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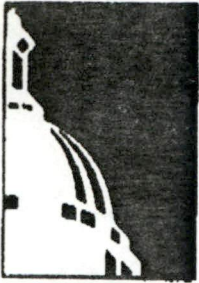
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Record Group/Collection: George H.W. Bush Presidential Records
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Folder Title:
Small Business Council 2/5/92 [OA 7567] [1]

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SMALL BUSINESS
LEGISLATIVE
COUNCIL

January 31, 1992

TO: Carol Aarhus

FROM: John S. Satagaj

RE: Small Business Owners

Here's some names and ideas for the President's Speech.

*L.W. Locke (goes by "L.W."), Enfield, NC - independent petroleum marketer

Acquired a site for a convenience store/gasoline station in Knightsdale, NC two years ago. Did not build because of the down turn and did not expect to start this year. Says the President's package would change his mind.

It is an approximately \$1 million investment. The ITA would enable him to buy fixtures for the store, gas pumps and fuel storage tanks (a big ticket item). A bio is appended. Environmental regulation also a big issue.

*Robert J. Buchert (Jay), American Heritage Construction and Development Corporation. Cincinnati, OH Home Builder - the president's proposal has a lot for him.

Richard A. Denman, Sussex, NJ - Campground Owner. Bio and business information attached. If individuals feel better about the economy will get tourism going again.

Hugh Schmieder, Brookshire, TX, Owns and Operates Truck Stops. Capital gains, passive losses, credit crunch, environmental regulation. Information appended.

*Alex Doyle, President of Micro Machining, Baltimore, MD. Precision machining, producing component parts that require high precision tolerances for manufacturers in electronics, medical, avionics. Big on ITA and capital gains, "Staying competitive" - The President's efforts in education, trade, training, and tax policy will help do it.

*I think might have the strongest stories

Carol: I have two more that I am working on, a printer and a helicopter owner. I will fax them over when I get them. Hope this helps.



PETROLEUM
MARKETERS
ASSOCIATION OF
AMERICA

1120 VERMONT AVE. NW
SUITE 1120
WASHINGTON, DC 20005
(202) 331-1198

NEWS

RELEASE

Contact: David L. Morehead
(202) 331-1198

For Immediate Release

L.W. LOCKE NAMED PRESIDENT OF PMAA

WASHINGTON, D.C., November 15, 1991--L.W. Locke, president of Enfield, NC-based Eastern Petroleum Corp., has been named president of the Petroleum Marketers Association of America (PMAA) for the 1992 term. Eastern Petroleum Corp. is a diversified petroleum distributorship whose operations include retail and wholesale petroleum sales, convenience store operations, and a variety of other petroleum industry-related activities.

PMAA is the national association representing the nation's independent petroleum marketers. It is a federation of 44 state and regional petroleum marketing associations, representing nearly 11,000 independent petroleum marketers nationwide. Collectively, those marketers sell approximately 50 percent of the gasoline, 75 percent of the home heating oil, and 60 percent of the diesel fuel sold in this country each year.

Independent petroleum marketers are not "Big Oil". While they may obtain and sell their product under the brand name of a major oil company, they are generally not involved in production or refining. The majority of independent petroleum marketers are small, often family-owned businesses.

L.W. Locke is a classic example of an independent petroleum marketer. After obtaining a B.S. Degree in Agricultural Engineering from North Carolina State University, he served in the United States Army. His real interest, however, was in private enterprise and in being his own boss, and that led him to the oil business.

Eastern Petroleum Corp. had its humble beginnings in 1956, where L.W. began his small petroleum distributorship in a rented 8' by 10' room in the back of a service station, and it was there that he learned about the business of petroleum marketing. He

learned it well. What began as Enfield Oil Co., a small "shoestring" petroleum wholesaler, has today grown into Eastern

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Petroleum Corp., a full-line petroleum distributorship which sells a diversified range of products under the brand names of Phillips 66, BP Oil, and Shell. Its retail operations include service stations, convenience stores, and home heating oil sales, and its wholesale activities include bulk sales of motor fuels, heating oil, diesel fuel, lubricants and other petroleum products to wholesale and commercial accounts, as well as to farm accounts. The company's market area includes several counties in the eastern portion of North Carolina, and it employs more than 90 people.

In keeping with the family business tradition so much a part of the independent petroleum marketing industry, L.W.'s daughter, Audrey Locke Shearin, a 1987 graduate of Meredith College, is actively involved in the company and is in charge of the firm's convenience store operations.

Despite his extensive involvement in the petroleum industry, L.W. has made time to serve his community. He is currently a member of the Board of Directors of the Enfield Savings and Loan Association and the Centura Bank local board, and he is a past board member of several organizations, including the North Carolina State Alumni Association, Halifax Memorial Hospital, the Enfield Chamber of Commerce, and the Enfield Red Cross. He also remains active in the North Carolina Petroleum Marketers Association, and is a past president of that group.

Withdrawal/Redaction Sheet (George Bush Library)

Document No. and Type	Subject/Title of Document	Date	Restriction	Class.
01. Fax	Personal information, re: Hugh D. Schmieder and Robert J. Buchert. (1 pp.)	01/31/92	P-6, (b)(6)	

Collection:

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Office: Speechwriting, White House Office of
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File Location: Small Business Council 2/5/92 [1]

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RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P-1 National Security Classified Information [(a)(1) of the PRA]
- P-2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P-3 Release would violate a Federal statute [(a)(3) of the PRA]
- P-4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P-5 Release would disclose confidential advise between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P-6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

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JUL 31 1992 07:50AM N.J. O.C.M.I.

P.01 P.2/1



Pleasant Acres

Farm Campground Inc.

R.D. #1, Box 911

Sussex, N.J. 07461-9512

Richard A. Denman
President / General Manager

PHONE (201) 875-4166
FAX (201) 702-1551

To : David Gorin, NCOA
Via : FAX (703) 481-9661
Re : Information Requested

RICHARD A. DENMAN owns and operates Pleasant Acres Farm Campground in Sussex, N.J. He is 32 years old and is married with two children. Richard has a bachelor's degree in business administration. He has served as the Executive Director of the New Jersey Campground Owners Association, and on the Board of Directors of the National Campground Owners Association.

PLEASANT ACRES FARM CAMPGROUND is an RV resort campground on a 300 acre farm in the rural countryside of northwest New Jersey. They offer a country living experience to families from the New York City area, who might not otherwise have the opportunity to try such things as catching a pig or milking a cow. Pleasant Acres has 300 campsites which may be rented on a daily or weekly basis or for the entire summer. RV sales and service are also offered at the campground.

The business has been owned and operated by the Denman family since they started it over 20 years ago. It now maintains 5 full time employees year round, with a summer workforce of about 20 full and part timers. Gross receipts for the year run around \$1 million.



SMALL BUSINESS
LEGISLATIVE
COUNCIL

January 31, 1992

TO: Carol Aarhus
FROM: John S. Satagaj
RE: Printer

Here's the name for the regulatory pitch. Robert E. Murphy, President of JAPS-OLSON, Minneapolis, MN He owns a printing company. He is being strangled by regulations like EPA's clean air and hazardous waste disposal rules, OSHA's Hazardous Communication Standard and more. Just for your information, he is what we would describe as a larger small business. He has approximately 250 employees. We consider him small and printers are great examples, unfortunately, of what overregulation is all about.

1:00 P.M. NEWS UPDATE

SMALL BUSINESS COUNCIL (Harry Rosenthal, AP) -- President Bush urged a small-business group to help him use "a rifle-shot approach to stimulate this economy" as he proposed in his recovery program. Bush was introduced to the Small Business Legislative Council as the businessman's "most effective advocate" in Washington and his speech was applauded repeatedly.

(Thomas Ferraro, UPI) -- President Bush, battered by criticism and doubt, forcefully called on Congress to quickly pass his economic growth package so "we can start a new American economic revolution." Before addressing the Small Business Council, Bush conferred with GOP congressional leaders about his economic rescue plan, as well as the comprehensive health program that he was to unveil Thursday. Speaking with reporters afterward, Sen. Gramm and Rep. Gingrich said Bush would veto Rep. Rostenkowski's proposed tax hike on the rich, and accused the House chairman of promoting "class warfare."

PRODUCTIVITY (UPI) -- The productivity of U.S. non-farm workers rose 1.1% in the fourth quarter of 1991, the fourth consecutive quarterly increase, the Labor Department said. For the year, productivity was up 0.2%, the Labor Department said.

EDUCATION (Reuter) -- Students in countries where more is demanded of them in science and math do better in those subjects than do American children, a study said. According to the 1991 study, which was funded by U.S. Department of Education and the National Science Foundation, American students did no better than third or fourth in science and math tests in the 20-nation study.

HAITI (AP) -- The Coast Guard temporarily halted the repatriation of Haitian refugees at the request of the Haitian government but will resume the program on Thursday, U.S. officials said. The anonymous officials said Haitian authorities asked for the delay on grounds they could not assimilate large numbers of refugees at one time.

SADDAM/ISRAEL (Strasbourg/Reuter) -- Israeli President Chaim Herzog said miscalculation by President Bush was responsible for Saddam retaining power in Iraq. Herzog told the Council of Europe's parliamentary assembly that Western leaders did not understand the Middle East. "After the vital, very important and courageous military moves instigated under President Bush's leadership on Iraq came the miscalculation of the timing of the cessation of hostilities...which enabled that monster Saddam Hussein to survive," Herzog said.

START (AP) -- Sen. Biden warned that unless an arms control pact with the former Soviet Union is quickly updated the Pentagon would find ways to retain nuclear warheads no longer needed to defend the U.S. Biden, at a Senate Foreign Relations Committee hearing, asked Secretary Baker why the Senate should ratify START when Presidents Bush and Yeltsin have since called for far deeper reductions in nuclear warheads. Baker urged the Senate to ratify the START treaty, saying it took 10 years to conclude and should be "locked in" even before he goes to Moscow for arms talks Feb. 15-16.

-more-

MIDEAST TALKS (Jerusalem/AP) -- Secretary Baker has asked Israelis and Palestinians to resume peace talks on Feb. 24 in Washington, leaders in both camps said. The date initially mentioned was Feb. 10, but Baker wanted the talks postponed until after he returns from trips abroad so he can be present for what is expected to be a tough session, an Israeli government official said. Israeli newspapers said Baker planned to take an active role this time, offering compromise proposals to keep the talks on track.

(Beirut/UPI) -- Lebanon is to resume its participation in the next round of bilateral peace negotiations, ambassador to Lebanon Ryan Crocker announced. "The Foreign Minister [Fares Boueiz] made it clear that Lebanon is determined to continue this participation, and we think it is very important and we welcome it," Crocker told reporters.

