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OA/ID Number: 13833
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Folder Title:
Georgia Homebuilders 9/17/92 [OA 7580] [2]

Stack:	Row:	Section:	Shelf:	Position:
G	26	23	1	2

Col. House Mkt. DEVASTATED
PAST 8 YRS.

PAST YR. PICKING UP
1ST TIME HOMEBUYER

HOMEBUILDING INT. RATE SENSITIVE

ABA - STATE SPECIFIC DATA ON
REFINANCING

Col. BANK ASSOC. / PROFF.
UNITED BANK OF DENVER

HOUSE STARTS / NEW PERMIT DATA
(PO. MO. RELEASES)

MORTGAGE BANKER ASSOCIATION
JANE DIMARINIS
JACKIE - GRUMBACHER
861-6551
861-6501 Warren Lask
[John Bancroft] 861-6568
Can man get # people
dollar value
Weekly mortgage index
Volume

Advance → Site selection?

Status

JD. Foster → economy study

Kent Colton -
gen. industry →
who stands

city's house sales
what ↓ home rates
refinancing - tax cut;
savings

state of Col. had Cong.
acted @ \$5000 / \$1,500

by March 20 - (today) end of yr.

gen background
house not had funds even
out of recovery

all a small bit -

→ typ. kinds probs of paper work
Comp file w/ 143 - receipts typed
up in

~~ENTIRE~~

ON. SORTED INT RATES

Δ COL WED PRICE
INT RATE

→ # MORE RED. NOW QUANTIFY
STRESS

COL. HAND A COMING BACK

REFINANCING CD SAME THING

' MY SCAN. RIDER 1ST HAS TAX CREDIT

* TAX CREDIT

HAVEN'T FAILED - HAVEN'T BEEN
TRIED

* ENACTED IN FIRST PART OF YR.

~~*~~

[W/KEMP RE

* NOT IN MY BANK YARD
REMOVING REG. BARBERS

THINKS THAT IMPROVE

TRUE CREDIT - IF RE-ELECTED WILL
TALK UP ON REPORT

(DAVE (DOWE))

Michael Carliner - 822-0376)

(impacts Col. & US - due to
↓ interest rates

(save on refinancing

(tax credit impact

(how houses led econ

(gov. mis. reg. burden
NIMBY report

JHN STEINER OF HUD

NAR -
HOMESALES

Aug 25 - prev. owned

SA - 3.48 million

up 6.7% July '91

5TH STORY of Level 1 printed in FULL format.

The Associated Press

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May 6, 1980, Tuesday, PM cycle

SECTION: Business News

LENGTH: 450 words

BYLINE: By GLENN RITT, Associated Press Writer

DATELINE: WASHINGTON

KEYWORD:
Housing Crisis

BODY:

President Carter and other administration officials are being inundated by thousands of two-by-fours, some delivered by truck, others actually stamped and sent through the mail by angry home builders.

Etched into one wooden letter, mailed by a South Carolina builder, are the words, "Help, help. Our industry must not die."

The two-by-four campaign is part of a lobbying effort to convince the Carter administration to spend hundreds of millions of dollars to subsidize up to \$10 billion in below-market mortgages.

Thus far, Carter has declined, even though a similar program during the last housing downturn in 1974 proved highly successful.

In 1974, however, inflation was not running at 18.2 percent and political pressures did not mandate a balanced budget.

Recently, with housing spinning into a deep sales slump, the White House proposed a modest, \$75 million plan for next year. At that level, say Carter aides, new housing subsidies won't fuel inflation or bust the budget.

At best, the program may prompt 100,000 additional housing starts, a figure termed tiny by an industry that wants to build 1 million more units in 1980 than now appears likely.

"The official line from the White House is that we are a bunch of cry babies and that the situation is not as bad as we make it out to be," complains Michael Sumichrast, chief economist of the National Association of Home Builders.

Victor Marrero, undersecretary of the Department of Housing and Urban Development, says the administration has to be very concerned about conditions in the housing industry, but "can't divorce it from the overall economy."

In any event, many housing experts say the industry faces long-term problems; moreover, they say the answers may lie outside the reach of Washington.

The Associated Press, May 6, 1980

In interviews with builders, realtors, bankers, economists and government officials, these themes were raised repeatedly:

Interest rates for mortgage and construction won't fall substantially until the fight against inflation is won;

The thrift industry, now suffering due to old loans at low rates, must provide new services to savers and must make a move to offer mortgages with adjustable interest rates. Otherwise, there may be insufficient home loan money to meet housing demand.

State and local governments must reduce the number of laws and regulations that face home builders. Otherwise, land and construction costs -- which rose more than 130 percent in the 1970s -- will soar beyond the means of many homebuyers.

Yet the experts say there are population and social trends that suggest a rosy future for the housing industry once the current storm passes.

LEVEL 1 - 62 OF 117 STORIES

Copyright 1992 Chicago Tribune Company
Chicago Tribune

May 4, 1992, Monday, NORTH SPORTS FINAL EDITION

SECTION: NEWS; Pg. 20; ZONE: C; OVERNIGHT. Comedy

LENGTH: 506 words

HEADLINE: Allen electrifies Chicago
Power-tool talk hits funny bone

BYLINE: By Allan Johnson

BODY:

It's a pity Tim Allen didn't hit Chicago a few weeks earlier, back when the city was having that little water retention problem. He would have had the simple solution to the flooding and related problems in the Loop: Rewire for More Power.

Allen probably would have rigged a souped-up water pump much in the same way he says could have fixed a home vacuum cleaner - give that bad boy enough power to "suck the eyes out of a parrot."

Allen may have rewired downtown buildings to prevent them from losing electricity, by applying the same principles he used for his grandmother's easy chair and his grandfather's hearing aid.

Allen told a Chicago Theatre crowd Saturday that he rewired his grandmother's chair just fine, except "I misjudged her weight" and sent the poor woman flying through space. He also took care of his grandfather's hearing aid. "On a clear night he can pick up shuttle conversations."

Allen, the star of ABC's hit television series "Home Improvement," powered up the crowd in two sold-out performances. And at times the audience resembled the crowds that attend Allen's fictional home remodeling cable show "Tool Time," complete with Allen's signature "arrh, arrh, arrh" grunts.

Allen's onstage character is that of a power-tool loving, grunting, macho jerk (born out his mother's contention, when Allen was a kid, that he and his brothers were a cross between pigs and caveboys).

Allen, a standup comic for 13 year who got his start in Detroit, plays it well. Think of Bob Vila on comedy steroids, and you have Allen.

He once wanted to juice up a blender so it could be "the only blender on the block that can puree a brick." And he replaced the engine of his lawn mower with that of a race car, as well, by installing headlights and hubcaps.

"The only reason men are alive is for lawn care and vehicle maintenance," Allen said during an 80-minute set.

Allen also jokes about how men are such idiots when it comes to women. When ladies in the audience agreed with him that men are jerks, he shot back, "It's too damn bad we own everything."

"Really quite Tim
"The Tool man" Taylor
something to grunt about"

"You know a man is about to lie when he repeats what you say," Allen cracked, adding that when a man is thinking of a lie he scratches his backside, "because that's where a man's brain really is."

The self-proclaimed "masculinist" is riding a crest of success thanks to "Home Improvement," the highest rated new television show of the season, as well as one of the top-10 shows of the just completed 1991-92 television season. The show is based on Allen's standup routine, and there were a number of bits the audience probably recognized.

Opening for Allen was Lowell Sanders, a crowd pleaser who is working with Allen on a more than 20-city tour. Sanders, who has appeared on such standup shows as VH-1's "Standup Spotlight" and Fox-TV's "Comic Strip Live," was in the moment when talking about the riots in Los Angeles:

"They were rioting in Iowa. They don't know how to riot in Iowa. They turned over a car . . . and just left it," he said.

GRAPHIC: PHOTO (color): Comedian Tim Allen, star of ABC's 'Home Improvement,' performs for sell-out crowd Saturday at the Chicago Theatre. Photo for the Tribune by James Crump.

TERMS: REVIEW; THEATER

102ND STORY of Level 1 printed in FULL format.

Copyright 1992 Toronto Star Newspapers, Ltd.
The Toronto Star

February 4, 1992, Tuesday, UNAVAILABLE EDITION

SECTION: ENTERTAINMENT; Pg. B2

LENGTH: 566 words

HEADLINE: A solid foundation for Home Improvement

BYLINE: BY GREG QUILL TORONTO STAR

KEYWORD: BILLY REBICK BIOGRAPHY TELEVISION

BODY:

It's not a title Billy Riback needs these days.

And it's probably just as well.

In the circles in which he now moves, "the undisputed king of Hollywood's warm-up comedians," by which the Montreal-born and raised Riback has been known for years, doesn't have quite the same ring as "co-producer of the TV season's only bona fide hit."

Not that Billy Riback, the stand-up comic and joke writer whose work has helped establish the Disney/ABC series Home Improvement as the most popular new show of 1991-92, is ashamed of having been a warmer-upper for celebrity performers in a dozen or more TV shows over the years.

Roseanne, Murphy Brown, Night Court, Designing Women, Head Of The Class, My Sister Sam, The Hogan Family, Carol And Company . . . you name it, Billy Riback has set it up. He still does. In the minutes before each week's taping of Home Improvement - in which Tim Allen plays a TV carpentry show-host who is obsessed by the pursuit of his inner maleness - Riback is on set, pumping the audience.

Until now, he has been strictly an off-air talent in the grist mills of television.

"People here see me as a newcomer to TV," he told me a couple of weeks ago in Los Angeles. "But I've got here because I've done the work, I've laid the foundations, and I've learned what makes people laugh. In this business, it's doing the groundwork that matters."

Riback, who still works comedy clubs during writing and production breaks in Hollywood, has been doing the groundwork for more than 30 years. Bitten by the showbiz bug at a very young age, and dazzled by the world in which his uncle, Montreal agent and promoter Roy Cooper, lived, Riback headed for New York as soon as he had earned his degree in entertainment studies at McGill University.

A year later, he was spotted on stage by Dave Jonas, manager of the late Freddie Prinze, and offered a job writing jokes for Jonas's other clients. Then, in the mid-1970s, Riback was picked up by Welcome Back Kotter's Gabriel Kaplan, and found himself in Los Angeles for the first time.

