Administration shall not provide financial assistance under this section to any new project after October 1, 1995, except that it may fund projects which commenced prior thereto."

### SEC. 3. ADMINISTRATIVE.

The Small Business Act is amended by striking subsection (c) of section 8. Projects funded pursuant to the provisions of such subsection shall be deemed to be funded under and shall be treated as if funded under section 28 of the Small Business Act as added by this Act.

### SEC. 4. PERMANENT AUTHORIZATION OF SMALL LOAN PROGRAM.

Section 7 of the Small Business Act (15 U.S.C. 636) is amended by striking from paragraph (19)(B) of subsection (a) "during fiscal years 1989, 1990, and 1991,".

**SEC. 5. CHAIRMANSHIP OF NATIONAL WOMEN'S BUSINESS COUNCIL.**

(a) Chairperson and Vice Chairperson.--Paragraph 403(b)(2)(G) of the Women's Business Ownership Act of 1988 (Public Law 100-533) is amended to read as follows:

"The Chairperson and Vice Chairperson of the Council shall be designated by the President and shall be either a representative of the public sector or the private sector. Each shall have a maximum term of two years. No person may be designated to the same office for two consecutive terms nor may consecutive designees as Chairperson be from the public sector. The Chairperson and the Vice Chairperson shall not be from the same sector concurrently."

(b) Council Membership.--

(1) Addition of two members.--Section 403(a) of the Women's Business Ownership Act of 1988 (102 Stat. 2694) is amended--

- (1) by striking "nine" and inserting "eleven";
- (2) by striking "and" at the end of paragraph (2);
- (3) by striking the period at the end of paragraph (3) and inserting "; and"; and
- (4) by adding at the end the following new paragraph:

"(4) two members shall be appointed by the President, one of whom shall be an African-American woman and one of whom shall be a Hispanic woman."

(2) Conforming amendments.--Section 403(b) of such Act (102 Stat. 2694-2695) is amended--

(A) in paragraph (1) by striking "section (a) (2) and (3)" and inserting "paragraphs (2), (3), and (4) of subsection (a)";

(B) in paragraph (2)(B)--

- (1) by striking "subsection (a) (2) and (3)" and inserting "paragraphs (2), (3), and (4) of subsection (a)";

(i);

- (ii) by striking "and" at the end of clause

(iii) by striking the period at the end of clause (ii) and inserting "; and"; and

(iv) by adding at the end the following new clause:

"(iii) appointments under subsection (a)(4) shall be made within 60 days of the effective date of such subsection.";

(C) by moving paragraph (3) to the end of such section; and

(D) in paragraph (2)(C) by striking "subsection (a) (2) and (3)" and inserting "paragraphs (2), (3), and (4) of subsection (a)".

## BRITISH-BUREAUCRACY

gines God is an Englishman. *George*

## BRITISH

ed artery. *Mark Kelly*

## BROADWAY

in Brooklyn. *Oliver Herford*

## BROOKLYN

"brother" generally wants something that  
*McKinney Hubbard*  
accounts. *Chinese Proverb*

## BROTHER

g that has impressed me the most is the  
man—what there is of it. *Mark Twain*

## BROTHERHOOD

as to have respect for his brother-in-law.

## BROTHER-IN-LAW

spend a billion dollars and get your money's  
ey

## BUDGET

federal budget  
honey—

tional income,  
the money! *Leverett Lyon*

al confirmation of your suspicions. *A. A.*

illion is only a drop in the budget. *Burton*

es out for the humble decimal point. He has  
e wandering around among regimented ciphers,  
the old places he used to know when budgets  
ert Hoover

npoverishing. *George Herbert*

*German Proverb*

to bear our neighbor's burden. *François de La*

## BURDEN

uently made that the government ought to assume  
too great for private industry." This means that

## BUREAUCRACY

## BUSINESS

45

bureaucrats should be permitted to take risks with the taxpayers' money that no one is willing to take with his own. *Henry Hazlitt*  
799 Bureaucracy is a giant mechanism operated by pygmies. *Honoré de Balzac*

## BUSINESS

800 The playthings of our elders are called business. *St. Augustine*

801 The nature of business is swindling. *August Bebel*

802 **To open a shop is easy; the difficult thing is keeping it open.** *Chinese Proverb*

803 He who does not accept cash when offered is no businessman. *Ibid.*

804 The ancient Hebrews had a goat on which all the sins were placed, so the holding company idea isn't new. *Anonymous*

805 When two men in a business always agree, one of them is unnecessary. *William Wrigley, Jr.*

806 Business is so much lower a thing than learning that a man used to the last cannot easily bring his stomach down to the first. *Lord Halifax*

807 The greatest part of the business of the world is the effect of not thinking. *Ibid.*

808 All you have to do in business is to stand and watch the world go by, and it certainly will. *Herbert V. Prochnow*

809 Almost any day now we expect a tired businessman to tell his wife he was late for dinner because his plane was delayed one-half hour in London. *Ibid.*

810 It is not by any means certain that a man's business is the most important thing he has to do. *Robert Louis Stevenson*

811 There is much more hope for humanity from manufacturers who enjoy their work than from those who continue in irksome business with the object of founding hospitals. *Alfred North Whitehead*

812 Half the time when men think they are talking business, they are wasting time. *Edgar W. Howe*

813 Business? That's very simple: it's other people's money. *Alexandre Dumas, fils*

814 There are two times in a man's life when he should not speculate: when he can't afford it and when he can. *Mark Twain*

815 Go to your business, pleasure, whilst I go to my pleasure, business. *William Wycherley*

816 Business will be either better or worse. *Calvin Coolidge*

817 All business sagacity reduces itself in the last analysis to a judicious use of sabotage. *Thorstein Veblen*

818 It is very vulgar to talk about one's own business. Only people like stockbrokers do that, and then merely at dinner parties. *Oscar Wilde*

819 My own business always bores me to death. I prefer other people's. *Ibid.*

*A Treasury of Humorous Quotations*

VICTORIA (1819-1901), queen of the United Kingdom (1837-1901). She came to the throne on the death of her uncle, William IV, and during her long reign built up the prestige of the British Crown. The rather stuffy rectitude of her personal life and her devotion to duty exemplified nineteenth-century Britain. She married (1840) her cousin, Prince Albert of Saxe-Coburg-Gotha (1819-61), by whom she had nine children. Her involvement with politics, making sometimes override the proper bounds of a constitutional monarchy, resulting in an uneasy relationship with her ministers, particularly William Gladstone.

her writings appealed to the semieducated. The subject was dropped very quickly.

12 On a crossing to Ireland the ship in which Queen Victoria was traveling encountered rough weather. A gigantic wave caused such a violent lurch that the queen was almost knocked off her feet. Recovering her balance she said to an attendant, "Go up to the bridge, give the admiral my compliments, and tell him he's not to let that happen again."

13 "In order to hear how HMS *Eurydice*, a frigate sunk off Portsmouth, had been salvaged, Queen Victoria invited Admiral Foley to lunch. Having exhausted this melancholy subject, Queen Victoria inquired after her close friend, the Admiral's sister. Hard of hearing, Admiral Foley replied in his stentorian voice, "Well, Ma'am, I am going to have her turned over, take a good look at her bottom and have it well scraped." The Queen put down her knife and fork, hid her face in her handkerchief, and laughed until the tears ran down her cheeks."

14 On visits to the London home of Baroness Burdett-Coutts, Victoria could often be found sitting beside the window on the top floor. From there she would watch, with a childlike fascination, the traffic stream pass below her in Piccadilly. She once explained to the baroness: "Yours is the only place where I can go to see the traffic without stopping it."

15 During a visit by some of her grandchildren, the queen heard them roaring with laughter and proceeded to investigate. It appeared that one of them had made a joke of a somewhat "advanced" nature, and they were reluctant to repeat it. Eventually the queen prevailed upon one of the boys to comply with her royal command, and, hearing the joke, realized that it was not to her taste. She drew herself up and, with the dignified rebuke, "We are not amused!" left the room.

(There are a number of stories relating to Queen Victoria's use of this phrase; this is a plausible one. What all the anecdotes have in common is that they relate to a joke, story, or piece of buffoonery that

ward the  
ked his  
that he  
was that

was out of place in its context as being disrespectful or too risqué for the company, especially if young unmarried women were present. The queen apparently did not object to occasional risqué stories if told in the proper company, but "We are not amused" may well have been her stock expression to cut off any train of conversation that she considered inappropriate.)

16 Victoria once received a letter from a prodigal grandson, asking for an advance on his allowance. Rather than send the money, Victoria replied with a long letter extolling the value of thrift, diligence, and initiative. The boy took the queen's advice to heart — he sold the letter for twenty-five pounds.

17 On the anniversary of Queen Victoria's death, her children would visit the mausoleum at Frogmore. One year, as they knelt piously in prayer, a dove entered the mausoleum and flew about. "It is dear Mama's spirit," they murmured. "No, I am sure it's not," contradicted Princess Louise. "It must be dear Mama's spirit," they persisted. "No, it isn't," said Princess Louise. "Dear Mama's spirit would never have ruined Beatrice's hat."

(The original source for this story was Prince Henry, later the Duke of Gloucester.)

VIDAL, Gore (1925- ), US writer, author of *Burr*, *Lincoln*, and other novels and works of nonfiction.

1 The English novelist Anthony Powell, attending an international writers' conference in Sofia, Bulgaria, found himself alongside Vidal, inspecting some pictures taken of the session. Several of these showed Vidal beside an Indian delegate. "I always sit next to a man in a turban," explained Vidal. "You get photographed more."

VILLA, Pancho (?1877-1923), Mexican revolutionary.

1 As Pancho Villa lay dying, his last words were, "Don't let it end like this. Tell them I said something."

The Little, Brown Book of Anecdotes

p. 564

editor Clifton Fadiman

564

565

VILLIERS de (1838-89) school. His (1856-58), and plays.

1 "Villiers the following expectation see Mallarmé English at once 'but I cannot 'Oh,' replied As it is a qu might teach verbs."

VIRCHOW pathologist a tics, he was th Bismarck. H izing Berlin, logical Instit research.

1 Bismarck criticisms, ha tist to challe nged party. said Virchow aloft two lar sages. "One c with deadly g Let His Excel to eat, and I v diately the m cellor had de

2 The Fre Quatrefages w to Paris's nat shells during t He declared t Nordic or T barbarian hor Europe durin outraged by th Prussian Parli which the p schoolchild ir — could be ex was carried o hair, and teetl

# SBA Small Business Answer Card

1991

## Small businesses...

- were 99.6% of all employers in 1988
- employed 58% of the private work force in 1988
- provided 55% of innovations in 1988
- accounted for 50% of private sector output in 1988
- made up 39% of GNP in 1982
- accounted for 15.6% of federal prime contract dollars in 1988
- provided 48.5% of all new jobs from 1984 to 1988

The Small Business Answer Card is published annually by the U.S. Small Business Administration, Office of Advocacy, Washington, DC 20416. All of the SBA's programs and services are extended to the public on a nondiscriminatory basis.