VEHICLE SALES (Detroit/AP) -- Sales of domestically made vehicles rose 16.9% late last month [Jan. 21-31], providing a ray of hope that a recovery in vehicle sales may be building.

RUSSIAN MILITARY (Moscow/UPI) -- A top military advisor to President Yeltsin pointed to significant unrest in the military and said it is time to give up the idea of a united armed force for former Soviet republics and form a separate Russian army. The statements from Yeltsin's defense adviser, Gen. Kobets, came as a poll of military officers showed overwhelming support for a return to a single country like the Soviet Union and significant opposition to Yeltsin.

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THE SMALL BUSINESS LEGISLATIVE COUNCIL
J.W. MARRIOTT HOTEL
WASHINGTON, D.C.
WEDNESDAY, FEBRUARY 5, 1992
10:30 A.M.

PHIL [CHISHOLM], THANKS FOR THAT KIND INTRODUCTION.
BOB [BANNISTER] CONGRATULATIONS ON BEING NAMED
CHAIRMAN-ELECT OF THE S.B.L.C. JOHN SATAGAJ
[SAT-A-JAY], THANKS FOR YOUR HARD WORK IN PUTTING THIS
TOGETHER. GREETINGS ALSO TO TED OLSON, -- AND JOHN
KEMP, WHO HAS DONE WONDERFUL WORK IN HELPING SMALL
BUSINESSES IMPLEMENT THE "AMERICANS WITH DISABILITIES
ACT.

TODAY, I'M GOING TO FOLLOW UP ON SOME OF THE THINGS
I DISCUSSED IN THE STATE OF THE UNION ADDRESS. YOU
KNOW, I ENJOY GOING UP TO THE HILL TO DELIVER THE STATE
OF THE UNION. IT'S THE ONLY TIME ALL YEAR I CAN KEEP
SO MANY POLITICIANS SO POLITE FOR SO LONG. LEA

I'M JUST GLAD I DON'T HAVE TO CARRY THE BUDGET UP
THERE THE FOLLOWING DAY. WITH ALL THAT'S HAPPENED THIS
YEAR, THE LAST THING I NEED IS A HERNIA.

AS YOU KNOW, I'VE HAD A HECTIC WEEK -- FROM THE STATE OF THE UNION ADDRESS TO RELEASING THE BUDGET TO MEETING WITH BORIS YELTSIN. DURING THIS PRESIDENCY, THE COLD WAR HAS DRAWN TO AN END; ^{WE THE} I LED A COALITION THAT SHOVED SADDAM OUT OF KUWAIT; PEACE TALKS BETWEEN ANCIENT ENEMIES HAVE BEGUN ^{HAS} IN THE MIDDLE EAST, THE SOVIET UNION COLLAPSED, AND WE HAVE BEGUN WORKING WITH ITS SUCCESSOR STATES. THE WHOLE WORLD HAS CHANGED AND STILL SOME PEOPLE SAY: ^{HEY} IS THAT ALL? WHAT HAVE YOU DONE 4 US LATELY? L&A

WELL, NO. BUT IT'S A PRETTY DARNED GOOD START. L&A

NOW THAT WE CAN LOOK PAST THE BURDENS OF THE COLD WAR, WE CAN DO WHAT WE DO BEST: CREATE, INNOVATE, BUILD, PRODUCE -- LEAD.

THIS AFTERNOON, I WILL SIGN THE ECONOMIC REPORT OF THE PRESIDENT. IT WILL NOT ONLY DESCRIBE AND EXPLAIN THE CAUSES OF OUR CURRENT ECONOMIC DIFFICULTIES. IT WILL ALSO EXPLAIN WHY VIRTUALLY ALL ECONOMIC ANALYSTS EXPECT ^{THIS} THE ECONOMY TO IMPROVE. MORE IMPORTANTLY, IT WILL EXPLAIN WHY IF CONGRESS ENACTS MY PRO-GROWTH POLICIES, THE IMPROVEMENT IN THE ECONOMY WILL BE QUICKER, STRONGER, AND ^{MUCH} MORE CERTAIN.

IN THE STATE OF THE UNION, I PRESENTED A COMPREHENSIVE ACTION PLAN FOR OUR ECONOMY. ~~¢~~ TODAY, I'LL DISCUSS WHAT MY ^{THAT} ~~PLAN~~ MEANS FOR YOU. THINK OF THIS AS MY SMALL BUSINESS STATE OF THE UNION.

MY PLAN STARTS WITH WHAT I CAN DO AS PRESIDENT, I'VE TAKEN A WHOLE SERIES OF ACTIONS TO STIMULATE INVESTMENT AND GET THE ECONOMY MOVING. THESE ACTIONS DON'T NEED CONGRESSIONAL APPROVAL.

*what any
Cong. act
required.*

A COUPLE OF INITIATIVES HAVE EARNED KUDOS FROM THIS CROWD. FIRST, I HAVE ORDERED MAJOR DEPARTMENTS AND AGENCIES TO PUT A 90-DAY HOLD ON IMPLEMENTING NEW REGULATIONS. *A* REGULATIONS OUGHT TO FOSTER ECONOMIC GROWTH -- NOT CRUSH IT. WE'RE GOING TO MAKE SURE THAT THE DAYS OF OVER-REGULATION ARE OVER -- ONCE AND FOR ALL. SO WE'LL TAKE A FRESH LOOK AT THE RULES AND REGULATIONS WASHINGTON HURLS YOUR WAY. WE'LL GET RID OF THOSE THAT DO NOTHING MORE THAN DESTROY JOBS AND WEIGH DOWN BUSINESSES. *A* ^{PICK SOMETHAT WILL} AND WE'LL SPEED UP REGULATIONS THAT FOSTER GROWTH AND SUPPORT JOBS. *WE'LL EMPHASIZE THOSE.*

BUT THAT'S NOT ALL. WE'VE ALSO DECLARED WAR ON NUISANCE LAWSUITS. *A* YESTERDAY I ANNOUNCED THE ACCESS TO JUSTICE ACT OF 1992. ~~THE~~ ^{THAT} BILL WILL GIVE AMERICANS LESS EXPENSIVE AND EASIER ALTERNATIVES TO TRIAL -- LET THEM SOLVE PROBLEMS OUT OF COURT. WE'VE GOT TO STOP AMERICA'S LONG LIAISON WITH THE LAWSUIT. *A*

IF WE WERE AS GOOD AT REWARDING SUCCESS AS WE ARE AT SUING EACH OTHER, THIS COUNTRY WOULD BE A LOT BETTER OFF. ~~LEA~~ THAT GOES FOR HEALTH CARE, TOO -- WITH THESE OUTRAGEOUS, SKY-HIGH MALPRACTICE AWARDS. ~~IF~~ WE'VE GOT TO GET THOSE UNDER CONTROL & WE'RE GOING TO TRY HARD.

NOW, THE AMERICAN PEOPLE KNOW BETTER THAN TO THINK THAT ANYONE -- INCLUDING A PRESIDENT -- CAN WAVE A MAGIC WAND AND REVIVE AN ECONOMY. CONGRESS NEEDS TO DO ITS JOB. AND THAT MEANS IT SHOULD PASS MY SHORT-TERM ECONOMIC GROWTH PACKAGE BY MARCH 20. A

POLITICAL

RIFLE SHOT APPROACH
TO STIM ECON.

~~WAKE ALBERT~~

THAT PLAN STARTS WITH THE BASICS. IT STIMULATES
INVESTMENT BY IMPROVING THE ALTERNATIVE MINIMUM TAX AND
CREATING A NEW 15 PERCENT INVESTMENT TAX ALLOWANCE.

"L.W." LOCKE OF NORTH CAROLINA -- HE'S IN THE AUDIENCE

TODAY -- ^{UNDERSTANDS, HE} APPRECIATES THESE CHANGES. HE HAS DELAYED
BUILDING A CONVENIENCE STORE/GASOLINE STATION BECAUSE

HE JUST CAN'T DO IT UNDER OUR PRESENT SYSTEM. THE
INVESTMENT TAX ALLOWANCE WOULD LET HIM BUY FIXTURES,

GAS PUMPS, AND FUEL STORAGE TANKS -- A ONE MILLION

DOLLAR COMMITMENT. SO DON'T TELL ME THAT THIS PLAN'S A

GIMMICK. AND DON'T TRY TO TELL THAT TO "L.W.".

HERE'S A PRACTICAL EXAMPLE

I ALSO WANT TO FIRE UP THE ENGINE THAT TRADITIONALLY PULLS US OUT OF TOUGH TIMES, THE REAL ESTATE INDUSTRY. MY PLAN HELPS BUILDERS. ASK "JAY" BUCHERT ^{"By-yoo-kert"} [BYOO-KERT] A CINCINNATI HOME BUILDER, ALSO WITH US TODAY. HE'S THROWN HIS SUPPORT BEHIND THE PLAN. THE NATIONAL ASSOCIATION OF HOME BUILDERS PREDICTS THAT MY BILL WILL CREATE AT LEAST 415,000 CONSTRUCTION INDUSTRY JOBS, AND SET OFF \$20 BILLION IN ECONOMIC ACTIVITY ASSOCIATED WITH HOME BUILDING. A THAT'S NO GIMMICK; THAT MEANS JOBS -- GOOD, SOLID AMERICAN JOBS.

I ALSO WANT TO REWARD EVERYONE WHO BELIEVES IN THE AMERICAN DREAM. I WANT CONGRESS TO CUT THE LONG-TERM TAX ON CAPITAL GAINS. A I WANT IT CUT TO A MAXIMUM RATE OF 15.4 PERCENT. THE WORLD'S FASTEST-GROWING ECONOMIES AND OUR MAJOR COMPETITORS INCLUDING GERMANY AND JAPAN HAVE ONE THING IN COMMON: THEY TAX CAPITAL GAINS AT MUCH LOWER RATES THAN WE DO -- AND IN MANY CASES, NOT AT ALL. A

YOU KNOW, IT'S IRONIC: MANY POLITICIANS WHO OPPOSE
THE CAPITAL GAINS TAX CUT ALSO COMPLAIN THAT ~~WE AREN'T~~ ^{WE'RE NOT}
COMPETITIVE. WELL, THEY CAN'T HAVE IT BOTH WAYS. IF
THEY REALLY WANT US COMPETITIVE, THEN THEY'LL SLASH THE
CAPITAL GAINS RATE -- AND DO IT NOW. A

A CAPITAL GAINS RATE CUT WILL HELP FAMILIES WHO OWN
HOMES AND FARMS. IT WILL HELP BUSINESS OWNERS. IT
WILL HELP EVERYONE WHO INVESTS IN OUR FUTURE BY
PURCHASING STOCK.