The Toronto Star, February 4, 1992

But it was when he was hired by producer Diane English (My Sister Sam, Murphy Brown) as writer and warm-up act, that Riback's TV career really picked up. A subsequent partnership with Matt Williams, creator of Roseanne and executive producer of Carol Burnett's anthology series Carol And Company, and recently of Home Improvement, gave the young writer-performer all the credibility he needed.

"Of course, I'm thrilled Home Improvement's a hit," Riback said. "But it's incredibly hard work. There are four main brains, as well as Tim, who writes and re-writes the show every week, and it's 80 hours of work for all of us. I used to say I'd never take a 9-to-5 job, but that's what this is - 9 a.m. to 5 a.m. It would be hard to maintain those hours if the show was No. 84 in the ratings, but we score between 3rd and 6th in our time slot every week. Murphy Brown's really our only competition."

Although, when Home Improvement starts shooting its second season in April, he'll be a full producer and significantly more wealthy, Riback says, "I still dream about fronting my own show. If you don't shoot for that, you shouldn't be working in this business.

"Even so, I'm always aware that I'm not from here. I fantasize about making Canada proud, about making a show in Canada that will work there as well as in the States."

GRAPHIC: photo: Billy Riback

LEVEL 1 - 55 OF 117 STORIES

Copyright 1992 The Atlanta Constitution
The Atlanta Journal and Constitution

May 28, 1992

SECTION: LIVING; Section C; Page 8

LENGTH: 482 words

HEADLINE: A hard-workin', man's man of a comic

BYLINE: By Phil Kloer STAFF WRITER

KEYWORD: entertainment; personalities; reviews; theater; television; public; arts

BODY:

When Tim Allen talks about his starring role on the hit sitcom "Home Improvement," it's punch-the-clock time. "I take direction, I do my job, I'm not makin' any waves," he says.

But when he sheds the show and goes back on the road doing stand-up comedy, he returns to his primal state, a chest-thumper who's half-id, half-primate.

"Onstage, I'm king," he says. "I don't owe anybody anything, except the people who have paid to come see me. And I want them to laugh until they pee."

The relationship between Tim Allen the aggressive stand-up and Tim Taylor the more put-upon "Home Improvement" star is a dicey one. Taylor is based on Mr. Allen's stand-up act and shares his mock-macho bravura, devotion to power tools and befuddlement toward women. Although he has a strong voice in the show, he's not officially a writer.

"We consciously softened him," says Matt Williams, executive producer of "Home Improvement." "The foul language just wouldn't have been appropriate for prime-time television."

But the difference goes beyond cleaned-up language, Mr. Williams says. "Stand-up comedy is completely myopic. He presents the wife the way he sees the wife. We have to round out the people around him and make them believable."

"I've learned that there's real funny and there's TV funny," Mr. Allen says, looking back on the show's first season, when it became the first out-of-the-gate hit since "Roseanne."

Newcomer fans of the toned-down TV-Tim have gone to see his pumped-up stand-up routine and have been shocked, he says. One mother who saw him live for the first time sent him a letter that read, in part, "Thank God I didn't bring my children."

As the parent of a 2 1/2-year-old daughter, Kady, and a performer keenly aware that 5 million kids 11 and younger watch "Home Improvement" every week, Mr. Allen decided to try his act without profanity, which was once a staple.

"It didn't change my act one bit," he says. "I realized that it was just laziness, like a rock band that plays too loud because it doesn't have anything to say.

"They're slowly creeping back in, though," he says of the four-letter words. "It's pretty softened up in the first half; then it gets rougher."

"Softened up" is a relative concept, of course, and Mr. Allen still speaks bluntly of sexual practices and human anatomy.

"I wouldn't bring anyone under 16 to the show," he cautions.

With or without profanity, Mr. Allen's act is a celebration of what he calls "men stuff." A partial list, from last year's Showtime special, "Tim Allen Rewires America": "Gunk and gaskets, WD-40, Lava soap on a rope, a wet-towel hello in the shower, a garage with a drain in it."

But even as he celebrates, Mr. Allen recognizes the silliness of much of it, as when he points out that women's obsession with owning many pairs of black shoes is no different from men's obsession with multiple oil changes.

GRAPHIC: Photo: In his stand-up act and his sitcom, Tim Allen celebrates "men stuff." His "Home Improvement" character is the host of a handyman TV show who bungles jobs around his own home. / ABC

4TH STORY of Level 1 printed in FULL format.

Copyright (c) 1981 The New York Times Company;
The New York Times

December 11, 1981, Friday, Late City Final Edition

SECTION: Section A; Page 30, Column 3; National Desk

LENGTH: 982 words

HEADLINE: STEADY, IF DULL, COURSE WINS VOLCKER RESPECT

BYLINE: By JONATHAN FUERBRINGER

DATELINE: WASHINGTON, Dec. 10

BODY:

Paul A. Volcker, the chairman of the Federal Reserve Board, is becoming one of the more boring people in Washington. And he admits it.

But the boredom, which is a result of his unvarying, inflexible pitch on monetary policy, is the chairman's strength. In public, in private, on television and in the Oval Office, Mr. Volcker has been saying the same thing for more than two years.

He will stay on the course of a steady reduction in the growth rate of the money supply, he says. There must be sharp reductions in Government spending, he says, as well as some tax increases to shrink the Federal deficit and make the job of beating inflation less painful. And, he says, the Federal Reserve intends to stick to its anti-inflation campaign even if it gets no help from Congress or the White House.

The Volcker theme is so repetitious that it is sometimes hard for the chairman to muster enthusiasm for another of the many speeches he makes to business, financial and other groups around the country. But his conviction in the rightness of the cause drives him on.

Term Provides Independence

Mr. Volcker is at the helm of the nation's central bank, a position that makes him the single most influential financial figure in Washington and the country at a time when the economy is the single most important national issue.

He was appointed by President Carter in August 1979 to a fixed, four-year term that is not affected by the change in Administrations. That gives him the independence to pursue whatever monetary policy he believes is best for the country. Further, by virtue of his selfconfidence and strong personality, he has enhanced the already considerable institutional powers of the chairman's office.

Mr. Volcker's most important function is keeping the reins on the nation's money supply. The procedure is complicated and the Federal Reserve has this year just begun to get the hang of it.

But his course is set, with specific, announced goals, and his meetings about every six weeks with what is called the Federal Open Market Committee now involve minor adjustments rather than any shift in direction.

(c) 1981 The New York Times, December 11, 1981

Recessions and Unemployment

Since he took over the Federal Reserve in August 1979, Mr. Volcker has seen two recessions. For 1982, it appears that unemployment is on a course that could break the postwar record of 9 percent. There have been two dizzying rounds of rising interest rates, an overall sluggish economy and some progress, but nothing conclusive, in the fight against inflation.

He has been lambasted by Congress; he has had a bill of impeachment filed against him. He has received hundreds of letters from Congressmen complaining about his policies, as well as Congressional threats to curb the power of the Federal Reserve Board.

The Federal Reserve's offices have been picketed, even bombarded through the mails with two-by-fours and car keys, symbols of the suffering of the automobile and housing industries. At times the White House has prodded Mr. Volcker to bring down interest rates.

Finally, Mr. Volcker faces a special deadline. His term as chairman is up in August 1983 and, despite the Reagan Administration's support for the Federal Reserve's policies, the only rumors heard concern who might replace him.

A Veil of Smoke

Mr. Volcker, who is an imposing 6 feet, 7 inches tall, delivers his economic exhortations in low, thoughtful, sometimes gravelly tones. He puffs often on his economically priced cigars (Antonio y Cleopatra Grenadiers) and the public often sees him, in pictures, through this veil of smoke. He is tailored like a central banker, wearing dark suits and white shirts.

If Mr. Volcker does not win praise, he wins respect from his opponents. He has survived at the eye of the economic storm so far for two reasons. One is the general recognition by the Administration, the Congress and the public that inflation is a problem that has to be dealt with.

The other reason for survival is Mr. Volcker's own direct, unapologetic style. "He doesn't try to be beguiling," said one close associate who asked not to be named. Like the budget director, David A. Stockman, Mr. Volcker is able to move people with his command of the facts. He has often thought out the solution to a problem before others bring it to him for consultation. "He's a walking memory and an institutional source of how things fit together," said an aide, referring to the chairman's long tenure at the Treasury and as president of the Federal Reserve Bank of New York.

Viewed as a Scholar

"He's quite open, quite forthcoming," said the governor of the Federal Reserve, Charles Partee. "He doesn't lead a great deal but he doesn't follow. It's a question of open discussion with him playing a greater role than anyone else." Mr. Volcker is seen at the Federal Reserve as a scholar, Mr. Partee added, and there is "an inclination to want to go along with him."

Mr. Volcker gets along with most of the Administration's economic officials but has had his clashes with Treasury Secretary Donald T. Regan over monetary

(c) 1981 The New York Times, December 11, 1981

policy and legislation to restructure the banking and thrift industries.

His meetings with President Reagan, observers say, are more formal and not as fruitful as his meetings with former President Carter, although this Administration is more supportive of a tight monetary policy. While Mr. Volcker typically goes in to see Mr. Reagan as a member of a group, he often had one-on-one chats with Mr. Carter. Said one official who asked not be named, 'Volcker is not seen as an ally.'

GRAPHIC: Illustrations: Photo of Paul A. Volcker

SUBJECT: BANKS AND BANKING; BIOGRAPHICAL INFORMATION

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REMARKS: PER YOUR REQUEST

News Release

FOR IMMEDIATE RELEASE

THURSDAY, AUGUST 27, 1992

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APPLICATION VOLUME REMAINS STEADY FOR WEEK ENDING AUGUST 21ST

WASHINGTON, D.C. -- The Mortgage Bankers Association of America released its weekly Mortgage Application Volume Survey results today, reporting that mortgage loan applications for the week ending August 21st increased .7 percent from the preceding week, with about half of the respondents reporting increases in the number of applications, while the other half reported decreases. Compared to the year ago level, applications were up 98 percent.

Refinancing activity represented 57 percent of total applications, up 1 percentage point over the previous week. Compared to the same week last year, applications for refinancing were up 339 percent.

The survey provided the following information on the state of the home mortgage market:

- average contract interest rates for **30-year fixed rate mortgages were 7.80 percent**, unchanged from the previous week, with points decreasing to 1.90 from 2.00 points last week (including the origination fee) for 80 percent loan-to-value ratio (LTV) loans;
- average contract rates for **1-year ARMs were 4.90 percent**, unchanged from the previous week, with points also remaining unchanged at 1.70 points for 80 percent (LTV) loans;
- average rates for **15-year mortgages were 7.30 percent, unchanged from last week**, with points also remaining unchanged at 2.00 points for 80 percent loans.