## Business Incorporations, Bankruptcies, and Failures, 1988 and 1989

	Percent Change		
	1988	1989	1988-1989
Incorporations	685,095	677,394	-1.1
Bankruptcies	62,845	62,449	-0.6
Failures	57,099	49,719	-12.9

Sources: Dun and Bradstreet (Incorporations and Failures); Administrative Office, U.S. Courts (Bankruptcies).

## Nonfarm Business Tax Returns for Corporations, Partnerships, and Proprietorships, 1987-1989 (Thousands)

Year	Corps.	Partn.	Props.	Total
1989	4,270	1,950	13,839	20,059
1988	4,027	1,826	13,126	18,979
1987	3,829	1,824	12,633	18,286
Percent Change, 1987-1989	11.5	6.9	9.5	9.7

Note: 1989 data are estimated and 1988 data have been revised.

Source: Internal Revenue Service.

## Nonfarm Sole Proprietorships, 1980 and 1988 (Thousands)

	Percent Change		
	1980	1988	1980-1988
Total	9,730	15,159	55.8
Men-Owned	6,928	10,028	44.7
Women-Owned	2,536	4,611	81.8
Jointly Owned	266	520	95.5

Note: Most small businesses are proprietorships.

Source: Internal Revenue Service.

## Business Dissolution Rates (Percent)

Age of Business (Years)	All Firms	Growing Firms	Nongrowing Firms
2	23.7	8.0	29.5
4	51.7	19.1	65.5
6	62.7	33.7	72.5

Note: Growing firms are defined as those adding at least one job during each of the respective periods. This analysis is based on a sampling of firms that entered the Small Business Data Base between 1976 and 1978.

Source: U.S. Small Business Administration.

## Growth of Women- and Black-Owned Firms, 1982-1987

	Percent Change		
	1982	1987	1982-1987
<b>Firms (Thousands)</b>			
Women-owned	2,613	4,115	57.5
Black-owned	368	424	37.6
<b>Receipts (Millions of \$)</b>			
Women-owned	98,292	278,138	183.0
Black-owned	9,619	19,763	105.5

Source: U.S. Department of Commerce, Bureau of Census.

## Small Business Share of Growth, 1984-1988

	Employees		
	All Firms	<100	<500
<b>Jobs Generated (Millions)</b>	11,143	4,421	5,408
<b>Share of Growth (Percent)</b>	100.0	39.6	48.5

Source: U.S. Small Business Administration.

## Change in Employment in Small- and Large-Business-Dominated Industries, 1988 to 1989 (Percent)

Industry	Small-Business-Dominated	Large-Business-Dominated
Total, All Industries	3.2	1.4
Mining	-0.1	4.3
Construction	1.1	NA
Manufacturing	0.3	-0.7
Transportation	4.8	2.3
Wholesale Trade	3.0	NA
Retail Trade	1.8	2.5
Finance	3.3	1.6
Services	5.4	3.4

NA = Not applicable. There was a lack of industry representation within the size category.

Source: Adapted by the U.S. Small Business Administration, from data published by the Bureau of Labor Statistics.

## Self-Employment in Nonagricultural Industries, 1980 and 1989 (Thousands)

	Percent Change		
	1980	1989	1980-1989
Total	8,519	8,605	1.0
Men	5,564	5,562	-0.1
Women	2,956	3,043	3.0

Source: Bureau of Labor Statistics.

## Fastest Growing Industries: December 1988 to December 1989 (Percent Change in Employment)

Industry	Percent Change 1988-1989
<i>Small-Business-Dominated</i>	
Outpatient Care Facilities	20.1
Medical and Dental Laboratories	14.6
Mailing, Reproduction, Stenographic	14.4
Automotive Rentals, Without Drivers	13.0
Electrical Repair Shops	11.5
Computer and Data Processing Services	11.0
Railroad Equipment	10.4
Residential Care	9.3
Sporting Goods, Toys, and Hobby Goods	8.5
School Buses	7.9
<i>Large-Business-Dominated</i>	
Motion Picture Production and Services	14.7
Air Transportation	11.9
Air Transportation Services	10.0
Medical Services and Health Insurance	6.0
Title Insurance	6.0
Hospitals	5.7
Grocery Stores	4.7
Holding and Other Investment Offices	3.7
Colleges and Universities	2.6
Gas Production and Distribution	2.1

Source: Adapted by the U.S. Small Business Administration, from data published by the Bureau of Labor Statistics.

## Industries Generating Most New Jobs: December 1988 to December 1989 (Thousands)

Industry	Employment Increases
<i>Small-Business-Dominated</i>	
Eating and Drinking Places	107.0
Office of Physicians	101.3
Computer and Data Processing Services	79.2
Trucking and Trucking Terminals	69.4
Miscellaneous Business Services	61.2
Outpatient Care Facilities	57.9
Machinery, Equipment and Supplies	57.8
Residential Care	37.7
Mailing, Reproduction, and Stenographic	33.3
Engineering and Architectural Services	30.3
<i>Large-Business-Dominated</i>	
Hospitals	194.1
Grocery Stores	133.7
Air Transportation	68.7
Educational Services	37.7
Colleges and Universities	27.1
Commercial and Stock Savings Banks	21.9
Oil and Gas Extraction	21.5
Motion Picture Production and Services	18.6
Medical Services and Health Insurance	13.6
Air Transportation Services	9.2

Source: Adapted by the U.S. Small Business Administration from data published by the Bureau of Labor Statistics.

9 of 11  
U-ASK-SBA

Whether you're looking for information on starting a new business or for sources of technical and financial assistance for an already existing business, the SBA's Small Business Answer Desk can help you.

## Toll Free

So call us at our new telephone number  
800-U-ASK-SBA  
(that's 800-827-5722)

## The Small Business Answer Desk

90-04

P. 9

SEP 17 '91 11:22 S.B.A.

# SBA News

U.S. Small Business Administration  
Washington, DC 20416

SBA Number:

91-34

Release Date:

May 16, 1991

For more information  
contact:

Mike Stamler  
(202) 205-6919

## NEW CENSUS DATA SHOWS HISPANIC-OWNED BUSINESSES INCREASING AT SIX TIMES THE NATIONAL RATE

WASHINGTON -- U.S. Small Business Administration (SBA) Administrator Patricia Saiki today hailed new census data that show exceptional growth in both the numbers and income of Hispanic-owned businesses in the United States.

"It may be one of the best-kept secrets in the American economy, but these figures prove that Hispanic-owned businesses make up the fastest growing sector in the nation," Saiki said.

"Their numbers are up, their profits are up, their employment is up and they are moving beyond the traditional retail and service arenas into manufacturing and wholesaling.

"These gratifying changes confirm the increasingly important role Hispanic businesses play in the nation's economy," she said. "This expansion must continue and the Small Business Administration is committed to helping achieve this for a vital component of our society and economy."

The data released today by the U.S. Bureau of the Census showed that the number of Hispanic-owned businesses increased by 80.5 percent between 1982 and 1987, a rate almost six times greater than the growth rate for all businesses between 1982 and 1987 (14 percent). That growth rate compares to 57 percent for women-owned and 38 percent for black-owned businesses.

The data also show that receipts for Hispanic-owned businesses more than doubled over the same time period and that employment by those businesses grew by 71 percent.

-- MORE --

20811

30411

According to the census data:

\* The number of Hispanic-owned businesses increased from 233,975 in 1982 to 422,373 in 1987. As of 1987, Hispanic-owned businesses accounted for roughly 3.1 percent of all U.S. businesses.

\* The total receipts of Hispanic-owned businesses more than doubled during the same period, from \$11.76 billion in 1982 to \$24.73 billion in 1987, about 1.2 percent of total U.S. business receipts.

\* The number of Hispanic-owned businesses with paid employees more than doubled, from 39,272 in 1982 to 82,908 in 1987. They employed 264,846 American workers in 1987, a 71 percent increase over the 154,971 employees counted in 1982.

The data show that about 76 percent of all Hispanic-owned businesses are in California (132,212), Texas (94,754), Florida (64,413) and New York (28,254).

The new Census numbers also show that Hispanic-owned businesses are becoming more diverse. In 1982, Hispanic-owned businesses in the retail trade and service industries accounted for 63 percent of the receipts of all Hispanic-owned businesses. By 1987, that share had fallen to 55 percent.

Meanwhile, the receipts of Hispanic-owned firms in manufacturing increased by 202 percent, receipts of those in wholesale trade grew by 219 percent, receipts of those in construction rose by 166 percent and receipts of those in finance nearly tripled.

-- MORE --

Saiki noted that the SBA has assisted thousands of Hispanic-owned businesses, and will continue to play an important role through its financial assistance, contracting and counseling programs.

The SBA's loan and loan guarantee portfolio, for example, includes more than 5,800 outstanding loans to Hispanic entrepreneurs. Those loans total nearly \$755 million.

In addition, nearly 1,000 Hispanic-owned firms are certified in the SBA's 8(a) business development program, in which the SBA works with procurement officials throughout the federal system as a prime contractor and subcontracts with small socially and economically disadvantaged firms for a wide range of federal goods and services. In fiscal year 1990, Hispanic-owned firms won more than 1,100 8(a) federal contracts worth more than \$1.4 billion.

For more information about SBA programs, contact the SBA field office nearest you. You can find that office by looking under the U.S. government section in your telephone directory.

####

EDITOR'S NOTE: If you need assistance identifying an Hispanic-owned business in your area that has benefited from SBA programs, contact the Public Information Officer at your local SBA office.

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# SBA News

U.S. Small Business Administration  
Washington, DC 20416

SBA Number: 91-53

Release Date: August 6, 1991

For more information  
contact: Mike Stamler  
202-205-6919

## NEW CENSUS DATA SHOWS BUSINESSES OWNED BY ASIAN AMERICANS INCREASING AT SIX TIMES THE NATIONAL RATE

WASHINGTON -- U.S. Small Business Administration (SBA) Administrator Patricia Saiki today hailed new census data that show explosive growth in the number of U.S. businesses owned by Asian Americans and Pacific Islanders.

"These figures show that Asian American businesses make up the fastest growing sector in the nation," Saiki said. "Their numbers and receipts are growing fast; they are creating more jobs and contributing to the economic well-being of their communities and country."

"This growth is gratifying evidence of the increasingly important role Asian Americans and Pacific Islanders play in the nation's economy," she said. "We expect this expansion to continue as the businesses owned by these groups mature and branch more strongly into manufacturing, finance and construction. The SBA stands ready to help," she said.

The data released last week by the U.S. Bureau of the Census showed that the number of businesses owned by Asian Americans increased by 89.3 percent between 1982 and 1987, a rate more than six times greater than the growth rate for all U.S. businesses between 1982 and 1987 (14 percent). That growth rate compares to 80.5 percent for Hispanic-owned, 57 percent for women-owned and 38 percent for black-owned businesses.