NOW, YOU'VE HEARD SOME PEOPLE CLAIM THAT A CAPITAL GAINS CUT SERVES ONLY THE RICH. WELL, MAYBE THOSE PEOPLE SHOULD GET OUT OF WASHINGTON AND TALK TO PEOPLE AROUND OUR COUNTRY. ^{SAY} A RETIREES ~~TELL ME~~ THEY CAN'T SELL THEIR HOMES -- BECAUSE CAPITAL GAINS RATES PUNISH THEM TOO MUCH. BUSINESS OWNERS SAY THEY CAN'T EXPAND THEIR BUSINESSES -- CAPITAL GAINS RATES PUNISH THEIR SUCCESS. A MAN FROM FLORIDA -- A RETIREE WHO BUILT HIS OWN BUSINESS, INVESTED, SAVED -- PUT IT PERFECTLY. HE WORKED HARD FOR YEARS, AND NOW HE CAN'T AFFORD TO CASH IN ON HIS SUCCESS. HE SAID: "WE ARE BEING PENALIZED FOR HAVING FORESIGHT." WELL, I'M TIRED OF PEOPLE GETTING SLAMMED BECAUSE THEY RISKED THEIR MONEY AND EFFORT -- AND SUCCEEDED. ^AIT'S ABOUT TIME CONGRESS REALIZES WE SHOULD REWARD THESE PEOPLE, NOT TURN THEM INTO TARGETS OF ENVY.

Erasmus Bleck

LET'S GET TO THE HEART OF THINGS. THE PEOPLE IN THIS ROOM -- SMALL BUSINESSMEN, INVESTORS FROM THE NATIONAL VENTURE CAPITAL ASSOCIATION -- YOU UNDERSTAND THE GRITTY FUNDAMENTALS OF BUSINESS. ~~YOU'RE~~ ^{YOU ARE} THE REAL EXPERTS. WELL, AMERICA NEEDS YOUR HELP. ^{!!} ^{now}

DON'T ACCEPT NO FOR AN ANSWER ANYMORE. DEMAND THAT CONGRESS CUT THE CAPITAL GAINS RATE. NOW. ^A

^{I'LL TAKE THE HEAT... YOU TELL 'EM HOW IT'LL HELP SM.BUS.}
^{CONGRESS... MAJORITY... HELP US DO THIS JOB..}

AND DEMAND ACTION ON MY SHORT-TERM PLAN WITHOUT DELAY. YOU KNOW, WHEN I HEAR SOMEONE COMPLAIN THAT ~~MY~~ ^{THIS} SHORT-TERM PLAN WON'T DO MUCH, I WONDER ~~TO~~ MYSELF: HAVE ANY OF THESE ^{GUYS} ~~CRITICS~~ EVER RUN A BUSINESS? ^L DO THEY APPRECIATE THE DIFFICULTIES OF GETTING A LOAN, FINDING AN INVESTOR, PURCHASING WHAT YOU NEED, FILLING OUT ALL THAT GOVERNMENT PAPERWORK. IT'S ABOUT TIME SOMEBODY UNDERSTANDS THAT YOU NEED JUST A FEW MINUTES TO CONCENTRATE ON THE CUSTOMER. ^A

^{YOU MAY HAVE GUESSED, BUT}
I'M TIRED OF THE TERM "FAIRNESS" BEING CORRUPTED BY POLITICAL DEMAGOGUES. YOU WANT FAIRNESS? HERE'S ^{SOMETHING FAIR} FAIR: MY PLAN WILL WORK -- FOR ALL AMERICANS. IT WILL CREATE JOBS. ^A

CONGRESS HAS THE LEGISLATION. IT HAS A MARCH 20
DEADLINE. *Ask you* CIRCLE THE DATE ON YOUR CALENDAR. *Once beyond that, politics takes over...*

WHILE YOU'RE IN WASHINGTON, VISIT YOUR
CONGRESSIONAL DELEGATIONS. LET THEM KNOW THAT YOU WANT
THIS PACKAGE PASSED.

YOU ARE AT THE CENTER OF THIS PLAN. YOU CREATE THE
VAST MAJORITY OF JOBS IN THIS COUNTRY AND I'M
DETERMINED TO SUPPORT YOU -- TO CREATE MORE JOBS. *A* I
BELIEVE IT IS IN YOUR POWER TO HELP LIFT THIS COUNTRY
UP -- HELP IT GET MOVING AGAIN -- AND I BELIEVE YOU
WILL.

MEMBERS OF CONGRESS WILL
SINCE ~~THEY'LL~~ BE HOME ON BREAK NEXT WEEK, DROP BY
THEIR OFFICES AND LET THEM KNOW HOW YOU FEEL. SEND
THIS MESSAGE: NO MORE DELAYS. NO EXCUSES. NO
SUBSTITUTES. AND DON'T DELAY. DECISION DAY IS SIX
WEEKS FROM FRIDAY. *A*

RIFLE SHOT, SHORT TERM INCENTIVES
BUILDING ~~job~~ creating.

I'VE ALSO PROPOSED AN AMBITIOUS LONG-TERM AGENDA,
TO ENSURE THAT OUR ECONOMY WILL CONTINUE LEADING THE
WORLD FOR DECADES TO COME. LET ME DISCUSS A CRITICAL
ISSUE IN THAT PLAN, HEALTH CARE.

I KNOW HEALTH CARE HAS BECOME A PROBLEM FOR MANY OF
YOU AND YOUR EMPLOYEES. ~~ETOMORROW~~, I WILL ANNOUNCE IN
DETAIL MY COMPREHENSIVE HEALTH-CARE ~~PACKAGE~~,^{PLAN} AND I KNOW
YOU WILL LIKE IT -- A LOT. PEOPLE TODAY WORRY ABOUT
HEALTH CARE: ^{YES} ~~THAT~~ IT COSTS TOO MUCH; ^{GREAT CONCERN} IT'S TOUGH TO FIND
GOOD, COMPREHENSIVE COVERAGE; YOU CAN'T MAKE CHOICES
LIKE YOU USED TO; AND YOU CAN'T COUNT ON COVERAGE IF
YOU MOVE, CHANGE JOBS OR FALL VICTIM TO A DEBILITATING
CONDITION OR DISEASE. ^{our} MY PLAN SOLVES THESE PROBLEMS.
MY PLAN ENSURES THAT PEOPLE CAN FIND HEALTH CARE,
CHOOSE HEALTH CARE, AFFORD HEALTH CARE, AND KEEP HEALTH
CARE. A

NOW, I KNOW EVERYONE WITH A PLAN PROMISES THE SAME THING. THAT'S WHY YOU HAVE TO USE YOUR COMMON SENSE IN EVALUATING THE VARIOUS PROPOSALS. WHEN YOU GET RIGHT DOWN TO IT, ^{THERE ARE} WE ~~HAVE~~ TWO HEALTH-CARE CHOICES. ^{FUNDAMENTAL} WE CAN ADOPT A SYSTEM THAT HAS BEEN A PROVEN FAILURE ALL OVER THE WORLD: NATIONALIZED HEALTH CARE. OR WE CAN REFORM OUR PRESENT SYSTEM, WHICH HAS ITS FAULTS, ^{CERTAINLY} BUT WHICH ALSO PROVIDES THE HIGHEST QUALITY CARE ON EARTH. ^A
People come from all over the world...

IF YOU WANT THE FREEDOM TO CHOOSE YOUR OWN DOCTOR; TO HOLD THE LINE ON COSTS; AND TO IMPROVE ACCESS TO HEALTH INSURANCE COVERAGE -- PUSH FOR MY PLAN. ^{LOOK IT OVER CAREFULLY WE'VE} MY PLAN ^{SOON!} GIVES EVERYONE -- AND I EMPHASIZE "EVERYONE" -- ACCESS TO THE WORLD'S BEST HEALTH CARE -- AND IT DOESN'T EXCLUDE ANYBODY. ^{NEED YOUR SUPPORT.} *LOOK IT OVER & SUPPORT US IF YOU CAN.*

FINALLY, I'D LIKE YOUR HELP ON ONE OTHER ITEM. THE FEDERAL GOVERNMENT IS TOO BIG AND IT SPENDS TOO MUCH. ^A IT'S THAT SIMPLE.

ONLY PROTECTION THE TAXPAYER HAS.

MY BUDGET HOLDS THE LINE ON NEW SPENDING. IT DOES NOT VIOLATE THE SPENDING CAPS NOW IN THE LAW -- THESE CAPS ARE THE ONLY PROTECTION THE TAXPAYER HAS AGAINST MORE SPENDING BY CONGRESS. AND IT PULLS THE TRAP DOOR ON A HOST OF FEDERALLY-FUNDED PROGRAMS -- 246, TO BE EXACT. WE DON'T NEED THESE PROGRAMS. ALL W/ NOBLE TITLES YOU SHOULDN'T HAVE TO PAY FOR THEM. A IT'S THAT SIMPLE. EACH ONE HAS A PROTECTOR... THE TIMES DEMAND Δ.

ALSO: GET CONGRESS TO GIVE ME AN IMPORTANT WEAPON TO CONTROL SPENDING. GIVE ME A LINE-ITEM VETO. A 43 Govs. have it, give the Pres. a shot. L

WE MUST STOP IMPOSING MANDATES ON OTHERS WITHOUT PAYING FOR THOSE MANDATES. TOO OFTEN MANDATES AND THESE MANDATED BENEFITS MEAN MANDATED DEFICITS. THAT JUST ISN'T RIGHT -- AND IT'S GOING TO STOP. A

not fair to states, localities
dictated out of some subcomm

The bottom line

MY FRIENDS, WE'VE GOT WORK TO DO -- AND WE CAN'T LET ANYONE STALL US. AMERICANS CAN'T WAIT TO GET THIS ECONOMY MOVING. WE WANT TO THROW OFF CYNICISM AND FEAR; WE WANT TO SHAKE AWAY ^{The} GLOOM AND ^{The} DOUBT. I'M TIRED ^{Frankly} OF PROFESSIONAL PESSIMISTS WHO DON'T HAVE ANY FRESH IDEAS FOR THE FUTURE, WHO FEAST ON BAD TIMES AND HARD FEELINGS, WHO TALK AS IF ^{LITERALLY} AMERICA'S ^{OUR} BEST DAYS HAVE PASSED BY. ^A THEY JUST DON'T UNDERSTAND ^A AND THEY JUST OUGHT TO GET OUT OF THE WAY. ^{These gloomsayers & pess.} WE CAN START A NEW ECONOMIC REVOLUTION IN AMERICA -- ONE THAT BUILDS ON OUR NATURAL OPTIMISM, AMBITION, DETERMINATION AND PRIDE. AND WE WILL.

one step up the ladder, if the guy you is hurting.