*** SPECIAL NOTE ***

The companies participating in the survey do not represent a random sample of the mortgage banking industry. However, these companies are sufficiently large and geographically diverse to provide a valid representation of the industry. For the companies reporting in this week's survey, the dollar volume of applications totalled \$2.75 billion. Careful monitoring of the survey results indicates that over the past two years it has tracked the housing and mortgage markets very closely.

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MBA, headquartered in Washington, D.C., is a national real estate finance trade association representing 2,200 member mortgage companies, savings and loan associations, commercial banks, savings banks, life insurance companies and others in the mortgage lending field.

Loan application volume was basically unchanged in the latest week, but activity continued at double the pace of a year earlier, and significantly higher than levels that prevailed just two months ago. About half of the respondents reported increases in the number of applications this week, while the other half reported decreases. Changes for most of the respondents were relatively small. Refinancings represented 57 percent of total applications up 1 percentage point from the previous week. The dollar volume of loan applications at respondent firms was \$2.75 billion.

Interest rates on 30-year FRMs and 1-year ARMs remained unchanged from the previous week's survey.

Total		Conventional		FHA & VA	
No. of \$ Volume Loans (Millions)	No. of \$ Volume Loans (Millions)	No. of \$ Volume Loans (Millions)	No. of \$ Volume Loans (Millions)	No. of \$ Volume Loans (Millions)	No. of \$ Volume Loans (Millions)
7.80	1.90	7.80	2.00	8.20	7.80
7.30	2.00	7.00	2.00	7.80	7.50
7.00	2.00	6.60	2.00	7.10	7.10
5-year Balloon, 80% LTV:		4.90	1.70	5.30	5.30
1-year, 80% LTV, ARM (1-year, Treasury Index):		7.80	2.00	8.10	8.10
FHA 203(b) Loans:					
Percent of last week's activity compared to previous week (% change):					
0.7%	-1.7%	-0.6%	-2.8%	6.5%	6.0%
Average Loan Size:					
\$ 117,037	\$ 124,426	\$ 117,037	\$ 124,426	\$ 84,165	\$ 84,165
Percent of last week's activity compared to same week of last year:					
97.7%	103.9%	113.5%	114.2%	53.1%	58.3%
Refinancing:.....					
57.4%	62.3%	59.7%	62.5%	30.3%	30.4%
ARMs:.....	13.2%	11.1%	12.8%		
7 + 5 Balloons:.....	5.7%	6.0%	6.5%		

2. Application Volume

Conventional Loans		FHA 203(b) Loans	
Contract Rate	Total Points (Inc. Orig. Fee)	Contract Rate	Total Points (Inc. Orig. Fee)
7.80	1.90	7.80	2.00
7.30	2.00	7.00	2.00
7.00	2.00	6.60	2.00
5-year Balloon, 80% LTV:		4.90	1.70
1-year, 80% LTV, ARM (1-year, Treasury Index):		7.80	2.00
FHA 203(b) Loans:			
Effective Interest Rate			

News Release



NATIONAL ASSOCIATION
OF REALTORS®

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NAR CHAMPIONS REAL ESTATE ISSUES AT PRESIDENTIAL CONVENTIONS

WASHINGTON (Aug. 21, 1992) -- Placing real estate issues high on the domestic agenda was the top priority for the National Association of Realtors during the recent Republican and Democratic national conventions.

NAR President Dorcas T. Helfant spoke with various media representatives at both conventions, underscoring the important link between real estate and the national economy. "Our nation's economy is only as strong as its real estate industry. Federal legislation to increase home ownership opportunities and broaden real estate investments would give the industry a boost. And, any boost for real estate is a boost for the economy," she said.

NAR's representation at both conventions was one of the largest of any trade organization. More than 100 Realtor delegates attended the Republican National Convention and nearly 100 attended the Democratic National Convention.

Although the current environment of low mortgage rates has kept the housing industry stable, Helfant, a Realtor from Virginia Beach, Va., noted that some prospective buyers still remain unable to buy; and, she pointed out that favorable financing has failed to shore up the ailing commercial real estate industry. "Low rates aren't a cure-all," she said.

NAR submitted recommendations to the Republican and Democratic parties earlier this year. The association's statement says, "One of our highest national policy priorities must be to increase home ownership and both public and private investment in real estate. This should encompass the entire housing ladder, from the homeless to the first-time home buyer, as well as investors and owners of commercial and residential property. Within this overall goal, we believe it is most important for the federal government to make it easier for families to buy their first home, to change tax policies that have discouraged private investment in housing and real estate, and to strengthen our nation's financial system."

Both the Republican and Democratic party platform statements express support for housing, including proposals advocated by NAR. The Republican Party platform specifically supports a plan to allow first-time home buyers to use funds from Individual Retirement Accounts for a down payment on a home. It also calls for the enactment of a \$5,000 tax credit to assist people buying their first homes.

-more-

#67



News Release



777 14th Street N.W.
Washington, D.C. 20005-3271

The Voice for Real Estate

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EMBARGOED UNTIL 8:45 AM EDT 8-25-92

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HOME SALES CONTINUE TO RISE AS FIRST-TIME BUYERS ENTER THE MARKET

WASHINGTON (Aug. 25, 1992) -- Sales of previously owned homes jumped in July, as low mortgage interest rates continued to draw first-time buyers to the market, according to the National Association of Realtors.

The association recorded a seasonally adjusted annual sales rate* of 3.48 million existing single-family homes in July, up 6.7 percent from July 1991, when the resale rate was 3.26 million units.

NAR President Dorcas T. Helfant said the heavy activity was due in part to a surge of purchases by first-time home buyers, who were taking advantage of the lowest mortgage rates in 19 years. "Many people are finding that they could be making mortgage payments that are lower than their rental payments. It's an easy choice -- to either build up equity with each mortgage payment, or keep throwing money out the window on rent," Helfant said.

The Federal Home Loan Mortgage Corp. reported that the national average commitment rate for 30-year, conventional, fixed-rate mortgages was 8.13 percent in July, the lowest monthly average since July 1973, when the rate was 8.05 percent. In July 1991, the average rate was 9.58 percent. Mortgage rates this year have generally remained at least one percentage point lower than rates offered last year.

Year-to-date sales continue to exceed those for last year. The association recorded a total of 2,030,000 existing-home sales between January and July, which was 5.8 percent higher than the total of 1,919,000 units for the first seven months of last year. "The market is ahead of where it was a year ago," Helfant noted. "It's looking more and more like the economy is getting back on its feet."

The national median existing single-family home price for July was \$102,600, slipping 0.8 percent from one year earlier, when the price was \$103,400. The median is the midpoint in the price range -- half the homes sold cost more, half cost less. The heavy volume of first-time buyers purchasing less expensive homes resulted in the year-to-year drop in the national median price, said NAR Chief Economist John A. Tuccillo.

-more-

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JULY EHS--add one

"The combination of first-time buyers, starter home sales and low rates caused the median price to drop," Tuccillo said.

Mortgage rates are expected to continue sliding in the months ahead, he noted. "We aren't going to see any sharp drops in rates, but they'll stay low enough to keep buyers revved up," Tuccillo said. Currently, NAR is predicting that the average rate for fixed-rate, 30-year mortgages will be 8.3 percent this year, compared to 9.2 percent for 1991.

Three of the regions posted year-to-year increases in existing single-family home sales. In the Northeast, the pace for July was 540,000 units, up 5.9 percent from July 1991. "The rise in sales is an encouraging sign that the region's lackluster economy is turning around," Tuccillo said. The median price for existing single-family homes in the Northeast was \$140,800 last month, down 1.9 percent from one year earlier. As with the national price, the Northeast median price was influenced by heavy activity at the lower end of the price scale.

The resale rate in the Midwest was 970,000 units in July, soaring 19.8 percent from one year ago. "In the Midwest, buyers are coming out in droves, because housing there is among the most affordable in the nation," Tuccillo said. The median existing-home price in the Midwest was \$81,500, up 2.9 percent from July 1991.

The South posted a resale rate of 1.25 million units in July, up 5.0 percent from the July 1991 pace. The region's median price was \$91,500 last month, down 1.6 percent from one year earlier.

The West recorded an existing-home sales rate of 720,000 units in July, 4.0 percent below the rate for July 1991. According to Tuccillo, the drop in the sales pace can be attributed largely to slow activity in California, which is experiencing an economic slump. The median price in the West was \$142,600 in July, dropping 5.0 percent from a year ago.

Currently, NAR is predicting existing single-family home sales to total 3.49 million units this year, rising 8.3 percent from 1991, and reaching the highest level since 1988.

The National Association of Realtors, "The Voice for Real Estate," is the nation's largest trade association, representing nearly 750,000 members involved in all aspects of the real estate industry.

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* The annual rate for a particular month represents what the total number of actual sales for a year would be if the relative pace for that month were maintained for 12 consecutive months. Seasonally adjusted annual rates are used in reporting monthly data to factor out seasonal variations in resale activity. For example, home sales volume normally is higher in the summer and relatively light in the winter months, primarily because of differences in the weather.