--MORE--

9-10-11

both  
Asian &  
Hispanics

Page Two

The Census Bureau counts Hawaiians and Americans of Asian Indian, Chinese, Japanese, Korean, Vietnamese or Filipino extraction as Asian Americans and Pacific Islanders. The businesses covered in the report include sole proprietorships, partnerships and Sub-chapter S corporations.

The number of businesses owned by members of these groups increased from 187,691 in 1982 to 355,331 in 1987. As of 1987, businesses owned by Asian Americans and Pacific Islanders accounted for roughly 2.6 percent of all U.S. businesses.

The growth was particularly striking among Vietnamese American businesses, which grew from 4,989 in 1982 to 25,671 in 1987, a growth rate of 414.55 percent.

Starting from much larger bases, the growth in the number of businesses owned by Korean Americans and Asian Indian Americans from 1982 to 1987 was also remarkable. Korean American businesses increased from 30,919 in 1982 to 69,304 in 1987. The number of businesses owned by Asian Indian Americans grew by 119.9 percent, from 23,770 in 1982 to 52,266 in 1987.

Among businesses owned by Asian Americans and Pacific Islanders, those owned by Chinese Americans comprised the largest subgroup at 89,717 in 1987, an increase of 83.74 percent over the total of 48,827 in 1982.

The Census Bureau figures also show:

\* The total receipts of businesses owned by Asian Americans and Pacific Islanders increased by 161.8 percent, from

--MORE--

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Page Three

\$12.65 billion in 1982 to \$33.13 billion in 1987, about 1.7 percent of total U.S. business receipts. Average receipts increased from \$67,419 to \$93,223. Businesses owned by Asian Indian Americans were, on average, the largest in the group, with average receipts of \$128,477 per firm, followed by Vietnamese Americans (\$110,859) and Hawaiians (\$107,115).

\* About 26 percent (92,718) of the businesses owned by Asian Americans and Pacific Islanders in 1987 had paid employees. These businesses employed 351,345 workers. More than a third of those employees (126,763) worked for businesses owned by Chinese Americans.

\* Almost half (49 percent) of the businesses owned by Asian Americans and Pacific Islanders in 1987 were in the service sector, and another quarter (26.3 percent) were involved in retail trade. Businesses owned by Asian Indian Americans and Filipino Americans were especially concentrated in the service sector (57 percent and 54 percent, respectively), and Korean American businesses were concentrated in retail trade (37.8 percent).

The data show that about 40.6 percent of all businesses owned by Asian Americans and Pacific Islanders are in California (144,353), followed by New York (10.1 percent, 35,812 businesses) and Hawaii (8.8 percent, 31,300 businesses).

Saiki noted that the SBA has assisted thousands of Asian American business owners, and will continue to play an important role through its financial assistance, contracting and counseling programs.

--MORE--

8  
of  
11

Page Four

The SBA's loan and loan guarantee portfolio, for example, included more than 3,700 outstanding loans to Asian American and Pacific Islander entrepreneurs as of the end of fiscal year 1990. Those loans total more than \$829.5 million.

In addition, nearly 641 businesses owned by Asian Americans and Pacific Islanders are certified in the SBA's 8(a) business development program, almost 17 percent of the total. Under the 8(a) program, the SBA works with procurement officials throughout the federal system as a prime contractor and subcontracts with small socially and economically disadvantaged firms for a wide range of federal goods and services. In fiscal year 1990, firms owned by Asian Americans and Pacific Islanders won more than 693 8(a) federal contracts worth about \$822,430.

For more information about SBA programs, contact the SBA field office nearest you. You can find that office by looking under the U.S. government section in your telephone directory.

###

**EDITOR'S NOTE:** If you need assistance identifying businesses owned by Asian Americans or Pacific Islanders in your area that have benefited from SBA programs, contact the Public Information Officer at your local SBA office.

406 of 71



The FACTS About

# BLACK-OWNED SMALL BUSINESSES

## THE PROGRAM

The U.S. Small Business Administration (SBA) provided a total of 596 direct and guaranteed loans — excluding disaster loans — to Black-owned businesses in FY 1989. The loans were worth \$93.56 million.

The SBA awards federal contracts through the 8(a) program to eligible socially and economically disadvantaged firms. In FY 1989, 1,596 contracts totaling more than

**SBA**

U.S. Small Business  
Administration

\$1.44 billion were let to Black-owned firms. About 1,600 Black-owned firms are in the 8(a) program portfolio.

The SBA also maintains the Procurement Automated Source System (PASS), a computerized listing of small business contractors. The system responds to requests from government and private procurement officers for potential small business suppliers. There are more than 12,845 Black-owned firms profiled in the system.

## GENERAL

According to the latest U.S. Bureau of the Census statistics, there were 424,165 Black-owned businesses in the United States in 1987. That is a 38 percent increase from the 1982 total of 308,260.

In 1987, 49 percent of the Black-owned firms were concentrated in the service industries. These categories accounted for 31 percent of the gross receipts. Retail trade had the next largest concentration with 15.6 percent of the firms and 29.8 percent of the receipts.

The majority of the firms (400,339 or 94.4 percent) owned by Blacks in 1987 operated as sole proprietorships. Partnerships accounted for 3.3 percent of the Black-owned firms with Subchapter S corporations accounting for only three percent.

Gross receipts in 1987 for Black-owned businesses were \$19.8 billion, up from \$9.6 billion in 1987. Sole proprietorships accounted for 50.9 percent of the gross receipts, partnerships for 10 percent, and Subchapter S corporations, 39.2 percent.

Automotive dealers and service stations had the highest gross receipts of any industry group of Black-owned businesses in 1987: \$2.15 billion from 3,690 firms. The other categories in the top five were business services (\$1.5 billion from 59,177 firms), health services (\$1.35 billion from 30,026 firms), special trade contractors (\$1.31 billion from 29,631 firms), and miscellaneous retail (\$1 billion from 34,870 firms).

In 1987, the largest number of Black-owned firms — 47,728 — were located in California, with gross receipts of \$2.4 billion. New York was second with 36,289 firms and receipts totaling \$1.9 billion.

Slightly less than 44 percent of the Black-owned firms and 44.7 percent of gross receipts were concentrated in California, Texas, New York, Florida and Illinois.

1707-11  
The 10 metropolitan areas with the most Black-owned firms in 1987 were:

City	# Firms	Receipts
New York	28,063	\$1.2 billion
Los Angeles	23,932	\$1.3 billion
Wash., D.C.	23,046	\$1.0 billion
Chicago	15,374	\$0.9 billion
Houston	12,989	\$0.4 billion
Atlanta	11,804	\$0.7 billion
Philadelphia	10,249	\$0.6 billion
Detroit	9,852	\$0.5 billion
Baltimore	8,593	\$0.3 billion
Dallas	7,857	\$0.2 billion

## ADDITIONAL INFORMATION

The SBA has a number of programs and services available. They include training and educational programs, advisory services, publications, financial programs and contract assistance. The Agency also offers specialized programs for women business owners, other minorities, veterans, international trade and rural development.

The SBA has offices located around the country. For the one nearest you, consult the telephone directory under U.S. Government, or call the Small Business Answer Desk at 1-800-U ASK SBA.

*All of SBA's programs and services are extended to the public on a nondiscriminatory basis.*



U.S. Small Business Administration  
Washington, D.C.

OFFICE OF MINORITY SMALL BUSINESS  
& CAPITAL OWNERSHIP DEVELOPMENT

FAX  
TRANSMISSION SHEET

DATE: 9/17 TIME: \_\_\_\_\_ TOTAL PAGES: 2 + cover

TO: Michelle Nix

OFFICE or FIRM: White House

SUBJECT: 2(a) Program

FAX NUMBER: 456-6218 VOICE NUMBER: \_\_\_\_\_

\*\*\*\*\*

FROM: FELICIA L. MAYROWICZ  
SBA

OFFICE: MSB/COD

OPTIONAL MESSAGE: If name is needed, please call

FAX NUMBER: (202) 205-7549 VOICE NUMBER: 205-7365

PLEASE CALL IMMEDIATELY IF THIS FAX WAS NOT RECEIVED IN ITS ENTIRETY.

To: Michele Nix

From: Ferguise L. Mayronne

Subject: A Few Words On The 8(a) Program

*SBA*  
The Office of Minority Small Business and Capital Ownership Development (MSB&COD) is responsible for administering the 8(a) program. MSB&COD was created and legislated specifically to promote and assist socially and economically disadvantaged business persons in gaining equal access to the resources necessary to develop small businesses and thereby improve their ability to compete on an equal basis in the mainstream of the American economy.

The MSB&COD has five operating divisions under its authority.

1. The Division of Program Certification & Eligibility (DPCE)

The 8(a) Business Development Program provides Federal Government contracts and other developmental assistance to small companies owned by socially and economically disadvantaged persons.

The SBA acts as a prime contractor and enters into contracts with other federal departments and agencies, negotiating subcontracts with small companies in the 8(a) program.

The purpose of the 8(a) program are to foster business ownership and the competitive viability of firms owned by individuals who are socially and economically; disadvantaged, and to expand their participation in federal procurement of equipment, products and services.

2. The Division of Program Development (DPD)

DPD is responsible for developing policies and procedures that ensure the full implementation of the business development mandate of P.L. 100-656. DPD is also responsible for managing the National Buy Requirements, 8(a) Competition, National Marketing and 8(a) Defense Fuel Supply Programs; manages the process for 8(a) requirements availability determinations and the process of 8(a) goal setting for Federal contracting with Small and Disadvantaged Business entities.

3. The Division of Minority Small Business Outreach (DMSBO)

DMSBO fosters the business development and marketing of minority business enterprise through the design and promotion of innovative money, marketing and management activities. DMSBO interacts with a diverse range of entrepreneurs interested in minority business development, including national trade and business development organizations, major corporations, and state and local governments.

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

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

*award*  
--addressing winners and guests of the MED Week Awards Ceremony (since 1983) -- two selected by SBA; two by DOC's Minority Business Development Agency

*week*  
--Building a Stronger America through Minority Business Development -- underscores the challenge and responsibility we each have for building a stronger America -- we are truly building a stronger American through minority business development -- benefits of expanded employment and improved community stability -- enhance quality of life for everyone.

*lead*  
--to remain leader in global marketplace, must increase our competitiveness through production and delivery of high quality goods and services -- and must fully utilize the talents and ideas of all our workers -- ensure all Americans have opportunity, also -- knowledge and skills (to education)

*ground*  
--Minority businessmen and women demonstrate the kind of commitment to excellence that is vital to keeping America strong and competitive -- *to show that this day is the*

*award*  
--land of liberty and opportunity for all

--These entrepreneurs are among the points of light that reflect our Nation's conscience and illuminate its social landscape.

--White House -- America's ultimate mom-and-pop operation.

--award of the American spirit, a spirit that doesn't understand the word "no."