THAT REVOLUTION WILL START A LOT SOONER IF 535 PEOPLE IN WASHINGTON MEET MY MARCH 20 DEADLINE. SO LET THEM KNOW IN NO UNCERTAIN TERMS: BUSINESS AS USUAL ^{GET THIS JOB DONE.} WON'T DO. ELECTION YEAR POLITICS AS USUAL WON'T DO. TELL THEM: WE NEED ACTION BY MARCH 20, WITH YOUR HELP, WE'LL GET IT. ^A

THANKS FOR YOUR HELP. MAY GOD BLESS YOU AND THE
UNITED STATES OF AMERICA.

#

Phil Chisholm, Ch. of SBLC
Bob Bannister, Ch.-Elect of SBLC
John Satagaj, President of SBLC

also on dais: Ted Olson, Treasurer of SBLC
~~Kenton Pattie, Secretary of SBLC~~
John Kemp, Exec. VP of United Cerebral Palsy Assoc.

13900 Blue Lake Drive
Sisters, OR 97759
January 16, 1992

President George Bush
The White House
Washington DC 20500

Dear Mr. President:

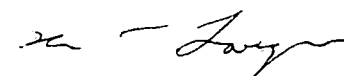
High Capital Gains taxes as they now exist are in my opinion a major reason for the sluggish condition of our economy. They are also a major problem for people who want to sell property they have held for a number of years. We owned a tree farm type property for about 45 years. We sold it about a year ago. State and Federal Capital gains taxes took over a third of our sales price. Basically it wiped out the appreciation of the property from the growth of the trees for almost 50 years. Now why should we invest in this type of property?

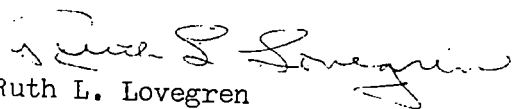
Another example: We have a small business with a land base (resort) which we have built up for 31 years. We would like to sell this business to provide a retirement. Under the present Capital Gains tax structure the taxes are so high we can't net enough to fund a retirement adequately.

Many of our politicians are saying that a reduction in Capital Gains would only benefit the rich. THAT'S NOT SO! A reduction would help people like us in the middle class and free up venture capital in the part of our economy that needs help the most.

At the very least, Capital Gains taxes should be substantially reduced or eliminated on assets held for long periods of time.

Yours very truly,


Ken W. Lovegren


Ruth L. Lovegren



DOUGLAS GRUBER
4 OLD WELL RD.
PURCHASE, NY 10577

(NO)

1-19-92

Mr. President:

Stay the course! Our economy is in a recession and the American people are looking for your leadership to get us out of it.

For one thing, you can earn the support of business as well as millions of Americans, like me, if you push for a capital gains tax cut. You campaigned in the past for a cut of 15% - 19.6%. I believe 15% is the proper figure.

Give the economy a jump start! Not the rich, but tax payers like myself (I'm 71 years old) would like to sell the house now that the kids are gone, buy a more modest house, and not lose all the gain to inflation and a 28% tax, exacerbated to well over 35% if one lives in a high tax state like New York.

You've had support for this capital gains tax cut from Democrats like Rep. Ed Jenkins, Senators David Pryor, Chris Dodd, Alan Cranston and Chuck Robb; and in fact, by the entire Democratic House. I think you can get this support again, even if it means some compromise to raise slightly the income tax on the wealthiest U.S. taxpayers.

-over-

This time if the Democrats agree to cave in on capital gains (as they did once before on Sep. 27, 1990), except as the top rate an increase to 32-33% from the present 28%. The trade-off is well worth it.

American tax payers want answers and fairness in solving the economy's malaise. Here's your opportunity to keep your campaign pledge at the same time.

God bless you. Your job is difficult but it's clear to me that you are a very decent and caring man.

Respectfully,
Douglas L. Gruber.

January 30, 1991

President George Bush
The White House
Washington, D.C. 20500

Dear President Bush,

Enclosed please find a copy of a letter that I have written to some of the top democrats who keep insisting that the capitol gains tax helps only the very rich. We have owned our business for 27 years and if we sell it for cash we would have to give the Government at least 33% as it would put us in the highest tax bracket since we would have to declare it all at once. The individual home owner gets a better break than we do.

I believe that there are thousands, possibly hundreds of thousands if not more, of small business owners in this country just like us. We are strong independent individuals who are accustomed to doing things on our own. We have always contributed to the system, we never ask for help or take from the government in any way. We are good business people and do not have to sell our businesses, and I feel that it is doing the country more harm than good to have us working at half speed because we will not give in to an unfair tax. We should be able to buy or build a home with our business investment and put the rest of the money into some kind of long term investment without penalty. This is our IRA and it should be treated as such.

I know that you will be working very hard for your package which includes the capitol gains tax. I hope that you will keep our predicament in mind.

I enjoyed your speech Tuesday night very much. I appreciate all you have done, and are doing for the United States and the World. I feel that you really do have a handle on things. It's just that most people want easy answers and do not want to face the hard issues. I'll be campaigning and voting for you as I feel that you are a good and honest man, and the only person we have who knows the system well enough to straighten it out.

Sincerely,



Twila Blakeman

Twila Blakeman
P.O. Box 1520
Dubois, Wyoming 82513

P. S. Tell Barbara that I think she is great too.

January 29, 1991

The following letter was sent to:

Senator George Mitchell, - Representative Thomas Foley,
Representative Richard Gephardt and Representative Dan Rostenkowski

Dear Sir,

I get very upset when you insist that the capitol gains tax will only help the very rich. We need the capitol gains tax and we are not monetarily wealthy. We have never made more than \$30,000.00 per year and that is only in a very good year.

For the past 27 years we have owned and operated our own business. We have never had or asked for government assistance in any way. I spend hours filling out government forms on my own time. We pay our taxes on time and have raised 5 children to be responsible self supporting adults.

Now we want to sell our business and, because of "The Chapter 11 Bankruptcy Nightmare," we want cash. This means that we would have to pay 1/3 of what we receive to the Government.

We started this business and built it from nothing. For nearly three quarters of our adult life we have put almost everything we had into this business. This was our savings, our retirement, and our pension plan. Now the Government wants 1/3 of it right off the top. We can not even get the same break as a homeowner. Our small living quarters which have always been at the bottom of the list of things to improve would be valued at less than \$20,000.00 of a \$500,000.00 business.

At this point in time we have 3 choices. First: Raise our price to cover the tax, which is going to make us ask 1/3 more for our business, Second: Sell at a lower price and give 1/3 of our savings to the Government, or Third: Keep the business and run it until we die then our children will have it. Our estate is not big enough to be subject to inheritance tax. Realistically we can not get 1/3 more for our business so the first choice is out. We are not ready to give 1/3 of our savings to the Government so the second choice is out. We only have the third choice left. How does anyone benefit from the third choice. We are burned out and tired. This business does not make as much as it could because we do not have the energy and enthusiasm for it, or the need to make money, that we once did. We have no desire to retire. We want continue to be productive taxpayers. We just want to do something different.

The economists talk constantly of the lack of savings in this country. and the need to encourage more saving. They also talk of the need for new home construction. If we could use money we receive if we sell this to buy or build a home, and put the rest in long time savings wouldn't that help the economy and the country more than a couple of grouchy old people in a mediocre business?

I am sure there are thousands of other small business people out there who are facing the same problem we are. There are at least 4 others in this small town with a population of less than 800.

Sincerely,

Twila Blakeman- Circle Up Camper Court
P.O. Box 1520 - Dubois, Wyoming 82513

**LOUIS J. SALIERNO
EAST LAKE ROAD
TUXEDO PARK, NY 10987**

(201) 327-1340

February 3, 1992

Mr. George Bush, President
United States of America
White House
Pennsylvania Avenue
Washington DC 20058

Dear Mr. President:


My name is Louis J. Salierno. I am Executive Vice President of a mid-size corporation working out of northern New Jersey. I have been, and still am, a supporter of you and your policies. I thought your proposals given in your State of the Nation Speech on January 28, 1992 were very encouraging.

The reason for my writing is to ask if you or someone on your staff would please take the time to explain to the people that investment credits and reduced taxes for capital gains are not for the benefit of the wealthy, but are in everyone's best interest. Without these incentives, there is no enthusiasm for business of all sizes or individuals to invest, expand, or start new capital ventures which will create jobs. We must get the point across that without the people willing to take risks, the job market cannot expand.

All of the give away and support programs that the liberals keep promoting certainly are necessary to a point, but they do not create jobs. What they do is further burden the people who are working by having heavier taxes.

I hope my point will be well taken and that somehow my small voice will be heard. I wish you all the best in the future and pray that God will bless and watch over you and Barbara.

Sincerely,


Louis J. Salierno

LJS/cm

January 14, 1992

The Honorable George Bush
President of the United States
The White House
Washington, D.C. 92500

Dear Mr. President:

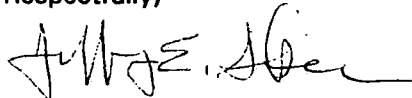
The state of our economy is in far more trouble than the economists and government financial gurus are disclosing. Although I am not an expert in the financial areas that circumscribe our national economy, I am witnessing the frustration and hearing the despair that hundreds of different business owners have expressed to me over the last year. I am a fire department captain in the City of Costa Mesa, located in west Orange County, California. I have been inspecting businesses throughout our community for over twenty years, and I have never seen so many business failures or heard so many expressions of concern from business owners and managers of small one man shops to multi-national corporations. My inspection area includes the South Coast Plaza regional shopping mall and the industrial development center west of John Wayne Airport.

When I ask these hard working, mostly middle class people, what can be done to help their business as well as stimulate the economy, their single most frequent response (besides being very angry at our anti-business environment in California) is the elimination or drastic reduction of the federal capital gains tax! These men and women feel that our current tax policy in this area has frozen hundreds of billions of dollars in assets (real estate, securities and other business holdings) that will not be sold because everyone, including the firefighters I work with, feel that the current tax rates seriously hurt middle class Americans and are anti-business, punitive and confiscatory. From what the media "experts" have recently been saying, no other industrial nation has capital gains tax this severe (about 40 percent for federal and state combined). Japan, the worlds strongest industrial nation, has a zero capital gains tax! The most common suggestion I have heard for a reasonable capital gains tax is zero to ten percent for 1992 and continue at a rate less than ten percent until a strong economic recovery is realized!