Unit Volume

		United States	North east	Midwest	South	West	United States	North east	Midwest	South	West
989		3,346,000	531,000	855,000	1,185,000	775,000					
990		3,211,000	469,000	831,000	1,202,000	709,000					
991		3,220,000	479,000	840,000	1,199,000	702,000					
Seasonally Adjusted Annual Rates						Not Seasonally Adjusted					
1991	Jul	3,260,000	510,000	810,000	1,190,000	750,000	306,000	52,000	78,000	111,000	65,000
	Aug	3,190,000	490,000	830,000	1,180,000	700,000	314,000	53,000	80,000	114,000	66,000
	Sep	3,120,000	480,000	810,000	1,140,000	700,000	255,000	43,000	61,000	88,000	63,000
	Oct	3,150,000	460,000	840,000	1,150,000	700,000	276,000	46,000	69,000	96,000	66,000
	Nov	3,230,000	460,000	860,000	1,230,000	690,000	243,000	31,000	52,000	108,000	51,000
	Dec	3,310,000	500,000	860,000	1,240,000	720,000	221,000	29,000	55,000	88,000	49,000
1992	Jan	3,220,000	480,000	920,000	1,140,000	670,000	192,000	31,000	51,000	74,000	37,000
	Feb	3,490,000	490,000	980,000	1,250,000	760,000	222,000	28,000	72,000	77,000	45,000
	Mar	3,510,000	550,000	940,000	1,270,000	740,000	300,000	40,000	87,000	107,000	66,000
	Apr	3,490,000	510,000	920,000	1,270,000	790,000	316,000	44,000	92,000	114,000	66,000
	May	3,460,000	530,000	920,000	1,240,000	780,000	320,000	50,000	84,000	113,000	72,000
	Jun r	3,350,000	540,000	860,000	1,240,000	720,000	352,000	53,000	96,000	122,000	81,000
	Jul p	3,480,000	540,000	970,000	1,250,000	720,000	328,000	55,000	92,000	118,000	63,000

Sales Prices

		United States	North east	Midwest	South	West	United States	North east	Midwest	South	West	
						Median	Average					
1989		\$ 93,100	\$145,200	\$71,300	\$84,500	\$139,900	\$118,100	\$157,800	\$82,800	\$104,100	\$158,400	
1990		95,500	141,200	74,000	85,900	139,600	118,600	154,700	86,100	105,600	155,900	
1991		100,300	141,900	77,800	88,900	147,200	128,400	166,800	90,800	112,300	175,000	
1991	Jul	\$103,400	\$143,500	\$79,200	\$93,000	\$150,100	\$132,200	\$168,700	\$93,100	\$117,700	\$179,300	
	Aug	102,000	142,300	79,300	90,700	145,300	130,900	168,100	93,100	114,900	178,200	
	Sep	100,300	137,700	76,400	91,700	144,200	127,800	161,100	89,800	115,000	173,100	
	Oct	99,100	136,700	77,100	88,200	146,600	126,400	158,000	90,600	110,900	173,700	
	Nov	97,900	138,300	78,100	87,200	138,800	124,900	160,600	91,000	109,800	167,400	
	Dec	100,300	137,300	78,200	89,400	143,200	127,300	161,200	91,200	113,900	170,800	
1992	Jan	\$102,400	\$140,500	\$80,600	\$88,700	\$152,300	\$130,500	\$165,600	\$93,600	\$114,100	\$178,400	
	Feb	102,800	142,700	81,400	90,600	147,600	128,800	164,600	93,400	112,000	175,400	
	Mar	104,000	145,500	81,100	91,800	143,700	130,200	170,000	93,700	114,000	174,900	
	Apr	103,300	142,700	80,900	91,400	144,400	130,600	167,800	94,500	116,100	173,800	
	May	102,500	143,000	81,400	91,900	143,800	130,600	166,800	93,500	116,500	174,800	
	Jun r	105,100	144,900	82,300	92,400	145,600	133,700	173,200	96,400	118,700	177,500	
	Jul p	102,600	140,800	81,500	91,500	142,600	131,300	167,500	94,900	116,000	176,400	

- | | | | |
|---|---|---|---|
| <p>Northeast</p> <ul style="list-style-type: none"> Connecticut Maine Massachusetts New Hampshire New Jersey New York Pennsylvania Rhode Island Vermont | <p>Midwest</p> <ul style="list-style-type: none"> Illinois Indiana Iowa Kansas Michigan Minnesota Missouri Nebraska North Dakota Ohio South Dakota Wisconsin | <p>South</p> <ul style="list-style-type: none"> Alabama Arkansas Delaware Dist. of Columbia Florida Georgia Kentucky Louisiana Maryland Mississippi North Carolina Oklahoma South Carolina Tennessee Texas Virginia W. Virginia | <p>West</p> <ul style="list-style-type: none"> Alaska Arizona California → Colorado Hawaii Idaho Montana Nevada New Mexico Oregon Utah Washington Wyoming |
|---|---|---|---|

NewsRelease



NATIONAL ASSOCIATION
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The Voice for Real Estate

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EMBARGOED UNTIL 8:45 AM EDT

HOUSING AFFORDABILITY GAINS LINKED TO LOW INTEREST RATES

WASHINGTON (August 12, 1992) -- Housing affordability conditions for both first-time and repeat buyers posted rousing gains for the second quarter of 1992 compared to the same time last year, according to the National Association of Realtors' first-time home buyer and composite Housing Affordability Indexes released today.

Although affordability conditions remained ripe during April, May and June of this year, marginal rises in the median price of single family homes continued to thwart the ability of first-time home buyers struggling to raise downpayment funds. NAR President Dorcas T. Helfant noted, "If housing is going to kickstart this economy, government has to provide consumers with the right tools to overcome downpayment barriers - low interest rates alone do not buy a house." The average effective interest rate during 1992 has been 8.41 percent, the lowest since 1973, when a gallon of gasoline cost 38 cents, she added.

The distinct rise in composite and first-time home buyer affordability indexes compared to a year ago is tempered by an increasing disparity between the two groups. An affordability gap of 35 percent separated the first-time buyer index from the composite index during the second quarter of 1992, while last year the difference was 34.4 percent.

NAR Executive Vice President Almon R. "Bud" Smith commented, "The affordability index shows progress, but doesn't reveal the frustration felt by many potential first-time home buyers. Our recent homeownership survey shows that three-quarters of current renters are willing to make substantial sacrifices, even postpone retirement, to start climbing the homeownership ladder. Yet almost half cite problems related to downpayment as the reason they remain renters."

NAR's composite Housing Affordability Index, which measures affordability factors for all home buyers, rated 121.2 for the second quarter of this year, compared to 111.4 in the second quarter of 1991. When the index measures 100, a family earning the median income would have exactly the amount needed to purchase a median-priced resale home, using conventional financing and a 20 percent down payment. Since the median is the midpoint, the composite shows that half the families in the nation had at least 121.2 percent of the income needed to qualify for the purchase of a home with a median price of \$103,600, and half did not.

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Real plus

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HOUSING AFFORDABILITY INDEXES -- add one

In comparison, the first-time home buyer index shows the ability of renters who are prime potential first-time buyers to qualify for a mortgage on a starter home. When this index equals 100, the typical first-time buyer can afford the typical starter home under existing financial conditions. The first-time buyer median income represents the typical income of a renter family with wage earners between the ages of 25 and 44 years.

During the second quarter of this year, the first-time home buyer index measured 78.7, compared to 73.1 for the second quarter of 1991. The first-time index shows that the qualifying income needed for conventional financing covering 90 percent of a \$88,100 starter home was \$29,833. Yet the median income of prime first-time buyers was \$23,485 - a difference of \$6,348 per year.

Helfant attributes first-time homebuyer difficulties to a hesitant legislative atmosphere. "Attractive interest rates continue to boost trade-up buyer activity as well as first-time buyer curiosity, but if consumers could responsibly apply IRA and 401(k) funds toward a home purchase, the market would surge. The nation needs pro-consumer policy, not reluctance."

Under affordability conditions for all buyers during the second quarter of 1992, a family earning \$20,000 per year would have sufficient income to qualify for a \$68,000 home with a \$54,400 loan. A family earning \$30,000 would qualify for a \$102,000 home using a \$81,600 loan. For a family earning \$40,000, qualifying for a loan of \$108,800 would enable them to purchase a \$136,000 home. Finally, a family earning \$50,000 annually would be able to buy a \$170,000 home after qualifying for a \$136,000 loan.

The National Association of Realtors, "The Voice for Real Estate," is the nation's largest trade association, representing nearly 750,000 members involved in all aspects of the real estate industry.

TABLE I
QUARTERLY: COMPOSITE HOUSING AFFORDABILITY INDEX

QUARTER	Median Priced SF-Home	Mortgage Rate	Monthly P & I Payment	Payment as % of Income	Median Family Income	Qualifying Income	Composite Afford. Index
1980	\$62,200	12.95	\$549	31.3	\$21,023	\$26,328	79.9
1981	\$66,500	15.12	\$677	36.3	\$22,388	\$32,485	68.9
1982	\$67,800	15.38	\$702	36.0	\$23,433	\$33,713	69.3
1983	\$70,300	12.85	\$616	30.1	\$24,580	\$29,346	83.2
1984	\$72,400	12.59	\$618	28.0	\$26,433	\$29,650	89.2
1985	\$75,300	11.74	\$609	26.4	\$27,735	\$29,243	94.8
1986	\$80,300	10.25	\$576	23.4	\$29,458	\$27,631	106.6
1987	\$85,600	9.28	\$565	21.9	\$30,970	\$27,113	114.2
1988	\$89,300	9.31	\$591	22.0	\$32,191	\$28,360	113.3
1989	\$93,100	10.11	\$660	23.1	\$34,213	\$31,665	108.0
1990	\$95,500	10.04	\$673	22.8	\$35,353	\$32,291	109.3
1990:1	\$95,500	10.04	\$673	23.3	\$34,593	\$32,291	107.1
1990:2	\$96,600	10.15	\$687	23.7	\$34,783	\$32,965	105.5
1990:3	\$96,600	10.04	\$680	23.3	\$35,068	\$32,663	107.4
1990:4	\$92,200	9.92	\$643	21.8	\$35,353	\$30,870	114.5
1991	\$100,300	9.30	\$663	21.7	\$36,896	\$31,825	115.3
1991:1	\$96,600	9.76	\$665	22.3	\$35,689	\$31,897	111.9
1991:2	\$101,300	9.37	\$674	22.4	\$36,025	\$32,340	111.4
1991:3	\$101,900	9.31	\$674	22.2	\$36,361	\$32,361	112.6
1991:4	\$99,100	8.74	\$623	20.4	\$36,696	\$29,910	122.7
1992:1 F	\$103,100	8.36	\$626	20.4	\$36,788	\$30,050	122.4
1992:2 P	\$103,600	8.46	\$635	20.6	\$36,926	\$30,577	121.2