*award*  
--Pat Saiki -- a good friend, feisty, outspoken leader

*ground*  
--society benefits from that creative, competitive impulse -- we define that impulse as the American Dream -- and it's done more than endure -- it's as dynamic as ever, as every one of you proves every single day -- your determination, ingenuity and vision made us a nation of imagination, of mavericks willing to take a gamble on the unexpected, the untried, the untested, the untraditional. And you carry that to a higher plane still -- you show dramatic () and courage because you had to fight so many obstacles to claim your share of the American Dream.

*free*  
That is free enterprise -- but it's something more, 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 everybody.

*free enterprise*

Today, socialist and communist countries are rejecting philosophy of state-controlled economies because those systems simply do not work. Ours does. As we watch other nations create a free market system, we can rejoice in their affirmation of the validity of unrestrained, individual enterprise.

*edu. the winners*

These winners -- and the many more like them across this land -- are all 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 know, too -- their impressive personal stories show this -- that in addition to business success, it's crucial to have personal success -- and so they're volunteers, more of our points of light, helping others (segue to education), then -- impressed that tomorrow will be YOUTH AWARENESS DAY, to provide minority youth chance to meet successful minority entrepreneurs -- challenges, inspiration, role models -- learn not to give up without trying, but believe in selves and "just say yes"

*awards*

Their achievements are building a stronger America. 1991 National Minority Entrepreneur of the year, selected by Minority Business Development Agency, and National Minority Small Business Persons of the year, selected by the SBA:

*awards*

RAYMOND HAYSBERT: "More Park Ssausages Mom, Please" -- President and CEO, joined in 1952, transformed it into a household name -- consistently ranked in top 100 Black-Owned Businesses -- --worked diligently to overcome widespread resisistnace -- bought company in 1977, first year \$30,000 -- \$36 million in 1990;

GAE VEIT: --female trying to succeed in male-dominated sconstruction industry; had experience an strong determination - - tremendous drive, Shingobee Buildings ("beautiful evergreen tree") in Sioux Indians -- is member of Crow Creek band. Wouldn't quit. Persistence paid off -- projecting \$10 million for 1991; foudner and sole owner

RICHARD CHENG: Eastern Computers Inc. -- 1980 -- ws Professor - - over 345 employees in 10 years, sales over \$34 million; world pioneer in deeopement and production of multi-lingual computering systems --

HUGH BROWN: founded BAMSI, Inc. in 1978 (technical and engineering services) -- next year into SBA's 8(a) program -- for eight years -- during time, increased sales from under 1/4 million to over \$39 million -- expanded employees from 20 to 1,327 -- he's back in school himself now, getting MBA (like me on computers)

*edu*

graduated all outstanding community leaders, volunteers, particularly concerned about educating youth

*general*  
--pioneers; heroes;  
--industry, self-reliance, set inspiring challenges  
--they are, truly, the lifelblood of America's free enterprise system.

*end*  
Today we salute the 1991 All-American Cities that join a roster of honor of over 400 others chosen since 1949. They are communities which have recognized the truth of what William Jennings Bryant said 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."

*general*  
Often I'm 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 one of the 10 cities we're honoring today.

*edu*  
Our democracy can remain vital only if we continue to grow in knowledge and wisdom -- understanding the increasingly complex and competitive world in which we live. The only way is through education. It is our most enduring legacy -- vital to everything that we are and everything we can become. We must focus on educaion in order to compete successfully in the world.

*act*

*week*

*general*

*See subsequent*

*events*

*educ.*

*end*

# U.S. SMALL BUSINESS ADMINISTRATION WASHINGTON, D.C.

## FAX TRANSMISSION SHEET

DATE: 9-17 TIME: 11:15am

Page 1 of 11

SUBJECT: Minority business background

	<u>Person</u>	<u>Office, Firm, or Division</u>	<u>Fax Number</u>	<u>Voice No.</u>
TO:	Michelle Nix	White House (Speechwriter)	456-6218	456-7750
FROM:	D. J. Caulfield	OPC	(202) 205-6913	205-6740 205-6906

Optional Message:

*Call if more needed*

Call 202-205-6740 if this FAX transmission was not received in its entirety.

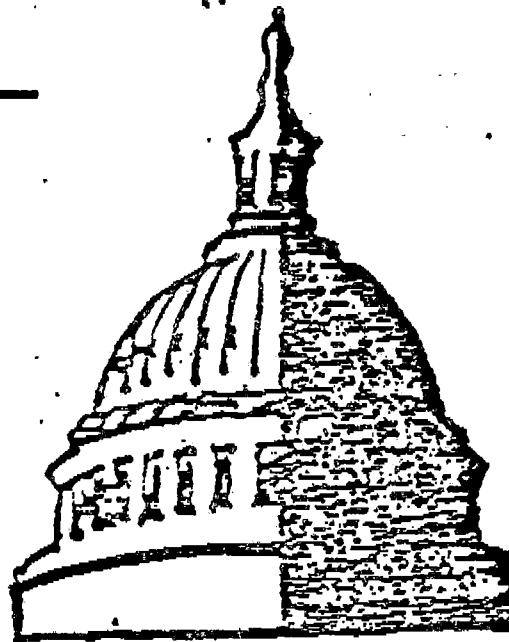
Check this box if you would like the receiving office or firm to confirm receipt of this FAX.

Receiving Office, Firm, or Division: \_\_\_\_\_

Received By: \_\_\_\_\_

Received Date: \_\_\_\_\_

Received Time: \_\_\_\_\_



Savings Bond Program  
6%  
as little as \$5 a  
pay period \$25  
day or so

Hinchliff

Small + minority business

Minority Enterprise?

Business Develop.

Jan - June 1991

Small Business Person of Year

~~574~~

Small Business Week

~~573~~

Small Business Adm.

~~618, 294, 471, 575~~

⇒ ~~471, 574~~

Jan - Dec 1990

Small Bus. ~~736, 737, 686~~

Minority Bus. Develop.

~~481, 480, 1478~~

⇒ ~~680, 736, 1635~~

**IMPORTANT DATES IN HIS LIFE**

1909, graduated from Abilene High School, Abilene, Kan.  
 June 14, 1911, entered U.S. Military Academy  
 June 12, 1915, graduated from U.S. Military Academy (61st in class of 164, 95th in department); commissioned second lieutenant of infantry; assigned to 19th Infantry, San Antonio, Tex.  
 1918, commanded 6,000 men at Tank Training Center at Camp Colt, near Gettysburg, Pa.; served at army training post in World War I, but did not go overseas  
 July 2, 1920, promoted to permanent rank of major; ordered to Fort Meade, Md.; graduated from Infantry Tank School  
 1925-1926, Command and General Staff School, Fort Leavenworth, Kan.; graduated first in class of 275  
 1935-1939, major, assistant to General MacArthur in the Philippines  
 Feb. 1942, chief, War Plans Division of War Department General Staff  
 June 25, 1942, appointed commanding general, European Theatre of Operations  
 Nov. 8, 1942, appointed commander in chief of Allied forces in North Africa  
 Feb. 1943, full general (temporary rank)  
 July-Dec. 1943, directed invasions of Sicily and Italy  
 Dec. 24, 1943, appointed supreme commander, Allied Expeditionary Force  
 June 6, 1944, directed D-Day invasion of Normandy  
 Dec. 20, 1944, General of the Army (temporary rank)  
 May 7, 1945, accepted surrender of German Army at Rheims (V-E Day)  
 May-Nov. 1945, commander of U.S. occupation forces in Europe  
 Nov. 19, 1945-Feb. 7, 1948, chief of staff, U.S. Army; first chief of staff under unification of armed services in 1947  
 Feb. 7, 1948, retired from active duty in the Army  
 June 7, 1948, appointed president of Columbia University  
 Dec. 16, 1950, granted indefinite leave of absence from Columbia University to serve as commander of NATO forces in Europe.  
 June 1952, resigned from the Army  
 July 1952, received Republican presidential nomination.  
 Nov. 4, 1952, elected President.  
 Jan. 20, 1953-Jan. 20, 1957, President (first term).  
 Sept. 24, 1955, suffered heart attack at Denver, Colo.  
 June 9, 1956, underwent emergency ileitis operation  
 Aug. 22, 1956, renominated by Republicans  
 Nov. 6, 1956, elected President for second term  
 Jan. 21, 1957, inaugurated for second term (took oath of office in private ceremony on Sunday, Jan. 20)  
 Nov. 25, 1957, suffered mild stroke, but recovered rapidly  
 1961, retired to Gettysburg farm  
 Mar. 22, 1961, rank as General of the Army restored  
 1963, published *Mandate for Change, 1953-1956*  
 1965, published *Waging Peace, 1956-1961*  
 1967, published *At Ease*

**DWIGHT DAVID EISENHOWER**

—was the first President born in Texas.  
 —was the fourteenth President who was a resident of a state other than his native state.

—was the first President to serve a limited term (as provided by the Amendment).  
 —was the first President of forty-nine states.  
 —was the first President to serve congresses in which both chambers were an opposing party.

**EISENHOWER'S VICE PRESIDENT**

VICE PRESIDENT Richard Milhous Nixon  
 DATE OF BIRTH Jan. 9, 1913  
 BIRTHPLACE Yorba Linda, Calif.  
 POLITICAL PARTY Republican  
 STATE REPRESENTED California  
 TERM OF OFFICE Jan. 20, 1953-Jan. 20, 1961  
 AGE AT INAUGURATION 40 years, 11 days  
 OCCUPATION AFTER TERM Lawyer; President

*Additional data on Nixon*

19—, worked in father's gas station  
 1934, graduated from Whittier Coll. Calif.  
 1937, graduated from Duke University  
 1937, admitted to the bar; practiced at  
 Jan.-Aug. 1942, attorney with Office Management, Washington, D.C.  
 1942-1946, lieutenant, j.g., U.S. Navy; served Pacific as aviation ground officer on Vella Lavella and Green won two battle stars  
 Jan. 3, 1947-Nov. 31, 1950, U.S. House of Representatives (from California)  
 Nov. 7, 1950, elected to U.S. Senate (from Dec. 1, 1950, received interim appointment own election, to replace senator who died a few weeks before expiration of term  
 Jan. 3, 1951-Jan. 20, 1953, U.S. Senate  
 For further biographical information Milhous Nixon, 37th President

**ADDITIONAL DATA ON EISENHOWER**

**EISENHOWER CHANGED NAME**

The Eisenhower family Bible records President Eisenhower's mother and father brothers, Arthur and Edgar. The entry for is "D. Dwight Eisenhower," the "D" an for David. Later, David Dwight Eisenhower his names.

**EISENHOWER WON HIS WINGS**

President Eisenhower learned to pilot when he was a lieutenant colonel in the staff of General Douglas Arthur. His first solo flight was made on Nov. 30, 1939, he received pilot number 93,258. He was the first President pilot an airplane.

**EISENHOWER RESIGNED AS GENERAL**

On July 18, 1952, about a week after his as the presidential candidate on the Republican General Eisenhower resigned as General of the Army, forfeiting an annual pension of \$19,542 (tax

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.

Jokes and Quotes:

Maybe some joke could be centered around the fact that the president was himself an entrepreneur.