Some of our congressional representatives have proposed a program of low income tax credits, IRA's and low income loans for first time home buyers. These incentives are laughable considering the extent of the problem and insufficient to turn the economy around. Interest rates are already lower than they have been in two decades and these superficial recommendations, even with low rates, will not help our crippled economy.

Mr. President, please bring to this domestic crisis the leadership and management skills you brought to the international scene to resolve the middle east crisis. Our congressional leaders need to see that a capital gains tax cut is the single most important measure that will turn over hundreds of billions of dollars of frozen assets held by middle class taxpayers who would put this money into play in a less punitive tax environment. It is said that more than 50 percent of the assets that are subject to capital gains taxes are held by middle class Americans who earn less than \$50,000 per year (teachers, factory workers, small business owners, police officers and firefighters). This asset liquidation would stimulate the consumer and service side of the economy which has been deteriorating and is in jeopardy. The impact on financial institutions and businesses would be immediate and beneficial. Please give the economy a chance to heal itself and at the same time, win reelection by providing the leadership our nation needs at this very important moment in our history.

Respectfully,



Jeffery E. Skee, Fire Captain
2126 Via Aguila
San Clemente, CA 92672
(714) 498-7966

Jeanie
Good CAP
Gains letter

Beverly Ward

Capital Gains
Kenneth L. Delevante

Seascape 4131
2400 South Ocean Drive
Fort Pierce, Florida 34949
(305)465-1403

11/23/91

Dear Mr. President

I am a retired small business man,
Veteran WWII + Korea (enlisted man). Worked 42 years
self-employed, took advantage of Profit Sharing + IRA
roll-over, invested (dollar averaging) in common stocks
+ had the foresight to save. Managed to raise 5
children + put them through college.

Retired now (loving it). In our foresight
my wife + I figured on cashing in our equities
+ paying tax on only 40% of the gain.

We will not go out + buy a new car,
because, not only will we deplete irreplaceable
savings, but be forced to pay tax on 100% of
the gain on selling securities.

(cont'd)

Kenneth L. Delevante

Seascape 4131
2400 South Ocean Drive
Fort Pierce, Florida 34949
(305)465-1403

We are being penalized for having length
The bottom line is:

1. We are an average middle income
family + not rich taxpayers.

2. If the capital gain laws are
reverted to the 1970s then we believe the
ceremony will get jump started.

3. An alternate more reasonable to
grandfather situation perhaps before the new
tax laws.

Thank you president for all you have
done + me in the Delevante family. Thank you for
being a great dad. Especially in the 1980s
family area.

Ken + Mary Delevante

FROM TIM ADAMS

LETTERS TO PRESIDENT BUSH

CAPITAL GAINS

1. Florida Man

Supports capital gains tax cut "Few people realize exactly how much this would benefit the economy. More jobs will remain in the country because major corporations would continue to operate in this country... If the tax is raised, corporations would no longer be able to afford to work in this country so they would leave. That would cause many people to lose their jobs."

2. President, Small Business, California
October 24, 1991

Reduce capital gains tax in order to "Make it easier for the middle class citizen to re-invest in the economy. Many citizens, such as myself, were forced to gear down their expenses by selling larger homes and buying smaller, less expensive ones. This incurs a large gain which needs to be paid. If this capital gain was reduced, we would be able to re-invest this money in our business. This would provide additional jobs, increased corporate purchases and over the long run the stable tax base that is needed to run the government efficiently."

3. Housewife and Mother, Midwest
October 1, 1991

"We are an unusual family of 3 because we have no mortgage, we have a debt of less than \$2000. ... Taxes are killing us. ... My husband earns less than \$40,000 per year we pay U.S., Ohio, Dayton, Oakwood, and SS taxes along with minimum health insurance. This is killing us. ...We were able to sell our home at a profit. capital gains taxes will no doubt also kill us. Just like the local bank stock that my husband bought before we were married we'd like to sell it so we'll have a larger down payment. But no- capital gains. There really hasn't been a profit, just inflation. It seems like taxes adjust to inflation, why not capital gains?"

4. Senior Citizen, Midwest
November 29, 1991

We are "solid, middle income, middle class retired people. ... My husband made one very smart-and-lucky purchase of stock more than 20 years ago. It is the only one we have. After 11 years of retirement, we would like to start selling it and invest it in something that would keep up with inflation. Having to pay 28% or 15% is not palatable (sic) to us!"

- 2000 11/27/91
5. Retired Small Business Man, Enlisted Veteran of WWII & Korea, Florida
November 23, 1991

I "worked 42 years, self employed, took advantage of profit sharing and IRA roll over invested in common stocks and had the foresight to save. Managed to raise 5 children and put them through college. ... We will not go out and buy a new car, because, not only will we deplete irreplaceable savings, but be forced to pay tax on 100% of the gain on selling securities. We are being penalized for having foresight."

6. Senior Citizen, South
November 24, 1991

"... the so called "middle class" needs help too! Lots of this "class" has a little property and a few stocks and would sell if they didn't have to give half or it away... I've been holding off since 1985 now to sell -- I can't take this property and stocks with me!"

7. Senior Citizen, California
November 11, 1991

" There must be at least 20 million seniors who have one or more items that they are holding onto waiting for reimposition of the capital gains tax. A number of us figured after the Gulf War that you would quickly start pushing for capital gains"

8. LTC (retired) U.S. Army, South
December 20, 1991

"I listened to a Harvard professor of the Harvard School of Business make the most ridiculous statement I have ever heard. He stated "The capital gains tax is a ploy of the rich." The rich do not pay taxes, they have write-offs and make deals in swapping properties, etc. It is the small middle income people like I (sic) who are getting ripped off by tax laws."

9. California Man
October 22, 1991

"Think of what its (capital gains tax) complete abolishment would mean to America. Japan has no capital gains tax and they are buying up the world."

10. Unemployed Man, Midwest
December 23, 1991

"Congress needs to know that not all who support a reduction in the tax on capital gains are rich. Some of us simply need tax relief during this transition period. Moreover, if I could retain my capital gains, it would immediately stimulate the economy in support of my children's college expenses and my own career transition. ... I had to sell my home and move to a more affordable location. Using my capital gains is paying the bills while I get back into the work force. However, without a reduction in the capital gains tax, I will lose a large part of my former 'equity' to taxation."

CAPITAL GAINS AND SMALL BUSINESS

11. Small Business Owner, Florida
November 18, 1991

"I started this company alone in my garage when I was 25 years old. I am now 30 and employ 20. We have employed mostly minorities, and we have generated numerous opportunities for our vendors and our community. ... We ask for no special favors, All we ask is keep the doors of opportunity open so that the desire to enter these doors keeps burning. America needs the capital gains tax cut. Contrary to the rhetoric of its' opponents, the passage of this cut would be fair to all Americans."

12. Small Business Owner, Midwest

"My 83 year old mother is trying very hard to sell commercial property owned by her and my late father of over 30 years. The family business used to be on the property, and my mother's home is also still there as well. When she does sell it, it will be a shame to see my parent's life achievements taxed so radically, especially since over the years they were increasingly taxed on every level. ...In one form or another, my whole family has been drastically affected by the tax laws and their unfairness to the small business operation. Most of my aunts and uncles were either self-employed as farmers, crafts men/professionals, or small retailers -- grass root Americans who built this country. In most cases, my cousins were the ones who paid dearly as parents passed the family businesses on to their children. Now, however I am faced with seeing my own mother being taxed out of having enough left over to provide a secure future for herself. ...I very much resent the attitude of those who claim that lowering the capital gains tax will benefit only the rich. Our family is a far cry from the rich, we have worked very hard for every penny."

SMALL BUSINESS SUCCESS

13. Small Business Owner, Northeast December 16, 1991

"I watched the construction industry in New England become comatose and has since virtually died. My firm responded by challenging our managers to leave the Northeast and search for work Nationwide (no easy task for a small business). We coached our staff to become more productive, to work longer hours while at the same time holding back even cost of living raises, and we struggled through 1989. Our employees in Pittsburgh have worked hard for twenty years and it was time to provide them with a new plant and equipment. We took on the risk and designed a new facility, only to discover that America's banks were no longer interested in real estate. We redesigned our building to be more cost effective in construction. Just this past summer my partners and I signed away our homes, our business, and everything we own to build that building for our Pittsburgh employees."

CREDIT CRUNCH/SMALL BUSINESS

14. Small Business Owner, Southwest December 3, 1991

"I am a third-generation spanning nearly 80 years in our family business. My sales have been \$1 million per year for four years with only one employee working in my garage. I can expand my company to an economically depressed Indian reservation with 60% unemployment and in the process increase to \$20 million in sales and employ nearly 200 people. However, I can't get the expansion funds. I can't go to the bank and ask for \$1 million dollars without \$2 million in assets."

15. Small Business Owner, Florida December 24, 1991

"I have watched the interest rates drop, yet find it impossible to obtain a bank loan. The banks are not willing to take a chance and therefore America is not going to get back to work."

16 Small Business Owner, Texas December 19, 1991

"I manage a small company of 50 employees. ... We contacted several banks this year... in an attempt to obtain an SBA loan only to be turned down. It seems we didn't have the necessary collateral to be given a loan. To be frank about it, if we had the necessary collateral as required by the bank, we wouldn't need an SBA loan."

EDUCATION

17. Citizen, Southwest October 25, 1991

"I am a hispanic male, forty four years old, who had worked... as Maintenance Supervisor for the past 17 years. Due to a severe back surgery in December of 1988, I was unable to return to my former line of work. ...I enrolled in college. I was, until then, a ninth grade drop-out. ...I am currently in my third semester of college and have made the "Dean's Honor Roll" every semester. If I can return to school at age forty-four, having been a ninth grade drop-out, anyone can. I am the luckiest man in the world. I live in a country where as a middle age minority, I have the same rights as anyone else. ...We all have heros and friends. You are my hero."

18. Professor, Midwest October 22, 1991

"...Your educational initiative is being carried out in Minnesota. I have listened to your educational policy statements, and I do not agree with your critics. It seems that they believe it is impossible to improve education without a large infusion of federal or state funds. Yet, I know they are wrong, and I want to provide you with evidence to prove just that. With little state or federal money, the science lab. at a very small, rural Minnesota school has been transformed into a state-of-the-art science teaching facility. This transformation was made possible by four groups: 1) a local businessman donating eight microcomputers; 2) the local university and private business providing analog-to-digital converters for each microcomputer so that science experiments can be done under computer control; 3) the local school board finding the funds to place laser disk and video technology in the lab; and 4) teachers willing to use the equipment. The lab now ranks as one of the top secondary science laboratories in the country. All this was done according to what you say is possible if we are really serious about becoming "Number 1" in science and mathematics by the year 2000."