NAR RESEARCH DIVISION
PRODUCED: 30 Jul 92

TABLE II
QUARTERLY: FIRST TIME HOMEBUYER AFFORDABILITY

QUARTER	Starter Home Price	10% Down Payment	Loan Amount	Mortgage Rate	Effective i rate plus PMI	Monthly Payment	Payment as % of Income	Prime Time Median Income	Qualifying Income	1st Time Buyer Afford. Index	Composite Afford. Index	Afford. Gap (Percent)
1980	\$52,900	\$5,290	\$47,610	12.95	13.20	\$534	42.5	\$15,068	\$25,637	58.8	79.9	26.4
1981	\$56,400	\$5,640	\$50,760	15.12	15.37	\$657	49.4	\$15,972	\$31,530	50.7	68.9	26.5
1982	\$57,600	\$5,760	\$51,840	15.38	15.63	\$682	49.4	\$16,563	\$32,721	50.6	69.5	27.2
1983	\$59,800	\$5,980	\$53,820	12.85	13.10	\$600	42.1	\$17,109	\$28,779	59.4	83.2	28.5
1984	\$61,500	\$6,150	\$55,350	12.49	12.74	\$601	38.5	\$18,735	\$28,851	64.9	89.2	27.2
1985	\$64,200	\$6,420	\$57,780	11.74	11.99	\$594	36.6	\$19,484	\$28,507	68.3	94.8	27.9
1986	\$68,300	\$6,830	\$61,470	10.25	10.50	\$562	33.1	\$20,400	\$26,990	75.6	106.6	29.1
1987	\$72,700	\$7,270	\$65,430	9.28	9.53	\$552	31.6	\$20,916	\$26,477	79.0	114.2	30.8
1988	\$75,900	\$7,590	\$68,310	9.31	9.56	\$577	32.2	\$21,543	\$27,714	77.7	113.5	31.5
1989	\$79,100	\$7,910	\$71,190	10.11	10.36	\$644	34.5	\$22,405	\$30,901	72.5	108.0	32.9
1990	\$81,200	\$8,120	\$73,080	10.04	10.29	\$657	34.5	\$22,842	\$31,538	72.4	109.5	33.8
1990:1	\$81,500	\$8,150	\$73,350	10.04	10.29	\$659	35.1	\$22,514	\$31,655	71.1	107.1	33.6
1990:2	\$82,100	\$8,210	\$73,890	10.15	10.40	\$670	35.6	\$22,623	\$32,178	70.3	105.5	33.4
1990:3	\$82,100	\$8,210	\$73,890	10.04	10.29	\$664	35.1	\$22,732	\$31,888	71.3	107.4	33.6
1990:4	\$82,600	\$8,260	\$74,340	9.92	10.17	\$628	33.0	\$22,842	\$30,157	75.7	114.5	33.9
1991	\$85,300	\$8,530	\$76,770	9.30	9.55	\$648	33.3	\$23,345	\$31,120	75.0	115.3	34.9
1991:1	\$82,100	\$8,210	\$73,890	9.76	10.01	\$649	33.9	\$22,968	\$31,151	73.7	111.9	34.1
1991:2	\$86,100	\$8,610	\$77,490	9.37	9.62	\$658	34.2	\$23,093	\$31,602	73.1	111.4	34.6
1991:3	\$86,600	\$8,660	\$77,940	9.31	9.56	\$659	34.0	\$23,219	\$31,621	73.4	112.4	34.6
1991:4	\$84,200	\$8,420	\$75,780	8.74	8.99	\$609	31.3	\$23,345	\$29,241	79.8	122.7	34.9
1992:1	\$87,600	\$8,760	\$78,840	8.36	8.61	\$612	31.4	\$23,415	\$29,394	79.7	122.4	34.9
1992:2	\$88,100	\$8,810	\$79,290	8.46	8.71	\$622	31.8	\$23,485	\$29,833	78.7	121.2	35.0

NAR RESEARCH DIVISION
PRODUCED: 30 JUL 92

NATIONAL ASSOCIATION OF REALTORS¹

PUBLIC AFFAIRS DIVISION

DATE: 8-27


TO: Jeannie Button

FAX NUMBER: 456-6218

FROM: Liz Duncan

PHONE #: 202/383-1043

COMMENTS: Hope this is helpful.

Liz 

TOTAL NUMBER OF PAGES INCLUDING THIS PAGE: 10

WE ARE TRANSMITTING FROM A RICOH FAX 85. OUR FAX NUMBER IS 202/383-7563.

Learned yours if you need it

McGroarty/Bunton
August 28, 1992
1:00 p.m.
[colo]

PRESIDENTIAL REMARKS: COLORADO HOMEBUILDERS SITE
ARVADA, COLORADO
SEPTEMBER 2, 1992
XX:00 A.M.??

Thank you ----- for those kind words -- and thanks, all
of you, for this warm welcome. [Acknowledgements.]

[Color, based on site.]

When you're done here, I'd like to pack you up and take you
back to Washington. There's a certain House on the Hill back
there that's in need of a little renovation. // Actually, a
thorough cleaning would do just fine. //

Let me tell you why I'm here today cutting in to your coffee
break. Now that the Cold War is over, the defining challenge of
the 90's is to win the peace -- to win the competition of the new
global economy. //

I'll give it to you straight: In the 21st Century, America
must be not only a military superpower, but an economic
superpower -- an export superpower.

In this election, you'll hear two versions of how to do
this: My opponent's answer is to look inward -- to pretend we
can protect what we already have. Ours is to look forward --
open new markets, prepare our people to compete, restore the
social fabric, to save and invest -- so that, when it comes to
the global competition -- America will win. //

We need what I offer: A coherent strategy -- one that sees
that in today's world -- foreign policy, domestic policy and

economic policy are three sides of a single issue. A strategy that reaches out to the world in a way that makes a difference right here in Arvada -- in your neighborhoods, in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

That's the key to long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put American back to work. //

Two weeks ago, when I accepted the nomination in Houston, I said: Our policies haven't failed -- they haven't been tried.

That's true ^{Ar} from everything from school choice in education to my tough crime bill to our energy strategy -- but it's especially true for my housing initiatives. Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. ^{But} ~~I did it because~~ I also wanted to help young families, the ones struggling to save for that first home. Because the American

Dream, after all, really starts right here (gesture to homesite)
 -- with a home of your own. //

This year alone, my plan would have meant more than [270,000
 new housing starts] -- and [120,000 new jobs for carpenters and
 plumbers and plasterers.] And for the average first-time
 homebuyer in Colorado, that tax credit would have been the
 equivalent of [8] months worth of mortgage payments. //

Campaign

*need to hire
out*

My plan's still sitting / stalled by a liberal leadership
 that puts politics ahead of helping people. Why worry about
 helping put people into new homes -- and put you back to work? I
 guess they figure they've already got their own House -- and
 their own Senate, too. //

I know Rule #1 in this business is: build from the ground
 up. Well, given what you've seen in Congress this year -- I
 think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other
small businesses in America. I see small business as the engine
 of the American economy -- generating jobs and opportunity. My
 opponent sees small business as the goose that laid the golden
 egg. From a payroll tax to a training tax to \$150 billion in new
 income taxes, Bill Clinton wants to squeeze small business to
 bankroll big government. ✓ //

Well I say: keep your hands off the housing industry.
 America's small businesses need relief -- relief from taxation /
 litigation / and over-regulation. //

You know, a week ago I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job. //

Excessive regulation is a huge hidden cost in housing.

The single most expensive item in a home these days is not the sheetrock / or the drywall / it isn't all the lumber or even the land underneath. The single most expensive item in a new home these days is that piece of paper you stick inside the front window -- the Building Permit. // All the regulations it represents add up, on average, to as much as 25 percent of the cost of every house.

That's why [housing specific relief/NIMBY?] And it's why I've put a freeze on all new federal regulation -- to give businesses like yours a chance to breathe. //

~~Goods signs for this industry /~~

We've worked to keep inflation under control -- and the market's gotten the message. Interest rates today are lower now than any time since 1973. The Last time a family could get a mortgage this low -- milk was xx cents a gallon, or for you younger guys: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ...

for every family that refinances its mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year that instead of paying to the bank, you can put in the bank. //

Now that's good news, but I'm not satisfied with good news when we could have even better. Here's a statistic: In 1991, 1.3 million buyers bought that first home -- and they. Some studies show that half of all renters are ready to become buyers -- if they could muster up that down payment. // If Congress had passed my plan when I asked them to -- if Congress had acted to help first-time homebuyers, you'd see [half a million] more "Sold" signs on front lawns all across America. //

And workers in the home-building area wouldn't be worried about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress to act -- I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before some of you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change. //

Ask the candidates who are asking you for your vote: Are you for free trade -- are you for the North American Free Trade

Agreement? Are you against the kind of foreign business tax that will cost American jobs?

[[And while you're asking ... ask Pat Schroeder -- ask her why she flip-flopped on the Balanced Budget Amendment. Actually, it was more of a bungee jump. First, Pat co-sponsored that bill -- and then as the vote got closer and closer ... at the last moment, the liberal leadership pulled the string, and snapped her back into inaction. //]]

Ask those questions -- and don't send any candidate to the House or Senate unless you're sure they're going to help me move this economy forward.

And when that new Congress comes to town -- I'll be ready. Ready to act ... ready to do the will of the American people. Ready to move on my aggressive agenda for economic growth -- an agenda that builds a more secure America, a stronger America -- at home and abroad. //

Thank you once again for this warm welcome -- and may God bless the United States of America.

#

David Tell, Clinton has opposed the 5000 credit; according to Jeremy Shane, he's simply been silent on it.

JEREMY SHANE -- BY PHONE, 8/27/92

CLINTON ON RECORD AS FAVORING BENTSEN'S BILL.... (USE OF IRAS FOR HOMEBUYERS)

SILENT ON BUSH 5000 PROVISION -- COULD SAY HE DOESN'T SUPPORT IT, BUT FACT IS HE'S SILENT ON IT.

BETTER TO DRAW CONTRAST BETWEEN BUSH-CONGRESS THAN BUSH-CLINTON THIS TIME??

**BILL INCLUDING IRA USE FOR HOMEBUYERS AND 2500 CREDIT IS CURRENTLY UNDER VETO THREAT, FOR INADEQUATE ENTERPRISE ZONE PROVISIONS. ALSO INCLUDES GRAB-BAG OF TAX INCREASES WE DON'T SUPPORT (PARALLEL TO PRE-MARCH 20 DEMOCRATIC BILL WE VETOED??)

*Jeannie -
For file.
M.G.*

August 24, 1992

MEMORANDUM FOR GARY FOSTER

FROM: PAT MIZELL

RE: THE PRESIDENT'S VISIT TO DENVER, COLORADO,
AUGUST 31 - SEPTEMBER 1, 1992

The President would travel to Denver on August 31, overnight in Denver, and travel to Arvada, Colorado on the morning of September 1 to visit a computer parts company. These events would emphasize job creation.