Encouraging business growth:

"To open a shop is easy; the difficult thing is keeping it open."

--Chinese Proverb

Initiative:

Queen Victoria once received a letter from a prodigal grandson, asking for an advance on his allowance. Rather than send the money, Victoria replied with a long letter extolling the value of thrift, diligence, and initiative. The boy took the queen's advice to heart--he sold the letter for twenty-five pounds.

### 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

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*

## 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. <sup>8-</sup> 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.

Minority Business Development Agency

Winners

MED Week 1991

National Minority Entrepreneur of the Year

Raymond V. Haysbert  
H.G. Parks, Inc.  
Baltimore, Maryland

— (301) 664-5050 Carol Evelyn Haysbert

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, its 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.

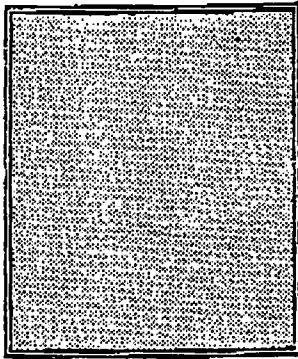
Under Haysbert's capable leadership, Parks is consistently ranked in *Black Enterprise* magazine's listing of the top 100 Black-owned businesses.

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  
(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 firm's 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.

**NATIONAL MINORITY SMALL BUSINESS PERSON OF THE YEAR**

Richard T. Cheng, Ph.D  
President  
Eastern Computers, Inc.  
Virginia Beach, VA.

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

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.

*"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.

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).

*Tons  
of  
Awards*

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,

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.

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.

*Joke here  
impress  
could use  
some lessons  
learn something  
here.*

**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.*

- 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.**

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.

Jokes and Quotes:

Maybe some joke could be centered around the fact that the president was himself an entrepreneur.

Encouraging business growth:

"To open a shop is easy; the difficult thing is keeping it open."

--Chinese Proverb

Initiative:

Queen Victoria once received a letter from a prodigal grandson, asking for an advance on his allowance. Rather than send the money, Victoria replied with a long letter extolling the value of thrift, diligence, and initiative. The boy took the queen's advice to heart--he sold the letter for twenty-five pounds.

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characteristic of American trade  
e that distinguishes it from  
s just about everywhere else in  
on to the principles of capital-  
some, the sole political slogan  
n movement is 'more'—more  
ore old-fashioned 'pull,' more  
ative process."

Robert Hargreaves  
*Superpower*  
1973

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cated, a man who earns his  
l is nowadays often referred to  
orative term, which in current  
taken on the overtones of a  
ing not just a worker, but a  
a racist, a bigot, and an ignora-  
nickname clearly intended to  
of the abrupt decline in status  
ge working-class American dur-  
ade from which he has just

Robert Hargreaves  
*Superpower*  
1973

\*\*\*  
tock Exchange], there are two  
reed. The rest is bullshit."  
New York broker  
Quoted in *Harper's Magazine*  
May, 1971

\*\*\*  
re been a discernible outcry from  
owners of America against the  
ation. Far from it. They have run  
ar into the ground as they can,  
early monopolies and extending  
modern conglomerate; beginning  
ive lobbying group right up to the  
modern educational campaigns to  
on television. Yet, let anyone else  
reams may be heard from here to

Karl Hess  
*Dear America*  
1973

\*\*\*  
l dividends, most Americans could  
at of what they don't know about

Luther Hodgson  
*Wall Street Journal*  
Mar. 14, 1967

\*\*\*

"On my visits to America I discovered that the old  
Marxist dictum 'From each according to his abilities,  
to each according to his needs,' was probably more  
in force in America, that holy of holies of capitalism,  
than in any other country in the world."

Felix Houphouet-Boigny, president of  
the Ivory Coast  
*Newsweek*  
Aug. 9, 1965

\*\*\*

"... a country in which, to play a social part, you  
must either earn your income or make believe you  
earn it."

Henry James  
*Washington Square*  
1880

\*\*\*

"... the businessman, in the United States, may,  
with no matter what dim struggles, gropings, yearn-  
ings, never hope to be anything but a business-  
man..."

Henry James  
*The American Scene*  
1907

\*\*\*

"... any American who, today, passes his working  
life in moving from \$4,000 a year to an ultimate  
\$9,500 is regarded as a pathetic victim of circum-  
stances, a prisoner in a 'dead-end job.' Yet just about  
half of all Americans pass their working lives in this  
way, and are going to do so regardless of anything  
said or done in Washington. All that our utopian  
rhetoric can do is to convince them that the normal  
working-class experience—the inevitable working-  
class experience, which would be as common in a  
socialist United States as in a capitalist United  
States—is a fate akin to degradation."

Irving Kristol  
*On the Democratic Idea In America*  
1970

\*\*\*

"The corporation is today recognized as a basic force  
of American life but also as a major problem...  
What we have allowed to develop is a kind of  
corporate feudalism, one that fits the schoolboy defini-  
tion of feudalism as a system in which everybody  
belongs to someone and everybody else belongs to  
the king."

Eugene J. McCarthy  
*The Hard Years*  
1975

\*\*\*

"Capitalism, in the long run, will win in the United  
States, if only for the reason that every American  
hopes to be a capitalist before he dies. Its roots go  
down to the deepest, darkest levels of the national  
soil; in all its characters, and particularly in its  
antipathy to the dreams of man, it is thoroughly  
American."

H.L. Mencken  
"On Being an American"  
*Prejudices: Second Series*  
1922

\*\*\*

"Any man with a superior air, the intelligence of a  
stockbroker, and the resolution of a hat-check girl  
... can cadge enough money, in this glorious repub-  
lic of morons, to make life soft for him."

H.L. Mencken  
"On Being an American"  
*Prejudices: Third Series*  
1922

\*\*\*

"Here the business of getting a living, particularly  
since the war brought the loot of all Europe to the  
national stongbox, is enormously easier than it is in  
any other Christian land—so easy, in fact, that an  
educated and forehanded man who fails at it must  
actually make deliberate efforts to that end. Here the  
general average of intelligence, of knowledge, of  
competence, of integrity, of self-respect, of honor is  
so low that any man who knows his trade, does not  
fear ghosts, has read 50 good books, and practices  
the common decencies stands out as brilliantly as a  
wart on a bald head, and is thrown willy-nilly into a  
meager and exclusive aristocracy."

H.L. Mencken  
"On Being An American"  
*Prejudices: Third Series*  
1922

\*\*\*

"Self-preservation has replaced self-improvement as  
the goal of earthly existence. In a lawless, violent,  
and unpredictable society, in which the normal con-  
ditions of everyday life come to resemble those  
formerly confined to the underworld, men live by  
their wits... In earlier times, the self-made man  
took pride in his judgment of character and probity;  
today he anxiously scans the faces of his fellows not  
so as to evaluate their credit but in order to gauge  
their susceptibility to his own blandishments. He  
practices the classic arts of seduction and with the  
same indifference to moral niceties, hoping to win

Don't use

more than the oppressor: in absolute king has often great virtues, but the invariably servile. It is true that the courtiers do not say 'Sire,' or 'Your Majesty' without a difference. They distinguish the natural intelligence of the king; they do not debate the question of the virtues of their master is preeminent of admiration, for they assure him that all the virtues under heaven without exception, or without caring to acquire them, not give him their daughters and their children raised at his pleasure to the rank of nobility, but, by sacrificing their opinions, they themselves."

Alexis de Tocqueville  
*Democracy in America*  
1837

\*\*\*  
still, by virtue of its great Puritanism in the older sense of the word, an original land. Most lusts here are strongly checked by public opinion, by training and tradition. The love of acquisition has not been curbed but

H.G. Wells  
"The Future in America"  
1906

\*\*\*  
Modern Europeans have this delusion of autochthony in things badly enough, but with it seems to be almost fundamental. It is a part of the Cosmos, and they no more think of the sustaining causes of the progress than they would into the character of things hidden away from us in this great thing—  
"the officers alone know where."

H.G. Wells  
"The Future in America"  
1906

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The whole point about America so far as we know it. Even the villains are idealists."

T.H. White  
*America at Last*  
1968

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The American feels himself capable of being the author of his own religion."

Thornton Wilder  
*Atlantic Monthly*  
1957

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"The American Ideology is not to have an ideology."

Edmund Wilson  
Letter to William Faulkner  
1956

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"Just what is it America stands for? If she stands for one thing more than another, it is for the sovereignty of self-governing people."

President Woodrow Wilson  
Speech  
Jan. 27, 1916

\*\*\*  
"But a minute's thought might have shown you years ago—decades ago—that the United States of America was not in any real sense a Christian nation at all."

Philip Wylie  
*Generation of Vipers*  
1942

### Business, Economics and the Working World

"The want of solidarity between old and young [in work situations] seemed American. The young man [Adams himself] was required to impose himself, by the usual business methods, as a necessity on his elders, in order to compel them to buy him as an investment. As Adams felt it, he was in a manner expected to blackmail."

Henry Adams  
*The Education of Henry Adams*  
1907

\*\*\*  
"Among the things Americans invented or improved were the poker game, financial shenanigans, the art of stock exchange speculation, the rackets, and . . . ingenious petty swindles."

Luigi Barzini  
"Reflections 1972"  
1972

\*\*\*  
Very few imitators have understood that the secret of the United States' tremendous success is not merely technology, know-how, the work ethic, or speed. It was a spiritual wind that drove the Americans irresistibly ahead. Behind their compulsion to improve man's lot was at first an all-pervading religiousness, later the sense of duty, the submission to a God-given code of personal behavior, the acceptance

of a God-given task to accomplish and of all the necessary sacrifices."

Luigi Barzini  
*Harper's Magazine*  
December, 1981

\*\*\*  
[On the individual as part of the American economic structure]: "He is like that stone of which Spinoza speaks, which thinks it is rolling of its own accord, whereas, in fact, it is obeying the law of inertia."

Simone de Beauvoir  
*America Day by Day*  
1953

\*\*\*  
"In this country, success is commonly regarded as an exclusively American product, and it is advertised on matchbook covers and in the back pages of adventure magazines, accessible by way of a high-school education or a new truss. It is thought by some to have a distinctly bitter taste, not unlike a mouthful of dimes. But its smell is generally conceded to be sweet."

Stephen Birmingham  
*Holiday*  
March, 1961

\*\*\*  
"A foolish American myth has it that the rich and super-rich are entrepreneurial Daniel Boones who decry the restraints of government and, as rugged individualists, fare forth to wrest fame and fortune from other like-minded souls. With some notable exceptions nothing could be farther from the truth. In the main the rich are the clever and adroit who understand the purposes and functions of government and bend it to their purposes. Government becomes a device which they use to expand their fortunes, then hide behind to make certain their gains remain intact."

Harry M. Caudill  
*A Darkness at Dawn*  
1976

\*\*\*  
[A typical understanding of poverty during the Gilded Age]: "The number of the poor who are to be sympathized with is very small. To sympathize with a man whom God has punished for his sins, thus to help him when God would still continue a just punishment, is to do wrong. . . there is not a poor person in the United States who was not made poor by his own shortcomings."