19. Texas Man November 11, 1991

"Get before the public that the reason data shows the person receiving capital gains is wealthy is that it considers only the income for that year. Naturally if you are selling a family business that represents a life's work, your income is going to look pretty good for that one year." See Article

Wall Street Journal
by George W. Walker III

"My wife and I bought a house...we didn't want to live there; we just saw an opportunity to refurbish a run-down home and sell it for a modest profit. ...We didn't do our own plumbing or electrical work. We hired that neighbor who's a plumber, and that fine man who had done some electrical work around our own home a couple of years ago. We were on a first name basis with all the folks at the lumber store and the home improvement center. We were spending money to turn this neglected structure into a gracious inviting home. But, ...it will all be worth it after the house is sold. This, I will tell them is what America's economic system is all about. If you're willing to take a reasonable risk and work hard, you may reap a financial reward that makes the whole adventure worthwhile!"

"A funny thing happened on the way to the bank. I stopped in to see our accountant. 'Congratulations on your profit,' he said, 'but remember that the capital gains tax is 28% and you'll need to add 7% in state taxes. So whatever your gross profit, be sure to set aside 35% for taxes."

...After "deducting 35%" we were left with a net profit of \$3,900. "Our very conservative estimate is that with the combined labor effort of all the family members who worked on this project totalled 1,200 hours. That means that after the capital gains tax is paid we netted about \$3.25 per hour."

"Would we try a venture like this again? I doubt it. And if the capital gains tax bite discourages us from trying it again, that means we won't be hiring the plumber and electrician, we won't be visiting the fabric and carpet store..."

"It's not that we care about 'the rich.' We promise that we'll continue to envy them and resent them. Still, let that tax cut go through. We could use the jobs...and the prosperity."

QUOTATIONS

"The tax on capital gains directly affects...the ease or difficulty experienced by new ventures in obtaining capital, and thereby the strength and potential for growth of the economy."

President Kennedy

"The capital gains differential is a weapon-- a powerful weapon in the battle to be competitive." "That bill did more for the economy of my state than anything I did as a Congressman."

Former Senator Paul Tsongas

"...a reduction in the capital gains tax would be quite helpful. It is especially important considering our current difficulties with weak real estate property values."

Federal Reserve Chairman Alan Greenspan

"A capital gains tax reduction could stimulate growth over the intermediate to long-term, enhancing capital formation and possibly potential output, perhaps helping to permit some extra tax receipts by unlocking unrealized tax gains."

Alan Sinai, Chief Economist, Boston Co. Economic Advisers

"People like me keep harping about eliminating or reducing the capital gains tax and it really could make a difference. It really does influence the cost of capital, and a higher cost of capital really does make us less competitive."

T.J. Rodgers, CEO, Cypress Semiconductor

"I regret that capital gains has been couched as a party issue. John F. Kennedy and Lyndon Johnson advocated a lower capital gains rate, and I find it hard to believe that this has suddenly become a partisan issue...A capital gains tax cut will help lower the cost of capital and help business attract investors and create new jobs."

Congressman J. J. Pickle

Spurring High Technology Companies

- Emerging technologies require years of research and development. Young high tech firms cannot afford to pay dividends in their early years. Instead, they rely on "patient capital," from shareholders who expect stock prices to eventually rise. High capital gains taxes drive patient investors to demand immediate returns.
- Tax-sensitive individuals outside the professional venture capital industry provide most of the \$60-70 billion per year of early stage funding to America's small high tech companies.
- These "angel" investors, who take chances on risky new enterprises, are not extremely wealthy individuals. One-third have family incomes under \$60,000, and almost two-thirds have family income under \$100,000.
- High capital gains taxes punish these angels, retarding America's technological growth. Since capital gains tax rates rose in 1987, total venture capital spending has plummeted by about 75 percent.

Reducing Punitive Taxes on Inflationary Gains

- Capital gains taxes punish American families and businesses, which must pay taxes on illusory gains. High rates depress housing prices and effectively rob Americans of their wealth.
- Suppose you invest \$1,000 and the value rises \$70 in a year due to a 3 percent (\$30) real gain and a 4 percent (\$40) inflation increase. If you sell the investment and are in the 33 percent tax bracket, you would pay a capital gains tax equal to 33 percent of the total \$70 increase. That's \$23.10 -- 77 percent of the real gain!
- Suppose you invested \$1,000 in the stock market in 1970 and sold your stocks in 1988. During those eighteen years the Standard and Poors Index rose 219 percent. But inflation rose 205 percent. The net gain after inflation would be only \$140. Yet you would pay on the entire 219 percent capital gain. The effective tax rate would equal 339 percent!

-- Helping America's Families with Middle and Lower Incomes

- o People who earn less than \$50,000 per year realize about 45 percent of the capital gains each year. A lower capital gains tax applies to many types of assets, not just to the investments that wealthy people make. In fact, capital gains taxes are taxes on the American Dream. For example:
 - the family farm or family business.
 - the great idea that the back-yard inventor dreams up and turns into a profitable venture.
 - the modest rental housing units purchased by the small investor with his family's savings.
 - the family home that is sold to pay bills, because of divorce or retirement, because the kids have grown and moved away, or because the family gets transferred to an area where houses cost less.

-- Helping America's Farmers

- o Cutting the capital gains tax rate would help America's farmers and foresters become even more productive.
- o The Department of Agriculture projects that the President's proposal will boost U.S. agriculture output by \$2 billion. This gain, which cuts across all agriculture sectors, would also benefit the food processing industry and consumers.

-- Channeling the Wealthy Toward Productive Investment

- o Many wealthy Americans have held onto appreciated assets because of high capital gains taxes. Lowering the tax rate would free up funds for new, productive investments.
- o The capital gains tax cuts of 1978 and 1982 raised revenue from millionaires. Millionaires paid the federal government \$7.2 billion in 1985, nine times as much as they paid prior to the tax cuts in 1978.

Sharing in America's New Wealth

- All Americans will benefit from the economic growth that a lower capital gains tax rate will bring.
- About half of all Americans report capital gains during their lifetime. About 70 percent of all people who report capital gains earn less than \$50,000. Moreover, one-third earn less than \$20,000.
- Only about 2 percent of tax returns with long-term capital gains have incomes above \$200,000.

-- Helping Senior Citizens

- o A capital gains tax cut would help senior citizens more than any other group, because retired people no longer earn wages and frequently must sell assets to pay their expenses.
- o Many senior citizens sell a family business or a portfolio of stocks that has accumulated over a lifetime to provide a nest egg for retirement years.
- o In any year, 44 percent of taxpayers over the age of 65 pay capital gains taxes. Senior citizens receive 70 percent of their income from investments, while younger people receive only 15 percent.
- o Capital gains for seniors average four to five times the size of capital gains for younger taxpayers.

Raising Stock Market Values

- Almost all Americans benefit when the stock market rises. Pension funds that own stock cover about half of all America's families. In addition, over 50 million individual Americans own shares.
- Taxing assets depresses values. From 1968 to 1977, Congress raised capital gains tax rates 75 percent. The Dow Jones average fell by 40 percent in constant dollars. From 1978 to 1987, when the capital gains tax was cut from 49 percent to 20 percent, the Dow Jones jumped 65 percent in constant dollars.
- A cut in the capital gains tax would lead the stock market to double within five years, according to Dr. Allen Sinai, of the nonpartisan Boston Company Economic Advisers.

Encouraging Firms to Look Toward the Future

- High capital costs force investors to focus on the short-run, rather than the long-run. Because of high capital gains taxes, U.S. firms cannot afford to invest in certain long-term projects that their foreign competitors are betting on.
- Investors find it more attractive to make short term investments, rather than to wait until a firm innovates, grows, and penetrates markets.
- Because of high capital gains taxes American firms must promise shareholders much higher returns on their investment. Consider the following example:

An American company and a German company each issue stock worth \$100. Shareholders expect the value to rise by 8 percent a year. The German company can afford to invest in a long-term project that will double the stock to \$200 in nine years. The American company cannot afford the project. Why? Because capital gains taxes will wipe out up to \$33 of the \$200, driving the annual return far below 8 percent.

Reducing the Bias Toward Debt Financing

- High capital gains tax rates make stocks less attractive to investors. Rather than issue shares, many firms find it cheaper to go into debt to finance expansion or buy new machinery.
- When a firm finances by selling stock, the shareholder pays taxes twice, after the firm has already paid its income tax: first on dividends and then on capital appreciation when he sells the stock. In contrast, when a firm finances by selling bonds, the firm may deduct the interest payments as a cost of doing business and investment income is taxed only once.
- As capital gains rates rose from 27.5 percent in 1969 to 49 percent in 1976, firms offered less new stock. New public stock offerings fell from \$2.6 billion to \$230 million.

Raising Revenue by Unlocking Old Investments for New Investment

- A capital gains tax is a tax on transactions. High rates lead potential sellers to hang onto their assets and buyers to stay on the sidelines. A lower rate will increase sales in all asset markets and raise revenue for the Treasury.
- From 1969 to 1973, the Congress raised the rate in stages from 29 percent to 49 percent. By 1976, real revenues had fallen to 37 percent below 1969 levels.
- Capital gains tax cuts in 1978 and 1982 dramatically increased assets sales and capital gains revenue to the Treasury.
 - o Capital gains realizations soared from \$50.5 billion in 1978 to \$327.6 billion in 1986.
 - o Tax revenue skyrocketed from \$9.1 billion in 1978 to \$49.7 billion in 1986.
 - o The trend collapsed in 1987, after the tax rate rose again. Capital asset sales fell to \$144 billion, while tax revenue slid down to \$32.9 billion.
- Both the Department of Treasury and the Joint Tax Committee substantially underestimated the level of revenues that the 1978 capital gains tax cut would raise.
- Even if the tax cut raised GNP by a microscopically small 4 one hundredths of one percent (0.0004), it would raise \$5 billion in federal tax revenue.

- Lowering the capital gains tax rate will spur entrepreneurs to get their businesses started now, providing jobs for tomorrow.

Raising International Competitiveness

- By keeping the capital gains rate too high, Congress favors foreign jobs over U.S. jobs.
- Our fiercest trade competitors encourage investment by not taxing capital gains at all. Germany, Korea, Taiwan, Hong Kong, Belgium, Italy, and the Netherlands have a zero capital gains tax rate.
- Japan had a zero capital gains rate during most of its post-war economic boom. Even today in Japan an investor in a successful firm pays an effective rate of only 1 to 2 percent!
- We can promote U.S. competitiveness by lowering the cost of capital. More companies will invest and create jobs on our shores rather than abroad.