PROPOSED EVENT SITES:

Arvada, Co. Construction Site

Arvada is a suburb of Denver that has seen rapid home development due in large part to low interest rates. There are several sites which would work. I looked at a neighborhood under construction where the homes sell for approximately \$110,000.

At this site, the President could emphasize job creation in two ways. Low interest rates create more home buying, which creates more construction, which creates jobs. The President's \$5,000 first time home buyer tax incentive would further create more home buying, more construction, and more jobs. The President could also emphasize the obvious benefits that low interest rates and the tax incentives have for consumers.

The event site would be a partially constructed home. Present would be construction workers and families (approximately 100-200 people). The President could explain, with the help of stand-up placards, job creation and consumer benefits. I envision exhibits showing the monthly payments for a family with 8% interest rates, as compared to 21% interest rates of the 70's. Another display could illustrate potential job creation from low interest rates and the tax incentives.

The neighborhood I visited was the Valley at Rainbow Ridge. The developer is Jim Sheffield Homes, Mr. Sheffield is a supporter of the President.

Subtle efforts should be made to check to see if the owner of the new house is a supporter, to avoid negative publicity.

no Boulder

Exabyte Corporation

Exabyte manufactures back-up memory systems for computers. It is located in Boulder, Colorado.

During the past four years:

Revenues grew in 1987 from 3 million to 234 million in 1991. Revenues for 1992 are expected to be over 300 million.

The workforce grew from 105 employees in 1987 to 940 in May 1992. 850 of the new hires were local employees.

It has been estimated that 4500 jobs have been indirectly created in the Denver area through vendors, subcontractors, etc.

Fortune Magazine has named Exabyte the third fastest growing company in the United States last year and the twelfth fastest growing company this year.

All employees share in a profit sharing plan.

The company has high morale and extremely low turnover.

The company claims to have taken Japanese Technology and improved it and transferred jobs to the United States.

Nearly 50 percent of their sales are international.

Exabyte was started with investment capital. The CEO, Peter Behrendt, said that a capital gains tax cut, which the President proposed, would stimulate more investment, more start-up companies, like Behrendt's, and more jobs.

On my tour of the facility, I noticed several handicapped workers. The President's remarks could make reference to the Americans with Disabilities Act.

At this site, the President could tour an assembly line, and make remarks to the employees and their families (approximately 1,500 - 2,000), or participate in an "Ask George Bush" regarding the economy and job creation.

EVENT SCENARIO

The President would arrive in Denver and remain overnight. In the morning, the President would travel via motorcade to Arvada (fifteen minutes) and participate in the home construction event. On arrival at the home site, the President would be greeted and would proceed immediately to a toast lectern and make remarks to seated and standing construction workers and families (the families would represent consumers benefitted by the low interest rates and tax incentives). Flanking the President would be the exhibits

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(George Bush Library)

Document No. and Type	Subject/Title of Document	Date	Restriction	Class.
01. Fax	Re: POTUS speech in Colorado; contains personal telephone numbers. (1 pp.)	08/24/92	P-6, (b)(6)	

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Record Group: Bush Presidential Records
Office: Speechwriting, White House Office of
Series: Speech File, Backup
Subseries:
WHORM Cat.:
File Location: Georgia Homebuilder's 9/17/92 [2]

Date Closed: 12/9/2004	OA/ID Number: 07580
FOIA/SYS Case #:	
Re-review Case #: 2004-2265-S	
P-2/P-5 Review Case #:	

MR Case #:	Appeal Case #:
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RESTRICTION CODES

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described above, with the home construction as a backdrop. I propose White House pool coverage and open local coverage.

On conclusion of remarks, the President could take questions or proceed to the motorcade and depart to Boulder, Colorado.

The President would travel to Boulder via motorcade (20 minutes). The motorcade would arrive at building 6 at Exabyte. The President would be greeted, and proceed directly to an assembly line for a brief tour. I propose pool coverage only. On conclusion, the President would proceed outside to either make remarks to the employees and families, or participate in the "Ask George Bush". Under either scenario, the event site would be at the parking lot outside the main entrance of Building 6.

Another site for the outdoor event could be the main parking lot outside Building 3. The problem here would be the added motorcade movement. In the event of inclement weather, there is an empty building on the grounds that could be used.

On conclusion, the President would depart via motorcade to Denver (30 minutes).

BACKGROUND:

In addition to the above described sites, I also visited the National Renewable Energy Laboratory in Golden, Colorado. This is a program started by Jimmy Carter in the 70's, which researches alternative energy. This facility is primarily a laboratory. Most of the large-scale solar research, which is more conducive to a colorful event, is located in the mountains 20 miles away. Although the NREL provides important research, there is little opportunity for a colorful event. Additionally, this is a taxpayer lab and most job creation is at public expense.

Please note that I have proposed doing two events in Colorado. If only one event is done, I recommend the Exabyte event.

CONTACTS:

The contact at the home site is:
Tom Pitcher

The contact at Exabyte is:
Susan Merriman

303-447-7434 (O)

August 24, 1992

8/27
 Thanks -
 Jeannie
 please
 put in your
 file
 [Signature]

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LEVEL 1 - 65 OF 117 STORIES

Copyright 1992 Gannett Company, Inc.
GANNETT NEWS SERVICE

April 30, 1992, Thursday

SECTION: GNS TV

LENGTH: 624 words

HEADLINE: ALLEN:PLAYING TO THE GUYS ... AND BEYOND

BYLINE: JOE ROGERS

KEYWORD: TV-ALLEN

*Down tools
drills*** [Wilson / Al / Tim]*

BODY:

The phone interview starts at 8 a.m., begging the question: What's a TV star-comedian doing starting his day so early?

"Well, it's the time the kid gets up," he says. "She wakes up, I wake up."

This is the nation's new macho man hero?

"The kid" is a 2-year-old daughter, the TV star-comedian is Tim Allen of ABC's "Home Improvement" (8:30 p.m. EDT, Tuesdays on ABC).

Allen, known for his standup act, doesn't do much of it anymore.

"It's a little difficult getting into clubs, just because I cause such a ruckus now where I don't really want to," he says. "I'm a little naive about all this attention, partly because I choose to be, partly because I wish it wasn't so intense."

It's intense because Allen's "masculinist" humor has struck a chord, particularly among - surprise! - men. On "Home Improvement" he plays tool-infatuated Tim Taylor, a husband and father of three boys who believes most of life's problems can be solved by taking the pertinent appliance and adding more power.

Taylor hosts his own show-within-a-show, "Tool Time," and generally exalts guy stuff. The package has put "Home Improvement" in or near the top 10 all during its first season, and has more males tuning in than network execs normally expect.

"I think because we're finally celebrating things a lot of men evidently like," he says. "And I think women watch because it's a good relationship, a fairly honest one. And children for some reason really like it - that one we can't put a finger on, because it surely wasn't intentional."

The relationship is the one that exists between him and his on-screen wife Jill, played by Patricia Richardson. When Tim's testosterone pushes him to goofy levels - he grunts animalistically when excited - like a disastrous rewiring of the dishwasher to add more power, Jill's earth-mother sensibility restores sanity.



GANNETT NEWS SERVICE, April 30, 1992

'We're able to play a relationship very well,' he says. 'I've heard from a lot of women who say it's good to see a guy who can quickly realize he's wrong and say he's sorry. It's the fact they have what looks like an essential relationship but they disagree all the time.'

'I think men and women disagree all the time. You've got to be able to deal with that. You can't really change a person. Jill doesn't try to change Tim.'

The masculinist schtick came about several years ago when Allen was playing for a group of tire salesmen and execs - and bombing. He started talking about tools and stuff - routers, sanders and the like - to get their attention, and clicked. 'They responded to it,' he says. 'I knew immediately it was working, because I was killing with it.'

That led to a Showtime special titled 'Men Are Pigs,' a concept men find much easier to accept from Allen than, say, Roseanne Arnold. Onward then to a TV deal with Disney, and not unexpected success. A second season awaits.

'We don't know a lot about Tim Taylor's background yet,' Allen says. 'That I think we'll find out next year.' It wasn't that writers and others didn't think of that before, there just wasn't time to do it all, Allen says.

'('Tool Time' sidekick) Al and Tim hit a lot harder than everybody thought they would,' Allen says. 'I laugh at them. It's amazing how well we work together.'

'Wilson (the wisdom-spouting, never-fully-seen neighbor) worked out real well,' he says. The characters of the kids call for some more development, he says, and then there's that filling-out of Tim to attend to.

'I hope we find out that Tim is quite a feminist, actually,' he says. 'That's something I brought from my stage act. I had a lot of feminists in my family. It becomes a part of you, you assimilate it. You assume that's how life is.'

SUBJECT: PROFILE; HUMOR; TV PROGRAM; PROFILE TIM ALLEN:HOME IMPROVEMENT

Drew Lyon - CEA
5147

SEP 15

McGroarty/Nix
September 15, 1992
2:30 p.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
JONESBORO, GEORGIA
SEPTEMBER 17, 1992
XX:00 A.M.??

Thank you ----- for those kind words -- and thanks, all of you, for this warm welcome. [Acknowledgements.]

I'm pleased today to meet with you, because what you're building here at 1270 Larkwood Drive isn't just a house -- it's a little piece of the American Dream for the family who will call it home. //

When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today. Now that the Cold War is over, the defining challenge of the 90's is to win the peace - - to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward -- open new markets, prepare our people to compete, restore the

social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

We need what I offer: An Agenda for American Renewal -- a strategy that reaches out to the world in a way that makes a difference right here in Clayton County -- in your neighborhoods, in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

My agenda for renewal is the blueprint for long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put America back to work. //

Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. I also wanted to help young families, the ones struggling to save for that first home. Because the American Dream, after all, really starts right here (gesture to homesite) -- with a home of your own. //

This year alone, my plan would have meant more than ^{120,000}~~270,000~~ new housing starts -- and ^{220,000 in the economy including jobs}~~120,000~~ new jobs for carpenters and plumbers and plasterers. And for the average first-time homebuyer in Clayton County, that tax credit would have been the equivalent of eight month's worth of mortgage payments. Right here at 1270 Larkwood, it's like getting your down payment back - and more. //

My plan's still sitting / stalled by a liberal leadership that puts politics ahead of helping people. Why worry about helping put people into new homes -- and put you back to work? I guess they figure they've already got their own House -- and their own Senate, too. //

Rule #1 in this business is: build from the ground up. Well, given what you've seen in Congress this year -- I think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other small businesses in America. I see small business as the engine of the American economy -- generating jobs and opportunity. My opponent sees small business as the goose that laid the golden egg. From \$150 billion in new taxes / to a payroll tax for health care / to a training tax -- Bill Clinton wants to squeeze small business to bankroll big government. //

Well I say: keep your hands off the housing industry. America's small businesses need relief -- relief from taxation / litigation / and over-regulation. //

You know, last month I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job. //

Excessive regulation is a huge hidden cost in housing.