Russell Conwell, minister and lecturer  
Lecture, "Acres of Diamonds"  
Late 1880s

AT A WASHINGTON party some years ago two well-known reformed lobbyists were comparing notes on how the five-percent business had fallen off. One asked the other, "How's business?"

"Well, you know how it is," said the other. "This business is like sex. When it's good, it's wonderful. When it's bad—it's pretty good."

—"Austine" in *St. Louis Globe-Democrat*

TWO BUSINESSMEN at lunch in luxurious restaurant: "No, Harry, let's go Dutch—you use your expense account and I'll use mine."

—Cartoon in *Punch*

AS UNIT MANAGER of a camera crew filming local color on New York's 42nd Street I noticed two stores across from each other, both displaying banners announcing big going-out-of-business sales. I asked the proprietor of one about it.

"That fellow across the street," he said, "is just going into the going-out-of-business business. In a month he will be going out of business! But we've been in the going-out-of-business business for ten years. We're successful because we have established a dependable going-out-of-business business reputation."

—Jack Dlugatch

"ONE OF THE most tactful men I ever knew," says a California manufacturer, "was the man who fired me from my very first job. He called me in and said, 'Son, I don't know how we're ever going to get along without you, but starting Monday we're going to try.'"

—Gene Sherman in *Los Angeles Times*

ONE MAN TO another: "We're a nonprofit organization. We didn't mean to be—but we are."

—Mike Connolly in *The Hollywood Reporter*

WHEN A MAN wrote to the B. F. Goodrich Co. asking for some information he added a warning note: "I don't want any advertising material—and no salesman." It was difficult to put the information into a letter, so the company ignored the warning and sent a salesman around to see him. The fellow didn't wait for an ex-

planation. "I told them," he said to the man.

The caller—a youngster just out of high school—sighed and replied, "No salesman as they've got." —Kennet

*Memo posted at the Pappas Refr*  
ALL EMPLOYEES. Due to increased cost in business, we find it necessary to inquire asking that somewhere between starting Periods, Coffee Breaks, Rest Periods, Vacation Planning and the reha grams, each employe endeavor to fi aside and known as the "Work Break

## Office Mottoes



SIGN under an office clock:  
"It's earlier than you think."

—*Efficiency Magazine*, London

IN THE research and development group of the Navy's Bureau of Air: "If it works, it's obsolete."

—Frederick C. Othman,  
United Feature Syndicate

IN A Navy office in the Pentagon: "If you can keep your head when all about you are

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THE TEEN-AGER wanted to borrow the family car on a foggy night to take his girl to a drive-in theater. "In this fog?" his father exclaimed. "Oh," explained the son, "we've already seen the movie."

—Motor Service

NUNNALLY JOHNSON, Hollywood screenwriter-producer, is fascinated with unusual names. Some time ago when someone referred to an actress named Giselle Werbishek Pffifle, he insisted on looking up her name in the telephone book and calling her himself. The ensuing dialogue went like this:

"Is this Miss Giselle Werbishek Pffifle?"

"Yes . . . ?"

"This is Nunnally Johnson."

"Who?"

"Nunnally Johnson. You don't remember me?"

"No, I don't believe I do."

"I'm sorry. I must have the wrong Giselle Werbishek Pffifle."

—Peggy McEvoy

IN A JOKE that has wriggled through the Iron Curtain an escaped Russian, newly arrived in Britain, watches newsreels, comedy skits and drama over television with great boredom. Then he switches to a different program and his eyes light up. "Now I feel at home," he exults. "Puppets!"

—Irving Hoffman in *Collier's*

THE SUN-BAKED cowboy swaggered into the saloon and through parched lips ordered the bartender to give his horse a bucket of his best whiskey.

"And what'll you have, stranger?" asked the bartender.

"Nothin'," shot back the dusty cowboy. "I'm drivin'!"

—J. C. Salak in *Laugh Book Magazine*

SAM LEVENSON tells of a large-scale real-estate enterprise whose president received an emergency phone call from his superintendent.

"A dreadful thing has happened," the superintendent reported.

"We sold our model house yesterday—and the whole house collapsed."

"How many times do I have to tell you?"  
"Don't take away the scaffolding until I get my paper!"

"I THOUGHT you were going to you."  
"It was postponed. The wife of the Supreme Potentate wouldn't let him."

TRYING to eclipse his brother's gift, a producer paid \$10,000 for an amazing mother on her birthday. The bird sang a grand opera. On the night of her birth, she danced. "What did you think of the bird?"  
"Delicious!" she said.

—Reginald Gardiner, *qu*

## Happy

A YOUNG executive in a New York City office deserved reputation as a wolf, and for a party firmly refused all his invitations. When she agreed to a dinner date on his birthday, he was amazed when, after dinner, she invited him for a "birthday drink," soon excused herself to go home. "Why don't you come in here," she said.  
He was greeted by a chorus singing "Happy Birthday"—and there stood the entire office staff.

DISTRAUGHT mother to group of children at a party: "There will be a special prize for the first!"

—Bill Y

AGER wanted to borrow the family car on a foggy day. His girl to a drive-in theater. "In this fog?" his father said. "Oh," explained the son, "we've already seen the fog."

—Motor Service

JOHNSON, Hollywood screenwriter-producer, is famous for his unusual names. Some time ago when someone asked him for the name of an actress named Giselle Werbishek Pfiffle, he insisted that she be listed in the telephone book and calling her by her name in the ensuing dialogue went like this:

"Giselle Werbishek Pfiffle?"

"Giselle Johnson."

"Giselle Johnson. You don't remember me?"

"I don't believe I do."

"I must have the wrong Giselle Werbishek Pfiffle."

—Peggy McEvoy

A man who has wriggled through the Iron Curtain and is now in Britain, watches newsreels, plays, and drama over television with great boredom. One day he switches to a different program and his eyes light up. "That's home," he exults. "Puppets!"

—Irving Hoffman in *Collier's*

A DUSTY cowboy swaggered into the saloon and through the door. He ordered the bartender to give his horse a bucket of water.

"Will you have, stranger?" asked the bartender.

The cowboy shot back the dusty cowboy. "I'm drivin'!"

—J. C. Salak in *Laugh Book Magazine*

A MAN tells of a large-scale real-estate enterprise that recently received an emergency phone call from his superintendent.

"What's the matter? What thing has happened," the superintendent reported.

"We sold our model house yesterday, took away the scaffolding—and the whole house collapsed."

"How many times do I have to tell you?" shouted the president. "Don't take away the scaffolding until you've put up the wallpaper!"

—Leonard Lyons

"I THOUGHT you were going to your lodge meeting?"

"It was postponed. The wife of the Grand Exalted Invincible Supreme Potentate wouldn't let him out tonight."

—General Features Corp.

TRYING TO eclipse his brother's gift of a Cadillac, a Hollywood producer paid \$10,000 for an amazing mynah bird to give his mother on her birthday. The bird spoke 11 languages and sang grand opera. On the night of her birthday he called her long distance. "What did you think of the bird, Mama?" he asked.

"Delicious!" she said.

—Reginald Gardiner, quoted by Earl Wilson, Hall Syndicate

A YOUNG executive in a New York advertising agency had a well-deserved reputation as a wolf, and for several months a new secretary firmly refused all his invitations. So he was surprised when she agreed to a dinner date on his birthday. He was even more amazed when, after dinner, she invited him up to her apartment for a "birthday drink," soon excused herself to change into something more comfortable. When she called through the closed door, "Why don't you come in here, John?" he walked in.

He was greeted by a chorus singing, "Happy Birthday to You"—and there stood the entire office staff.

A DISTRAUGHT mother to a group of wild children at a birthday party: "There will be a special prize for the one who goes home first!"

—Bill Yates cartoon in *Ladies' Home Journal*

## They Got the Job

★ THERE WERE some star writers working for the *Denver Post* when Damon Runyon applied there for a job. Like aspiring youngsters the world over, he sat in an outer office twirling a hat in his hand completely at the mercy of an office boy who carried his vital request to the busy editor. The kid, not even getting the name right, told his boss, "It's a fellow named Ranyan, or somethin' like that."

The boss took a dim view. "Well, tell him to send in his card," he growled.

The boy came back with the message. Runyon had no card, but he was resourceful right from the start. He reached into his pocket and pulled out a deck of cards, carefully extracted an ace and said, "Give him that!"

He got in—and he got his job!

—Tom O'Reilly in *New York Times*

★ THE PEERLESS Weighing and Vending Machine Corp. of Long Island, N. Y., whose scales dispense the date, your weight and character for one cent, advertised for a sales executive to head its East Coast staff. One applicant stated in his letter: "I am clever, intelligent, diplomatic, tactful, loyal, enterprising, persevering, resourceful, trustworthy and ambitious." He clinched the job by attaching ten Peerless cards attesting to these virtues as his evidence.

—Mort Weisinger in *This Week Magazine*

EAGER TO work for TV manager Ted Cott, Dick Firestone once rented a homing pigeon, attached a capsule to one of its legs, had it delivered to Cott by messenger. In the capsule Cott found a note from Firestone asking for a job, and an application blank with two choices: "(1) I would like to interview you on \_\_\_\_\_ o'clock" and "(2) I think you are inane, presumptuous and completely odious and will not interview you under any circumstances." Firestone got his interview—and the job.

—James A. Linen in *Time*



## Daft Definitions

**Propaganda:** Baloney disguised as good thought.

—*Cincinnati Enquirer*

**Four-year-old's definition of nursery school:** A place where you try to teach children who hit, not to hit; and children who don't hit, to hit back.

—Mrs. M. S. N. in *Parents' Magazine*

**Courteous man:** A man who is always as nice as he sometimes is.

—Evan Esar, *Register and Tribune Syndicate*

**America:** The wonderful land where it's trashy to sit on the back of your undershirt but grateful for your living if you've got nothing but your shorts.

—Bill Vaughan, *Bell Syndicate*

**Political economy:** Two words that should be divorced on grounds of incompatibility.

—*The Wall Street Journal*

**Confidence:** The cocky feeling you have just before you know better.

—Galen Drake, *CBS*

**Science:** An orderment of what at the risk of being facts.

—Quoted in *Reserve*

**Die-hard:** A man who stands on the very ground his feet are on.

—Bill Stern in *Ladies' Home Journal*

**Husband:** A man who gives you more than he gives himself up at the office.

**Flashlight:** A candle that carries dead batteries.

**Committee:** A group of people appointed by someone to do the unnecessary.

—Victor Riesel

**Optimist:** A man who feels the dinner dishes are more like the morning.

**Ulcers:** The result of climbing over a fence.

—*Time*

**Philosophical attitude:** Assumed directly involuntarily.

**Vacation:** A period of time which people stay away from.

**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]*

**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

will also rec  
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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]*

confirmed his somber views on the human condition. "There they are cutting each other's throats, because one half of them prefer hiring their servants for life, and the other by the hour."