Spurring Savings and Investment for Economic Growth

- The U.S. needs savings to fund investment in productive enterprises. Yet the tax code penalizes both savings and investment.
- Someone who buys stock in a company is effectively taxed three times: First, the company must pay taxes on its profits before it can pay dividends or reinvest profits. Second, the shareholder must pay taxes on any dividends. Third, the shareholder must pay capital gains taxes, if he sells the stock for a profit -- even if the profit is illusory because of inflation.

Cap gains

8 November 1991

Dear Mr President:

We must lower the capital gains tax rates. Call it something else like - a job creation tax ^{cut} and we might get the people to push Congress into voting a reduction.

Lets' help some one get a job - by re-instituting small business starts and entrepreneurial capitalism and deregulation. That should be our policy.

Two out of three jobs are created by small and medium-sized businesses.

PS. When you were in Colorado Springs as vice president I shook your hand and said, Come see us when your President - you said, "Elect me & I'm come see you" My invite still stands.

Respectfully,
Victor H. Fast

Victor H. Fast
1328 SWOPE AVENUE
COLORADO SPRINGS, CO 80909

This evening I mentioned to my husband
that I wish I could somehow explain to all Americans
how a reduction in capital gains tax would benefit all
of us, even people like my family, who have no capital
gains tax to pay. And later it occurred to me that
certainly I couldn't do it, but maybe Mrs. Bush could.
Congress in America, like you write, sir, and if she felt
a news conference and explained it as she understood it,

Dear President Bush,

October 25, 1991

⊕ Cap gains

we would listen. And because we're all taking a hard look at our Congressional representation right now, I think we would exert some pressure to get the reduction in capital gains tax passed if we all simply saw how it would work.

It needs to be done soon, though, before our feeling of unrest about the members of Congress fades and before our concern about our own individual finances turns into despair.

Even if you don't like my idea, please accept my heartfelt support. Thank you.

Sincerely,
Loni Clegg

⊕ cap gain

November 8, 1991

George Bush
President
United States
White House
Washington, D.C. 20500

Dear Mr. President:

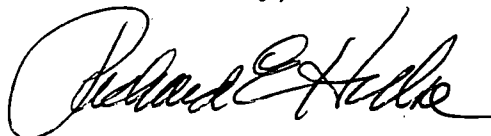
The economy is, of course, the big issue in the country today. Now Congress is suddenly getting into the act. After the tax increase that was passed last year, all proposals are to decrease taxes!

The main proposal of several congressmen and senators is to pay \$300 to each family for each child or to give a tax credit of \$400 to a family. This throwing money at the family is not going to get the economy started again. All it is going to do is to add to our deficit in the budget.

I am enclosing an excellent article taken from Business Week of February 18, 1991 about the economy and how to get it moving again. The main way is to cut the capital gains. By doing this, you will stimulate job creation and real estate investment. You will not be just throwing money around. Naturally, there are additional things that can be done but the reduction in the capital gains tax should be at the heart of the stimulation of the economy. I hope that you don't let partisan politics stand in your way in getting the economy moving again. The economy is too important to let that happen.

I will appreciate your reply to this letter and article.

Sincerely,



Richard E. Hulse
10691 Hollowood Court
Cincinnati, Ohio 45242

RESCUING REAL ESTATE WILL SAVE BANKS AND THE ECONOMY, TOO

BY PAUL CRAIG ROBERTS

Cutting the capital-gains tax rate, shortening the capital-recovery period, and ditching 'passive investor' rules would breathe life into the market and save billions in bailout costs

It was only yesterday that we were being assured that a budget deal trading higher taxes for lower interest rates would save the economy. Now, with the deal in hand, the economy is sinking, and the red ink is rising. And it appears that the short-lived recession that President Bush's economic advisers forecast in January may be with us a lot longer.

As improbable as it may seem, government policymakers aren't confronting the core problem we need to solve if we are to fight our way out of this particular recession. The sober reality is that real estate makes up a sizable chunk of the collateral of the financial system, and real estate prices have been dropping disastrously. The ability of the Federal Reserve Board to fight the recession with a credit expansion may first require a stabilization of real estate prices. As the value of collateral shrinks, capital is impaired, and the ability to create new loans is restricted. Depressed real estate prices are not only an important reason why we are in recession but they are likely to make it all but impossible for us to spend our way out of it.

Before real estate can be stabilized, policymakers will have to come to grips with the role that the 1986 tax reform played in pulling the rug out from under real estate prices. That reform lengthened the depreciation period for structures from 19 years to 31, thus collapsing the present values of real estate investments. Not content with this blow, the reformers deprived "passive investors" of normal tax deductions (mortgage interest, taxes, depreciation), thus hiking the costs of the investments. In case any profit was left, the reform raised the capital-gains tax rate from 20% to 28%—an increase of 40%.

WRONG RESULT? Overnight, real estate investments became uneconomic. Investors were forced to dump their stakes, and the sinking market hurt the lenders that had financed the deals. As the financial system's weakest link, savings and loans were the first big casualty. It's ironic that Treasury Dept. officials expected the real estate provisions of the 1986 Tax Reform Act to raise revenues for the government. Instead, we got a \$500 billion S&L bailout caused in large part by the collapse of real estate values.

And it isn't over yet. Commercial-property values will continue to fall until price declines make the ventures profitable under the new law. In the meantime, original investors and creditors will experience losses. Due to federal deposit insurance, this contraction in the value of thrifts' and banks' real estate portfolios also increases tax burdens or inflates the deficit. The sooner the downward spiral in prices

can be stopped, the less red ink will result and the more effective the Fed's efforts to ease credit will be.

A reduction in the capital-gains tax rate, a shorter capital-recovery period, and the elimination of the "passive investor" rules would breathe life back into real estate values, save many financial institutions from failure, and save the government—or taxpayers—billions of dollars in bailout costs. Those who advocate a lower capital-gains tax rate because it would raise revenues are using only half the argument. The impairment of financial capital that is frustrating monetary policy and prolonging the recession would be reversed by a lower capital-gains tax.

NO HANDOUT. A capital-gains tax cut that reduces the cost of the S&L bailout and prevents its spread into the banking and insurance sectors of the financial system would not be a handout to the rich. Moreover, by permitting a credit expansion to get in gear, it would save many Americans from the hardships of unemployment. Doctrinaires who oppose a reduction as "a tax break for the rich" are attacking the jobs of Americans and the health of our financial system.

The "debt excesses" that plague the financial sector are not the handiwork of "S&L crooks" but are the direct consequence of the real estate provisions of 1986 tax reform and other ill-considered legislation, such as the 1989 S&L Act, which increased thrifts' capital requirements while closing off many avenues of revenue generation. Debt becomes excessive when recession, taxation, and regulation reduce asset values.

That is now happening on a grand scale. The nonchalance with which policymakers view their handiwork does not signal a rebirth of laissez-faire but rather a miscalculation with potentially high costs. The downward spiral will have a long way to go if regulators succeed in forcing financial institutions to "mark-to-market" or value at current market prices, their long-term investments.

It is astonishing that Federal regulatory officials who extol the long view toward business investment seem determined to force financial institutions to carry their long-term investments at current market prices. No one can afford to have his capital destroyed by temporary declines in asset values that will recover in the long haul.

If President Bush can make a case for expending American lives and treasure on Arab disputes in the Middle East, he can easily put the straightforward argument to the American people for stabilizing real estate values with a cut in the capital-gains tax rate. I

PAUL CRAIG ROBERTS IS CHAIRMAN OF THE INSTITUTE FOR POLITICAL ECONOMY IN WASHINGTON

CHARLES W. LEINBACH

ATTORNEY AT LAW

702 ADELAIDE PLACE

SANTA MONICA, CALIFORNIA 90402

213/393-1954

November 11, 1991

(+) *cap gains*

President George Bush
The White House
1600 Pennsylvania Ave., N.W.
Washington, D.C. 20515

Dear President Bush:

I have been delighted to hear commentator remarks and to see newspaper articles during the last few weeks to the effect that one of the matters again on your agenda was the capital gains tax. I have been waiting patiently for it to resurface after it seemed to get sidetracked a couple of years ago.

I grew up during the depression and came to regard it as a part of the American system. I was dismayed and felt betrayed when President Reagan allowed it to go by the boards in connection with the tax reform program.

There must be at least 20 million seniors who have one or more items that they are holding onto waiting for reimposition of the capital gains tax. A number of us figured after the Gulf War that you would quickly start pushing for capital gains.

It really is a very important item, and would assist in the retirement package, particularly today now that we seem to be involved in a full fledged depression when Fortune 500 companies are having dividend reductions and bankruptcies.

I hope this matter is vigorously pursued.

Sincerely,

C. W. Leinbach

C. W. Leinbach
00746385

P.S. I had pencilled out the above letter, but had not gotten around to typing it when I began to see in the papers the last few days that the capital gains project had again been put on the back burner for possibly sometime next year. I certainly hope that this is not true.

C. W. Leinbach

cap gains

49

PRESIDENT BUSH
VICE PRESIDENT QUAYLE

(+) Cap gains

CAPITAL GAINS MYTH

CAPITAL GAINS REDUCTION IS NOT JUST A RELIEF FOR THE WEALTHY. ACTUALLY, THE WEALTHY HAVE MANY OPTIONS FOR TAX RELIEF THAT THE LOWER AND MIDDLE INCOME TAX PAYERS DO NOT HAVE.

THE MYTH

1. I KNOW OF TRUST ACCOUNTS WITH LESS THAN \$500,000 WITH TAX COSTS ON INVESTMENTS SO LOW THAT PEOPLE WILL NOT SELL THESE ASSETS AND PAY THE 30% IN CAPITAL GAINS TAXES. THESE ASSETS STAY UNTIL DEATH WHEN THE TAX COSTS AR UP TICKED AND THE GOVERNMENT IS OUT OF THE PICTURE. THESE ARE NOT RICH PEOPLE.
2. TONY, YOUR LOCAL PIZZA BUSINESS; HE STARTS WITH A SMALL SHOP AND WORKS HARD TO BUILD HIS BUSINESS. HE AND TENS OF THOUSANDS LIKE HIM, GIFT SHOPS, HAIR SALONS, LUNCHEONETTES, SMALL BUSINESSES WORK HARD TO BUILD THEIR BUSINESSES AND WHEN THEY SELL, THE GOVERNMENT TAKES 30%. THESE ARE NOT WEALTHY PEOPLE.
3. THE LOCAL PERSON MALE OR FEMALE WHO INVEST IN STOCKS, PROPERTY AND/OR BUSINESS ARE AND WILL PAY CAPITAL GAINS IF THEY ARE FORTUNATE ENOUGH TO ACHIEVE SUCCESS. THESE ARE NOT THE RICH.