The single most expensive item in a home these days isn't the sheetrock / or the drywall / it isn't all the lumber or even the land underneath. The single most expensive item in a new home these days is that piece of paper you stick inside the front window -- the Building Permit. // All the regulations it represents add up, ~~on average,~~ ^{they} to as much as 25 percent of the cost of every house. _{unfucking}

That's why I've put a freeze on all new federal regulation -
- to give businesses like yours a chance to breathe. //

There are some good signs for the housing industry. Interest rates today are lower now than any time since 1973. {Add housing affordability index stat.} The last time a family could get a mortgage this low -- milk was 98 cents a gallon, or for you younger folks: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ... for every family that refinances a mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year --

<sub>unfucking
either average
or maximum</sub>

that instead of paying to the bank, you can put in the bank.
 Nationwide, that's like a \$30 billion dollar tax cut for
 America's homeowners. //

Now that's good news, but I'm not satisfied with good news
 when we could have even better. / Some studies show that three-
quarters of all renters are ready to become buyers -- if they
 could muster up that downpayment. // If Congress had passed my
 plan when I asked them to -- if Congress had acted to help first-
 time homebuyers -- you'd see [half a million] more "Sold" signs
 on front lawns all across America. //

And workers in the home-building area wouldn't be worried
 about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you
can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress
 to act -- I'll give you 150. That's the number of new faces
 we'll see next year in the Congress. Now -- I'll be candid. I
 want every last one of them to be Republican. / But whatever
 party they come from -- even if they were first elected before
 some of you were born -- they'll come back with a new
 appreciation for what you want: a complete set of instructions
 from the American people that it's time for Congress to change.

And don't forget what happened the last time the Democrats
 controlled both ends of Pennsylvania Avenue: The days of malaise
 -- a Misery Index over 20 percent -- and mortgage rates so high
 it was a lock-out for millions of Americans who wanted to buy

their own home. We've seen what happens when the party of tax and spend operates without any checks and balances. //

There's a better way -- a way we can do what's right for America. I've set out 13 specific initiatives -- 13 actions I'll challenge the new Congress to take in the first year of my second term. / November 3rd I'm looking for a mandate to move forward: To move forward on my Agenda for American Renewal -- an agenda that builds the stronger, more secure America we want for ourselves -- for our kids. //

We've got to remember this fundamental fact: America is the envy of the world, not because its government is great -- but because its people are great. Because the American people are builders who dream, and dreamers who build.

Thank you once again for this warm welcome -- and may God bless the United States of America.

#

21-C THE NEWSPAPER PUBLISHED DAILY, 1973, JULY 5, 1973

China To Bank At Chase

HONG KONG (AP) — American Bankers Trust Co. has announced Wednesday that it will be the first U.S. bank to open a branch in China, and the Chase Manhattan Bank has been designated the first American bank to open a branch in mainland China in 21 years.

The bank has asked to be the first correspondent bank of the Bank of China in the United States since the time of the post-war era. Chase Manhattan bank has a long history in China, and the bank is expected to be the first U.S. bank to open a branch in mainland China in 21 years.

Chase Manhattan Bank of New York said that negotiations are completed in a possible first step of the trade between China and the United States, which would allow more than \$200 million in trade to be handled through the bank. These transactions are now handled through American banks.

Chase Manhattan Bank said that negotiations would not be until the question of bilateral trade is resolved. The bank says there is the expectation that these matters will be resolved in a matter of weeks, he said.

He said the negotiations over Chinese funds from the U.S. government in 1970, which total about \$20 million, also have been completed. Americans have a large trade in China and from the U.S. government these funds total about \$20 million.

There are about 100 American banks in China, he said, and that banking institutions would provide the handling of foreign currencies and travelers letters of credit. Eventually, he said, Chase will handle a wide range of banking services with the Bank of China.

Chase Manhattan Bank said that the new relationship between the United States and China, trade between the two countries would equal a much larger sum. But he added that trade would be a gradual process of the United States, and the Chinese must be careful not to lose the status of the United States, he said. He added that the United States would be a major trade partner.

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WEO
WHERE ECONOMY ORIGINATES

NORTH WEST
BING CHERRIES
LB. **59¢**

CALIFORNIA
WHITE GRAPES
LB. **59¢**

CALIFORNIA RIPE
RED PLUMS
LB. **49¢**

WEEBEE!
BLADE CUT
SUPER-RIGHT GRAINED
CHUCK ROAST
LB. **79¢**

WEEBEE!
BONE IN
ENGLISH CUT OR
SHOULDER ROAST
LB. **99¢**

WEEBEE!
BONE IN
"SUPER-RIGHT" BLADE CUT
CHUCK STEAKS
LB. **89¢**

WEEBEE!
BONELESS
"SUPER-RIGHT"
SWISS STEAKS
LB. **\$1.29**

ARMOUR'S STAR SELF-BASTING
LITRE ROAST-SERIE
TURKEYS
LB. **79¢**
U.S.D.A. INSPECTED
BOX-O **CHICKEN**
LB. **43¢**
3 BREAST QTRS. • 3 LEG QTRS.
• 3 GIBLETS

WHOLESALE CUT
WHOLE BEEF ROUND
75 to 85 AVG.
LB. **99¢**
"SUPER-RIGHT" EXTRA LEAN
GROUND CHUCK
LB. **\$1.09**

ALLGOOD
SLICED BACON
1-LB. PKG. **99¢** 2-LB. PKG. **\$1.95**
"SUPER-RIGHT"
FRANKS
ALL MEAT LB. **85¢** ALL BEEF LB. **95¢**

HOT WEATHER SPECIAL
COCA COLA
8-16 OZ. RETURNABLE BTL'S
LIMIT 3 CTS. CARTON **84¢** PLUS DEPOSIT

CAPN JOHN'S
Shrimp Cocktail
3 8-OZ. JARS **\$1.00**
CAPN JOHN'S MEDIUM WHOLE
SHRIMP PEELLED & DEVILED - BAG **54¢**
Flounder Dinner CAPN JOHN'S PKG. **75¢**
Perch Dinner CAPN JOHN'S PKG. **65¢**
Clam Chowder CAPN JOHN'S CAN **45¢**
Fried Clams CAPN JOHN'S PKG. **79¢**
Fried Fish Sticks CAPN JOHN'S PKG. **59¢**

A&P BRAND 25
FORTIFIED MILK
GALLON JUG **98¢**
A&P FROZEN FLORIDA
ORANGE JUICE

GOLDEN CROWN
LEMON JUICE

Att: M. MIX

5 JUL

September 11, 1992

MEMORANDUM

TO: KATHY SUPER
JOHN KELLER
STEVE PROVOST

FROM: GARY FOSTER *GF*

SUBJECT: SITE SURVEY FOR ATLANTA, GEORGIA

Attached is the site survey for the President's trip to Atlanta, Georgia on Thursday, September 17. Once Kathy has the site "scrubbed", implementation can begin.

cc: Bob Zoellick
David Bates
Dennis Ross
Margaret Tutwiler
Tim McBride
Karen Groomes
Andrew Carpendale
Speechwriters

Michele

Please

keep for

file.

September 10, 1992

MEMORANDUM TO: GARY FOSTER
FROM: DOUG DUVALL
SUBJECT: SURVEY REPORT FOR JONESBORO, GEORGIA
THURSDAY, SEPTEMBER 17, 1992

EVENT SCENARIO:

On the afternoon of September 17th, the President will travel from Enid, Oklahoma to Atlanta's Hartsfield Airport. The President will motorcade 20 minutes to a housing development in Jonesboro, Georgia where he will address a crowd of approximately 3,000.

The President will be able to draw from his major speech in Detroit by highlighting his proposals to stimulate economic growth. In particular, the \$5,000 tax credit for first time home buyers is a short term stimulus to get the housing industry and the entire economy moving. The housing industry has traditionally been a leader providing jobs quickly for an economic recovery. The tax credit, coupled with tax free IRA withdraws for first time home buyers, define the difference between the President's and Clinton's agendas.

After the event, the President will motorcade to a downtown hotel. He will attend a fundraiser and attend the U.S. Olympic Flag Jam in the Georgia Dome later that evening.

SITE PROPOSAL:

The Bush Quayle organization strongly recommended we have the event in Clayton County which is 51% Republican. The proposed site is in Jonesboro which has a higher Republican concentration. Fayette, the neighboring county, is the highest percentage Republican county in the state.

Given the nature of the event it is essential that the President speak in front of a low to moderately priced home under construction. The site is located in a development called the Avery of Walnut Creek. Avery's residents are lower to middle income with the majority of homes ranging from \$70,000 - \$75,000. Most of the people who are buying are first time home buyers (some with children) and "empty nesters", retired couples who are downsizing their homes.

The problem I encountered when conducting the site survey was finding houses of that price range currently under construction.

Many first time home buyers in the metro Atlanta area are buying \$150,000+ homes. This says something positive about the economy but does not give of the proper image nationally.

Construction at the Avery site began two years ago, and approximately 75% of the lots have homes. Gerry Kopp, the developer of Avery and Clayton County GOP Chair, says the biggest problem people have in buying these homes is the down payment. The house proposed as a backdrop for the event is located at 1270 Larkwood Drive. The house is framed with 2 x 4's and the plywood has already been covered with roofing paper. Mr. Kopp says he can speed up or slow down construction depending on the desired look we want.

There is a vacant lot on both sides of the house but completed homes beyond that. A retired Colonel and his wife live in the occupied home next door and a CPA (African-American) and his family live next to them. Across the street are vacant, dirt lots. Mr. Kopp says he can level off the dirt with a bulldozer for the standing crowd. Mr. Kopp is also willing to put a bulldozer, dump truck, 2 x 4's on site for a more industrial atmosphere. The site also overlooks the finished and occupied 2-3 bedroom homes of Avery.