4 Commenting on the marriage of Thomas and Jane Welsh Carlyle, a mutual acquaintance suggested to Tennyson that it was a pity because with anybody else each might have been quite happy. Tennyson disagreed: "By any other arrangement *four* people would have been unhappy instead of two."

5 Carlyle was among those who used to provide financial aid to Leigh Hunt, who was notoriously careless about money. (He suggested the character of Harold Skimpole to Charles Dickens when the latter was writing *Bleak House*.) A friend calling on Carlyle, who was not rich himself at that time, noticed two gold sovereigns lying on the mantel and inquired what they were for. Carlyle tried to fob him off with an evasive answer, but his visitor persisted. "Well," said Carlyle reluctantly, "the fact is, Leigh Hunt likes better to find them there than that I should give them to him."



**CARNEGIE, Andrew (1835–1919),** *Scottish-born US businessman and philanthropist. He considered that the rich had a responsibility toward society, a view put forward in his book The Gospel of Wealth (1900). He provided capital for numerous social and educational projects, including many libraries.*

1 Andrew Carnegie was a generous supporter of the New York Philharmonic Society, meeting its annual deficits in its early years. One year the society's secretary came as usual to Carnegie's mansion, this time requesting a subvention of \$60,000. Carnegie was just about to sign the check when he paused and said, "No, I've changed my mind. Surely there are other people who like music enough to help with their own money." He then told the secretary to go out and raise half the necessary amount, promising to match it with the other half when this had been done.

The following day the secretary was back at the Carnegie mansion, announcing that he had raised the requisite money. Carnegie commended the man's enterprise and wrote out

and signed his check for \$30,000. As he handed it over he said, "Would you mind telling me who gave you the other half?"

"Not at all. Mrs. Carnegie."

2 Carnegie did not marry until he was fifty-one, although in earlier years he had sought the company of various eligible girls. When one of these married a rival, he said complacently, "If anybody in the world can win her, I don't want her."

3 A fervent socialist, visiting Carnegie, spoke at some length about the evils of capitalism and the need for the fair distribution of wealth. Carnegie called his secretary and asked for two figures: the total value of his assets and possessions, and the latest estimate of the world population. After a simple calculation he instructed his secretary: "Give this gentleman sixteen cents. That's his share of my wealth."

4 Questioning Frank Doubleday about the publishing business, Carnegie asked bluntly, "How much did you make last month?" Doubleday tried to dodge the question, explaining that publishing profits could not be calculated on a month-to-month basis. Carnegie was unimpressed. "Frank," he said, "I'd get out of it."



**CAROL II (1893–1953),** *king of Rumania (1930–40). After divorcing Mme Zizi Lambriano, with whom he had contracted a morganatic marriage in 1917, he married Princess Helen of Greece. In 1925 he renounced his right of succession to the throne in favor of their son Michael, and went to live in Paris with Mme Magda Lupescu. In 1930 he flew back to Rumania and replaced his son as king. Driven from the throne by the Germans, he spent the rest of his life in exile with Mme Lupescu.*

1 While in exile King Carol told his friend, the British diplomat Sir Robert Bruce Lockhart, that during his reign he had selected fourteen of the brightest Rumanians for special training in the government service. He sent seven to England and seven to the United States, to study their political and economic systems. "The seven who went to England were very smart — they all achieved great success in the government in Bucharest," said Carol.

"What about the se States?" asked Lockhart.

"They were even sm."

"They stayed there."



**CAROLINE, Duchesse (Italian wife of Charles Fe (1778–1820), son of Cha husband was assassinate him a posthumous son of French royalists were cen was exiled (1830).**

1 The Duc de Berri was a fact to which his wife w 1820 she was visited by women from Nantes, all of with child by the duke. Th of her household how long at Nantes. "A week, mada "Ah, then in that case, sighed the duchess.



**CAROLINE of Ansbach (George II, king of Great 1 (1727–60), whom she marr**

1 Queen Caroline went to of portraits of English roy Jonathan Richardson. She of the plain-looking Cromv Charles I and Charles II. To "Surely that personage is no "No, madam," replied R no king, but it is good for l among them as a memento."

2 Though George II was no ful to Queen Caroline and ke tresses, when she lay on her sincerely grieved and sat we queen begged him to marry a replied through his tears, "No tresses."

"Ah, that need not hinder y Caroline.



**CAROLINE of Brunswick (1 of King George IV of Britain. her and from 1796 they lived a tious conduct provoked the sc**

**HOOVER, Herbert** (1874–1964), *US statesman; 31st president of the United States (1929–33). Following a career as a mining engineer, Hoover supervised relief measures in Europe after World War I. Shortly after he became president, the collapse of the stock exchange led to the Great Depression of the 1930s. This made Hoover's election promises about prosperity ring very hollow.*

1 Hoover lamented to former President Calvin Coolidge that his attempts to promote economic recovery seemed to be making little impact and that his critics were becoming increasingly angry. "You can't expect to see calves running in the field the day after you put the bull to the cows," said Coolidge soothingly. "No, but I would at least expect to see contented cows," replied the unhappy president.

2 During the Boxer Rebellion Hoover had been in China. In later years his campaign managers wanted to boost his political image by describing in dramatic terms an incident during which Hoover had rescued a Chinese child trapped by gunfire. Hoover read the draft of the story, then threw it into the wastebasket. "You can't make a Teddy Roosevelt out of me," he said.

3 Hoover's caution in speaking was sometimes attributed to his Quaker upbringing. On a train journey a traveling companion remarked to Hoover that sheep in a field they were passing had been sheared. Hoover looked and then said, "Well, on this side, anyway."

(This anecdote is also told of Calvin Coolidge and Cordell Hull, among others.)

4 An autograph collector sent a request to President Hoover asking for three signatures; he explained that he wanted one for himself and two to trade for one of Babe Ruth's since "it takes two of yours to get one of Babe Ruth's." Hoover, amused, obliged with three signatures.

(For Babe Ruth's view of the relative values of himself and President Hoover, see **BABE RUTH** 1. The anecdote is also told of others.)

5 After suffering some particularly torrid criticism, Hoover pointed from the South

Portico of the White House toward the Washington Monument and said, "This, apparently, is the only stable thing in my administration."



**HOPE, Bob** [Leslie Townes] (1903– ), *US comedian. He also appeared in many films, including Road to Singapore (1940), the first of a series of "Road to . . ." films with Bing Crosby and Dorothy Lamour; The Paleface (1948); and The Facts of Life (1960).*

1 On a show one evening, Hope cracked the classic joke about theatrical accommodations: "The hotel room where I'm staying is so small that the rats are round-shouldered." The hotel proprietor was not amused, however, and threatened to sue for damages. Hope agreed to take back the remark. At the beginning of his next show he announced: "I'm sorry I said that the rats in that hotel were round-shouldered. They're not."



**HORNE, Lena** (1917– ), *US black singer and entertainer.*

1 (Al Duckett, a freelance journalist during World War II, recounts the following story about Lena Horne.)

"She had been sent to a camp in the south to entertain the troops. She was scheduled to do a performance for the white troops and a separate performance for the black troops and the German prisoners of war. When I was in the service in Fort Dix, the German prisoners would be in the mess line with black troops and you'd have a separate line for white troops. Lena entertained the blacks and the German prisoners and then she left."



**HOROWITZ, Vladimir** (1904– ), *Russian-born pianist who settled in the United States after 1940.*

1 As a young pianist Horowitz was shocked by the advice he was given by Artur Schnabel: "When a piece gets difficult, make faces."

2 Horowitz was to perform at Chicago after a long absence from the public stage. Frank Mohr, the chief concert technician of Steinway

and Sons, was given the piano was in to the best of his relax until Hor rendering of his tom, the pianist this occasion did moned backstage exclaimed Horow piano stool is far enquired as to the Horowitz held up forefinger about a

3 Horowitz occurred the English language Hoover, wife of United States, Herl said courteously, "

**HORTHY DE** (1868–1957), *Hungarian. After the collapse of the Austro-Hungarian Empire, he served as admiral. After World War I, Admiral Horthy was appointed regent of Hungary. He maintained a precarious balance between the Communist and Nazi Germany until 1944 for attempting to prevent the advancing Russians.*

1 Admiral Horthy a to the concept of the Austro-Hungarian axis mutable in his youth. I were the target of ma on a hunting party I which someone told h An eagle? I always the heads!" he is reputed t (The two-headed ea the Hapsburg mona

**HORTON, Edward** *American film and stage actor.*

1 Recalling numerous Springtime for Henry, Horton said one partic bridge's Brattle Theater ory. The show, a benefi getting the usual laughs

open this tomb and take as much as he  
 needs, but only if he really is in need of it."  
 James, although he had no genuine need for  
 the money, thought it a shame that such riches  
 should go to waste. He had the tomb opened,  
 only to find no money there at all. Beside the  
 body of the queen, however, was a second  
 message: "If you had not been greedy of gold  
 and fond of base gain, you would not have  
 thought of ransacking the graves of the de-  
 parted."



**DARROW, Clarence Seward** (1857–1938),  
*US lawyer renowned for his conduct of labor  
 litigation and murder cases.*

1 Reporters would on occasion tease the en-  
 ergetic and hard-working Darrow about his dis-  
 sheveled appearance. Darrow retorted, "I go to  
 a better tailor than any of you and pay more for  
 my clothes. The only difference is that you  
 probably don't sleep in yours."

2 A female client whose legal problems Dar-  
 row had solved burred, "How can I ever show  
 my appreciation, Mr. Darrow?"

"Ever since the Phoenicians invented  
 money," replied Darrow, "there has been only  
 one answer to that question."

3 In 1925 Darrow defended John T. Scopes  
 of Tennessee, tried for teaching the theory of  
 evolution. The prosecution attempted to dis-  
 credit Darrow by labeling him an agnostic. He  
 replied, "I do not consider it an insult but  
 rather a compliment to be called an agnostic. I  
 do not pretend to know where many ignorant  
 men are sure."

4 After a speaking engagement at a Women's  
 Club meeting, Darrow was cornered by a cou-  
 ple of ladies who wanted to discuss birth con-  
 trol. One asked him what he thought of birth  
 control for the masses. "My dear lady," replied  
 Darrow, "whenever I hear people advocating  
 birth control, I always remember that I was the  
 fifth child."

5 Darrow was being interviewed for a maga-  
 zine article on the reasons given by prominent  
 men for their success. "Most of the men I've  
 spoken to so far attribute their success to hard  
 work," said the interviewer.

"I guess that applies to me, too," said Dar-  
 row. "I was brought up on a farm. One very hot  
 day I was distributing and packing down the  
 hay which a stacker was constantly dumping  
 on top of me. By noon I was completely ex-  
 hausted. That afternoon I left the farm, never  
 to return, and I haven't done a day of hard  
 work since."