THERE IS A CONCEPT (A WRONG ONE) THAT CAPITAL GAINS IS ONLY APPLIED TO THE RICH. THIS IS NOT TRUE. WILL SOMEONE IN WASHINGTON GET THIS MESSAGE TO THE CONGRESS BY LETTING THE PUBLIC KNOW THE FACTS.

Joseph P. Locatelli
Box 968
114 Johnson Road
Chadwick Beach, NJ 08739
(908) 830-8743

FAX - ~~908-830-8743~~

IN ^{Past} Sample

Dear Ms. Porter:

Thank you for your letter. I understand the difficulties that high taxes create for families like yours, and I certainly share your view that capital gains taxes should be reduced.

From the outset of my Administration, we have been fighting to lower capital gains taxes. We want to stimulate our economy through incentives that would encourage savings and investment, and cutting the capital gains tax would have a positive effect in both of those areas. Those in Congress who have opposed our efforts to reduce the capital gains tax maintain that such cuts would benefit only the wealthiest Americans. However, your story illustrates what we know is, actually, the case -- average Americans also bear the burden of high capital gains taxes, and these people need relief. As you expressed so well in your letter, hardworking citizens should not be "punished" for their success.

I fully appreciate the frustration of Americans who, like you, want constructive action out of Washington. We've sent Congress a good package of economic initiatives, which includes a reduction in capital gains taxes and encourages growth and the creation of jobs. While I'm sure you know that the proceeds of the sale of your last house can be reinvested in another home without those proceeds being taxed, I assure you that I'm going to continue fighting for capital gains relief and for the other proposals that would benefit and strengthen our economy in the long term.

Best wishes.

Sincerely,

Ms. Cindy Porter
228 Forrer Boulevard
Dayton, Ohio 45419

GB/MC/BW/SMG/pt (Quorum)
cc: Meredith Chen
SAMPLE

Corres.#: 537795

m

Sample + Cap gains

Oct 1, 1991

BW/D

Dear Mr. President

In April of this year, along with my husband, Randy, and our 7 year old son, Ben, we moved here to Oakwood, a suburb of Dayton, Ohio. Our one and only reason was Ben. We wanted him in the best public school we could find. He's very happy. Currently we are renting, looking to buy. It's tough. The houses here are generally small and expensive. We keep looking. All in all we are an unusual family of 3. Because we have no mortgage we have a debt of less than \$2000.00 we save. And we pay. We pay. we pay. Taxes are killing us. I do not work. My husband earns less than \$40,000. per year. We pay U.S., Ohio, Dayton, Oakwood, & S.S. taxes along with minimum health insurance which is over \$300.00 a month. This is killing us. And now having made great choices in the past we are unable to sell our last home for a profit. Capital Gains

Taxes will no doubt
just like the local bank stock
my husband bought before we were
married. We'd like to sell it so we'll
have a larger down payment. But no
Capital Gains. There really hasn't
been a profit just inflation. It seems
like Taxes adjust to inflation.
Why not Capital Gains? I'm no
student of finance, but I am a
tax payer. And I am tired of
being punished for success. It seems
that if you don't try, give up and
generally waste your life you are
rewarded these days. Surely you
can see how frustrating this is for
a mother of a 1st grader. Why I've
even heard that there's money for
college to children of divorce. Sadly
this may become an option for
us.

Mr. Bush, I've applauded your efforts
with other countries, but please
listen to me. We need help. We
are being choked, our future is dim.
Well, think about it. Come over and
talk sometime or call if you need to
get in touch with middle American

God Bless America!

Lindy Porter

50
HW 9-122A, N

C.B. SMITH CO.

9238 Gravois
St. Louis, Missouri 63123
314-631-5855
FAX 314-631-5592

Capital Gains
Tax Reform
Tariffs

November 7, 1991

President George Bush
The White House
Washington, D.C. 20500

Re: Action to get us out of the Depression

Dear President Bush:

This thing is serious out here. Nobody is buying, towns are broke. Contractors can't pay what they owe me. Car sales are way off. We need you gentlemen to do something now.

Here are a few things you should consider:

- 1: Lower the Capital Gains tax down to 15% or less. This will stimulate sales, put money in pockets for car and appliance sales, and boost taxes for the Government. Now everybody is sitting on their gains.
- 2: Let all interest paid be deductible again. This should stimulate car sales. Car sales will help the government tax take. You are not presently collecting tax from the big three automobile companies.
- 3: Reduce the social security tax. We small employers are very hesitant to hire anyone at 15%. With things so tight, and running losses, we can't have a pension plan or health plan.
- 4: Here is the very important one.
 - A: Absolutely restrict further imports from any country that has an imbalance of \$300,000,000/year or more.
 - B: Put tariffs on cars and all electronics and other items so that our industries can be built back up to their former profitable levels. This will create jobs and taxes for the Government.

Please, let's not have a typical Washington delay. Even if you did all of the above the problem won't be eliminated overnight. But at least some of us could see some light

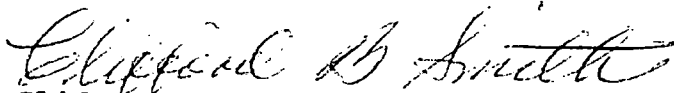
continued on page two.....

page two.....

at the end of the tunnel and could get out of our depressed attitude. Now all we can see is that the Government is greedy, slow, can raise their own pay, have guaranteed jobs with super health plans, pensions, and does not really care about us little taxpayers.

After you have taken the emergency actions above, please also consider eliminating all the crazy studies, the billions given overseas, and all the complicated regulations that hamper business.

Sincerely,



Clifford B. Smith
CBS/cpu



Event: Address SBLC
 Date: 1/31/92

**OFFICE OF PRESIDENTIAL ADVANCE
 IN-TOWN EVENT CONTACT SHEET**

Name	Office	Phone Number
Presidential Advance Office		456-7565
Presidential Advance Fax Number		456-2820
Kris Goodwin	WH Advance	202-456-7565
Mohammed Ihsan	J.W. Marriott	202 7830393
Nels Olson	White House	202-456-2684
Stacey Silva	White House Adv.	202-456-7565 703-522-6462 H
Renee Truplett	USSS/PI Squad	(202) 435-6600
VANCE FYE	USSS/PT	(202) 435-6600
STEVE Wojtanowski	J.W. Marriott	(202) 626-6921
JOHN HORTON	USSS/TSD	202/395-4005
Dave Fisher	USSS/WFO Advance	(202) 435-6100
MIKE VERDEN	USSS/PPD	(202) 395-4011
PAUL Bishop	J.W. Marriott	(202) 626-6958
BLANCHO Diermond	J.W. Marriott Security	202-626-6968
Kevin McHale	WH Comm Agency	(202) 757-5550
Michael Cassell	J.W. Marriott	(202) 626-6998
Linda Lynch	J.W. Marriott	(202) 626-6928
Carol Aarhus	WH Speechwriting	202-456-7750
Charlotte MacDonald	Small Bus. Leg. Council	202-639-8500
JOHN SATAGOTI	SBLC	202 639-8846
Jim O'Connell	WH Public Liaison	456-7845

Thank you for
to Muhammad

Small Business Legislative Council

Work-through 1/31/92

~ 100 attendees

arrive-speak-depart

time of PMS speak: 10:30 am

do's participants: 6 or 7

Marine band

Greeters

Phil Chisolm, Ch. of Council
Bob Bannister, Ch.-elect of Council
John Sotagay, Pres. of Council

Phil Chisolm will intro PMS (1 min. remarks)

Tony-call Bobbie re: 200 venture capitalists coming from pro-corp gains rally in the Hill. She wants to include this in the speech.

add'l dais.

Ted Olson - Exec VP of Specialty Advertising
Asso. Int'l
↳ Treasurer of SBLC

Kenton Pattie^e - EVP of Intl Comm Ind Asso.
↳ Sec. of SBLC
United

John Kemp - EVP of ~~the~~ Cerebral Palsy Asso.
↓
speaker before Pres. appears

Kemp's group is working w/ SBLC to
comply w/ ADA.

THE WHITE HOUSE
WASHINGTON

SCHEDULE PROPOSAL

SEPTEMBER 10, 1991

TO: KATHY SUPER, DEPUTY ASSISTANT TO THE PRESIDENT
FOR APPOINTMENTS AND SCHEDULING

THROUGH: DAVID DEMAREST, ASSISTANT TO THE PRESIDENT FOR
COMMUNICATIONS

FROM: BOBBIE KILBERG, DEPUTY ASSISTANT TO THE PRESIDENT
FOR PUBLIC LIAISON
JEFF VOGT, ASSOCIATE DIRECTOR, PUBLIC LIAISON

REQUEST: To address the 1992 annual meeting of the Small
Business Legislative Council.

PURPOSE: To recognize the small business community's
important role in the American economy, and to
highlight Administration policies which are
intended to encourage small business growth.

BACKGROUND: The SBLC is a coalition of over 100 trade and
professional associations that advances the cause
of small business. SBLC has been prominent in
supporting the Administration in our legislative
battles on: mandated benefits, striker
replacement, quota legislation and the minimum
wage hike. They are active in seeking out
solutions to health care costs and are very
concerned about the adverse effects of these costs
on small business.

This would be a good opportunity for the President
to showcase the policies the Administration is
advancing to support small business and create new
jobs. In terms of job creation, this sector is
the most productive of the American economy. In
the recent 8 year economic expansion, small
businesses accounted for 80% of all jobs created
in the American economy.

The chief advocacy slot at SBA has remained
unfilled during this Administration and is a major
sore point for small business. This would provide
a good forum to announce our nominee for the
advocacy slot, if the announcement is not made
prior to this event.

PREVIOUS

PARTICIPATION: Addressed group in the East Room in March, 1989.

DATE AND TIME: Late January, or early February.

LOCATION: Washington, D.C.; hotel TBD.

PARTICIPANTS: The President

Bob Bannister, 1992 Chairman of the SBLC (Vice President of the National Association of Homebuilders)

Approximately 400 small business association executives

**OUTLINE OF
EVENT:**

The President arrives site and participates in brief photo-op.
The President makes remarks.
The President departs.

**REMARKS
REQUIRED:**

Speech.

**MEDIA
COVERAGE:**

Open press.

MEETING FACILITY FLOOR PLANS