**DARWIN, Charles Robert** (1809–82), *British  
 naturalist. Moving from the study of medicine  
 and theology, Darwin became interested in cur-  
 rent theories explaining the diversity of animal  
 species, living and extinct. His observations  
 during the famous Beagle voyage (1831–36) led  
 him to conclude that living things evolve by a  
 process of natural selection. In 1859 Darwin's  
 On the Origin of Species appeared. Years of  
 bitter controversy with the church ensued, for  
 Darwinism was seen as a threat to orthodox  
 Christian belief in biblical creationism. The  
 controversy was intensified in 1871 when The  
 Descent of Man applied Darwin's theories to  
 human beings.*

1 Darwin spent the eight years from 1846 to  
 1854 in a detailed study of barnacles. At one  
 time there were no fewer than 10,000 barnacles  
 in the house. His children accepted their pres-  
 ence as a part of normal life. One of Darwin's  
 sons, on a visit to a friend's house, once in-  
 quired of the other boy where his father "did  
 his barnacles."

2 Emma Darwin, though a loving wife, did  
 not share Darwin's enthusiasm for his work,  
 nor did she pretend to find his experiments  
 interesting. One day she accompanied him to a  
 scientific lecture, during the course of which he  
 turned to her and said, "I am afraid this must be  
 very wearisome to you."

"Not more than all the rest," she replied  
 politely.

3 Charles Darwin was standing near the hip-  
 popotamus cage at the zoo one day when he  
 overheard a little boy and girl talking. The hip-  
 popotamus had closed its eyes for a minute.  
 "That bird's dead," said the little girl. "Come  
 along."



**DARWIN, Erasmus** (1731–1802), *British poet  
 and physician, grandfather of Charles Darwin.*

"Americans seem to consider it their God-given right to do anything they have the ability to do."

Wolf Von Eckhardt  
*Washington Post*  
July 4, 1976

\* \* \*

"The essential factor in the destiny of a nation, as of a man and of mankind, lies in the form of its will and in the quality and quantity of its will. . . . The Americans of the United States are a people of great individual force of will; the clear strong faces of many young Americans, something almost Roman in the faces of their statesmen and politicians, a distinctive quality I detect in such Americans as I have met, a quality of sharply-cut determination even though it be only about the details and secondary things that one must rouse oneself to meet, inclines me to give a provisional credit to that; but how far does all this possible will-force aggregate to a great national purpose?—What algebraically does it add up to when this and that have cancelled each other? That may be a different thing altogether."

H.G. Wells  
"The Future in America"  
1906

\* \* \*

"Other states indicate themselves in their deputies—but the genius of the United States is not best or most in its executives or legislatures, nor in its ambassadors or authors, or colleges or churches or parlors, nor even in its newspapers or inventors—but almost most in the common people, south, north, west, east, in all its states, through all its mighty amplitude."

Walt Whitman  
*Leaves of Grass*  
1855

\* \* \*

"They did not only leave the Old World, they repudiated it. Americans start from scratch."

Thornton Wilder  
*Atlantic Monthly*  
August, 1952

\* \* \*

"Place and environment are but *decor* to his [the American's] journey."

Thornton Wilder  
*Atlantic Monthly*  
August, 1952

Culture

"American muse, whose strong and diverse heart, So many men have tried to understand,

But only made it smaller with their art,  
Because you are as various as your land."

Stephen Vincent Benet  
*John Brown's Body*  
1928

\* \* \*

"But when the last moonshiner buys his radio,  
And the last, lost, wild-rabbit of a girl  
Is civilized with a mail-order dress,  
Something will pass that was American  
And all the movies will not bring it back."

Stephen Vincent Benet  
*John Brown's Body*  
1928

\* \* \*

"We find that in our nation of Consumption Communities and emphasis on Gross National Product (GNP) and growth rates, advertising has become the heart of the folk culture and even its very prototype. And as we have seen, American advertising shows many characteristics of the folk culture of other societies: repetition, a plain style, hyperbole and tall talk, folk verse, and folk music. . . . The characteristic folk culture of our society is a creature of advertising, and in a sense it is advertising."

Daniel Boorstin  
*Democracy and Its Discontents*  
1974

\* \* \*

"We might argue that one of the tests of a civilization is the gastronomical and wine test, that France, with 400 wines and 300 cheeses, is much more civilized than the United States, with about 10 wines and three cheeses."

Henry Steele Commager  
Quoted by John Garraty  
*American Heritage*  
February, 1970

\* \* \*

"In America only the successful writer is important."

Geoffrey Cottrell  
*New York Journal-American*  
Sept. 22, 1961

\* \* \*

"Nowhere in the world are there comics as good as yours."

Hong Kong news dealer  
Quoted by Norman Cousins  
"They Love Us for the Wrong Reasons"  
1952

\* \* \*

"You can learn more about America by watching one half hour of [TV show] 'Let's Make a Deal' than you

not get from watching Walt  
[and Norman] for a month."  
Monty H.

\* \*

"The casual view of America  
forgiven if on his first exp  
concluded he had arrived  
society by neurotics, hypoch  
pated."

\* \*

"If the picturesque were be  
the earth, I think the idea  
typical American breast."

\* \*

"Optimists among us have c  
recent years, that the Unite  
level of intellectual maturity  
will no longer tolerate atten  
themselves up as censors of  
ture and the arts are concern

\* \*

"Twentieth-century America  
the most extraordinary capac  
world has ever seen. And  
called the score properly on  
novel as a literary creation d  
in active relationships, and t  
one despair something. The  
Americans were supposed  
don't know anyone who doe  
anxiety and foreboding bec  
mosities of our time."

\* \* \*

"The first step of an Ame  
literary career was to pretenc

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\* \* \*

[On the loss of American ]

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Fact Checked  
Latest Draft  
9/23

Hinchliffe/Nix  
September 20, 1991  
Draft Three

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

Acknowledgements so far → Pat Gaiki & Gee Mosbacher

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 minority business. 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

MBD  
Week Fact  
Sheet

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.

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 unrestricted, individual 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, Richard Chang left the safe haven of academia, 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!]]

Where's modifier?



insulting

CHANGE

Self founded EC 11 years ago  
Didn't leave academe til 1985  
Per SPA's Edsall Brown

er

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

SBA Bio  
SBA Bio

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 Section 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 39 million dollars.

CHANGE

SBA Bio

Hasn't he overcome?

Raymond Haysbert persevered for nearly 40 years in his quest to overcome resistance to minority enterprise. But he knew he could do it. He 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 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.

- wording

CHANGE

Bio

Bio

Bio

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.

Bio

Roadblocks surrounded Gae. Doubters accosted her. But she knew what she wanted, and she got it.

CHANGE

She shaped her vision by naming her company Shingobee [[SHIN-go-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.

Shingobee  
SBA  
For Ms Veit  
Bio

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 minority young people the chance to meet successful minority 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.

# # #

Biggest Fact Sheet

New Dictionary Book of Quotes Pg 283 Feb 1899

No volunteer mentioned

To Michelle

Date \_\_\_\_\_ Time 8:30

**WHILE YOU WERE OUT**

M Claire

of X 2800

Phone \_\_\_\_\_

Area Code                  Number                  Extension

TELEPHONED		PLEASE CALL	<input checked="" type="checkbox"/>
CALLED TO SEE YOU		WILL CALL AGAIN	<input type="checkbox"/>
WANTS TO SEE YOU		URGENT	<input type="checkbox"/>

RETURNED YOUR CALL

Message \_\_\_\_\_

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*Dan*

Operator

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

September 25, 1991

REMARKS BY THE PRESIDENT  
DURING AWARDS CEREMONY  
FOR MINORITY BUSINESS DEVELOPMENT WEEK

The East Room

11:31 A.M. EDT

THE PRESIDENT: Thank you all very, very much. Please be seated and welcome to the East Room. And particularly, welcome to our Secretary, Bob Mosbacher; our SBA Administrator Pat Saiki right behind me here. I want to single out Maurice Stans who, years ago, took the real national leadership role in the minority enterprise approach that brings us together today. (Applause.) And I also want to thank two leaders of the Congress with us today, John LaFalce and Andy Ireland, who have been in the forefront of all of this for a long, long time.

I'm proud to take part again in this special week, as we turn 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." And 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. (Applause.)

And second, a strong and vibrant economy holds the key to our future as a nation. And if we don't produce new products and opportunities, and if we don't give people of modest means a chance to become wealthy by virtue of their boldness and diligence and genius, then we lose the very foundation of democracy. And our lives degenerate into a scramble for scarce goods, rather than in a march towards a better future.

Our free enterprise system cannot survive without the full participation of all racial and ethnic groups. And it cannot survive if it offers opportunity to some and not to others. And it can't survive if it doesn't 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 are also forms of public service: They address people's needs; they draw upon individual's abilities; they provide role models for youngsters who too often draw their conclusions about life from television shows of brash hoods out on the street.

And your role in giving incentive to minority young people, and indeed all the youth of our country, simply cannot be overestimated. You're 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, incidentally, of our America 2000 Education Initiative. We rejoice that so much of our world now believes in free enterprise and the kind of enterprise demonstrated by the people that we honor here today.

MORE

These awards celebrate the American spirit -- a spirit that looks past obstacles and challenges, identifies goals and then 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. It occurs to me that if he now could produce a system that would enable parents to understand their kids -- (laughter) -- he would be taking things a quantum leap forward. (Laughter.) But in any event, Eastern Computers today employs nearly 350 people. It generated sales of \$34 million last year.

Hugh Brown had an idea for a technical engineering service company and he said: I can do it. And with the help from SBA -- its 8(A) program -- he did more than compete. He found his own place in our competitive economy, and today BAMSI employs more than 1,300 people and its sales last year exceed \$84 million.

Raymond Haysbert had to overcome resistance to minority enterprise. He knew he could do it. And over the past 40 years, he has transformed H. G. Parks into a household name. Kids across the country call "More Park sausages, please." -- (laughter) -- thus proving that his customers even have good manners. (Laughter.) His company consistently ranks within the top 100 black-owned businesses in America. Its sales under his leadership have risen from \$30,000 a year to more than \$36 million, and that's a great success story.

Gae Veit said: I can do it. In a business in which women form a significant minority, the construction industry. You see, she set out to create her own construction firm back in 1982. And roadblocks surrounded Gae. The doubters accosted her, but she knew what she wanted, fought for it, and got it. And she shaped her vision by naming her company Shingobee, which means beautiful evergreen tree in her Sioux language. And Gae's beautiful evergreen tree has grown from a small sapling into a thing to behold -- a company that expects to do more than \$10 million worth of business this year. These winners and many more like them show that all you need to make a difference in America is a fair shot at it; a fair chance. And 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 a 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 -- and here's the highest compliment of all -- maybe one day they'll become your competition.

Each leader here today and others across this land bear witness by their presence to the truth of the statement that William Jennings Bryant made nearly one hundred years ago, "Destiny is not a matter of chance, it is a matter of choice. It's not a thing to be waited for, it's a thing to be achieved." And you've proven all of that.

So, thank you, congratulations to the winners, congratulations to all of you, and may God bless the United States. Thank you very much.

END

11:39 A.M. EDT