I propose the motorcade drive northeast on Larkwood Drive and stop just prior to the home. ~~A tented area could be created for an enclosed arrival.~~ The President would then proceed to a small dais off to the side of the house. The audience would fill the vacant lot next door, the north half of Larkwood Drive and the vacant lots across the street. The press platform could be at a head-on position on Larkwood Drive. The cutaway would either be of the onlooking crowd or the finished home next door. A crowd of 2,000 - 3,000 will look quite full, especially since the area across the street scales upward, like an amphitheatre.

There are some security concerns considering the event will be held in a neighborhood. The positioning of the bulldozer, dump truck, wood, etc. should block the view of the neighbors to the rear of the lot. There is also a 100 yd. strip of woods that has a line of site, but only the tops of the trees are visible.

It should also be noted that Gov. Clinton was in Clayton County on Wednesday, September 9th talking about welfare reform. The President can use this housing event to highlight the differences in the campaigns by stressing that we want to get people off of government dependency and allow everyone an opportunity to achieve the American Dream. Further, our administration seeks to empower public housing residents by allowing them a chance to manage and eventually own their homes. Finally, the Democratic Congress did not fully fund the President's HOPE (Homeownership and Opportunity for People Everywhere) proposal, once again hampering the Administration's ability to get his agenda to the people.

CONTACTS:

Lindey Fitzgerald, Georgia Bush-Quayle, 404/261-1992

Gerry Kopp, Developer of the Avery and Clayton County GOP
404/471-1533

DOUG GAMBLE

424 - 36th Place
Manhattan Beach, CA 90266
(310) 546-6409

Sept. 14/92

TO: CHRISTINA MARTIN
2 Pages

ATLANTA OLYMPICS (Curt Smith)

BEING HERE IN THIS BEAUTIFUL NEW "GEORGIA DOME" REMINDS ME OF A STORY I HEARD RECENTLY ABOUT A FOOTBALL TEAM'S KICKER WHO WASN'T TOO BRIGHT. HE MISSED A FIELD GOAL IN A DOMED STADIUM, AND BLAMED THE WIND.

I'M LOOKING FORWARD TO THE 1996 OLYMPICS, AND I KNOW ATLANTANS ARE. JUST THINK -- BY THEN, DEION SANDERS WILL PROBABLY HAVE QUALIFIED TO COMPETE IN EVERY EVENT.

LIKE MILLIONS OF AMERICANS, I WAS COMPLETELY CAUGHT UP IN THE OLYMPIC SPIRIT THIS SUMMER. EVERYTIME I FINISHED DELIVERING A SPEECH, I HALF EXPECTED THE PRESS CORPS^{TO} HOLD UP CARDS WITH A SCORE WRITTEN ON THEM. (COME TO THINK OF IT, I'M GLAD THEY DIDN'T.)

ONE SATURDAY NIGHT, BARBARA FOUND BIG PUDDLES OF WATER ALL OVER THE BATHROOM FLOOR. SHE TOLD ME THE BATHTUB ISN'T THE BEST PLACE TO TRY THE BUTTERFLY STROKE.

MORE...

McGroarty/Nix
September 15, 1992
12:30 p.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
JONESBORO, GEORGIA
SEPTEMBER 17, 1992
XX:00 A.M.??

Thank you ----- for those kind words -- and thanks, all of you, for this warm welcome. [Acknowledgements.]

I'm pleased today to meet with you, because what you're building here at 1270 Larkwood Drive isn't just a house -- it's a little piece of the American Dream for the family who will call it home. //

When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today. Now that the Cold War is over, the defining challenge of the 90's is to win the peace - - to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward -- open new markets, prepare our people to compete, restore the

social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

We need what I offer: An Agenda for American Renewal -- a strategy that reaches out to the world in a way that makes a difference right here in Clayton County -- in your neighborhoods, in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

My agenda for renewal is the blueprint for long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put America back to work. //

Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. I also wanted to help young families, the ones struggling to save for that first home. Because the American Dream, after all, really starts right here (gesture to homesite) -- with a home of your own. //

This year alone, my plan would have meant more than 270,000 new housing starts -- and 120,000 new jobs for carpenters and plumbers and plasterers. And for the average first-time homebuyer in Clayton County, that tax credit would have been the equivalent of eight month's worth of mortgage payments. Right here at 1270 Larkwood, it's like getting your down payment back - - and more. //

My plan's still sitting / stalled by a liberal leadership that puts politics ahead of helping people. Why worry about helping put people into new homes -- and put you back to work? I guess they figure they've already got their own House -- and their own Senate, too. //

Rule #1 in this business is: build from the ground up. Well, given what you've seen in Congress this year -- I think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other small businesses in America. I see small business as the engine of the American economy -- generating jobs and opportunity. My opponent sees small business as the goose that laid the golden egg. From a payroll tax for health care / to a training tax / to \$150 billion in new income taxes -- Bill Clinton wants to squeeze small business to bankroll big government. //

Well I say: keep your hands off the housing industry. America's small businesses need relief -- relief, from taxation / litigation / and over-regulation. //

You know, last month I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job. //

Excessive regulation is a huge hidden cost in housing.

The single most expensive item in a home these days isn't the sheetrock / or the drywall / it isn't all the lumber or even the land underneath. The single most expensive item in a new home these days is that piece of paper you stick inside the front window -- the Building Permit. // All the regulations it represents add up, on average, to as much as 25 percent of the cost of every house.

That's why [housing-specific relief/NIMBY?] And it's why I've put a freeze on all new federal regulation -- to give businesses like yours a chance to breathe. //

There are some good signs for the housing industry. We've worked to keep inflation under control -- and the market's gotten the message. Interest rates today are lower now than any time since 1973. The last time a family could get a mortgage this low -- milk was 98 cents cents a gallon, or for you younger folks: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ...

for every family that refinances a mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year -- that instead of paying to the bank, you can put in the bank. Nationwide, that's like a \$30 billion dollar tax cut for America's homeowners. //

Now that's good news, but I'm not satisfied with good news when we could have even better. / Some studies show that three-quarters of all renters are ready to become buyers -- if they could muster up that down payment. // If Congress had passed my plan when I asked them to -- if Congress had acted to help first-time homebuyers -- you'd see [half a million] more "Sold" signs on front lawns all across America. //

And workers in the home-building area wouldn't be worried about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress to act -- I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before some of you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change.

And don't forget what happened the last time the Democrats controlled both ends of Pennsylvania Avenue: The days of malaise

-- a Misery Index over 20 percent -- and mortgage rates so high it was a lock-out for millions of Americans who wanted to buy their own home. We've seen what happens when the party of tax and spend operates without any checks and balances. //

So when the new Congress comes to town -- I'll be there -- ready to do the will of the American people. Ready to move on my Agenda for American Renewal -- an agenda that builds the stronger, more secure America we want for ourselves -- for our kids. //

We've got to remember this fundamental fact: America is the envy of the world, not because its government is great -- but because its people are great. Because the American people are builders who dream, and dreamers who build.

Thank you once again for this warm welcome -- and may God bless the United States of America.

#

To MICHELLE
Date _____ Time 12:17

WHILE YOU WERE OUT

M John Gauthier
of HUD
Phone 708 3896
Area Code Number Extension

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

Message _____

Operator [Signature]

Dan --

Per HUD:

Housing affordability index as of second quarter ending in June:
121.2

In 1989, yearly average 108.1

In 1981, yearly average 68.9

McGroarty/Nix
September 15, 1992
8:00 a.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
JONESBORO, GEORGIA
SEPTEMBER 17, 1992
~~XX:00 A.M.??~~ 3:15 P.M.

Gerry [Kopp]

Thank you ----- for those kind words -- and thanks, all of you, for this warm welcome. [Acknowledgements.]

I'm pleased today to meet with you, because what you're building here at ¹²⁷⁰ ~~xxxx~~ Larkwood Drive isn't just a house -- it's a little piece of the American Dream for the family who will call it home. //

When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today cutting in to your coffee break. Now that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward --

open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

We need what I offer: An Agenda for American Renewal -- a strategy that reaches out to the world in a way that makes a difference right here in Clayton County -- in your neighborhoods, in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

My ~~six-point~~ agenda for renewal is the blueprint for long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put American back to work. //

Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. I also wanted to help young families, the ones struggling to save for that first home. Because the American

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There are some good signs for the housing industry. We've worked to keep inflation under control -- and the market's gotten the message. Interest rates today are lower now than any time since 1973. The ~~Last~~⁹⁸ time a family could get a mortgage this low -- milk was ~~[xx]~~ cents a gallon, or for you younger folks: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ...

Right here at 1210 Larkwood // 3 //
getting your down payment back and more.

Dream, after all, really starts right here (gesture to homesite)
-- with a home of your own. //

This year alone, my plan would have meant more than 270,000
new housing starts -- and 120,000 new jobs for carpenters and
plumbers and ^{dry wallers.} plasterers. And for the average first-time
homebuyer in {Clayton County}, that tax credit would have been
the equivalent of ~~18~~ ⁸ months worth of mortgage payments. //

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guess they figure they've already got their own House -- and
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America's small businesses need relief -- relief from taxation /
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for every family that refinances ~~its~~ mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year -- that instead of paying to the bank, you can put in the bank. Nationwide, that's like a \$30 billion dollar tax cut for America's homeowners. //

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So when the new Congress comes to town -- I'll be ^{here} ready. ~~Ready to act ... ready to do~~ the will of the American people.

~~Ready to move~~ ^{Carrying out} ~~on my Agenda for American Renewal~~ -- an agenda that ^I ~~builds the stronger, more secure America~~ ^{ing forward} ~~want for ourselves~~ -- for our kids. //

We've got to remember this fundamental fact: America is the envy of the world, not because its government is great -- but because its people are great. Because the American people are builders who dream, and dreamers who build.

Thank you once again for this warm welcome -- and may God bless the United States of America.

###

A mandate from the people
He's been "ready"
He'll be there to get them to do what they need to do.

McGroarty/Nix
September 15, 1992
8:00 a.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
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When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today cutting in to your coffee break. Now that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward --

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Dream, after all, really starts right here (gesture to homesite)
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Thank you once again for this warm welcome -- and may God bless the United States of America.

#

FACT SHEET

Downpayment requirement to purchase the NEWBERRY in the AVERY SUBDIVISION under the FHA program would be

\$3,700.00

If the legislation allowing the \$5,000 tax credit would pass the purchaser could literally get back the downpayment plus have another \$1,300 to buy the necessities such as furniture, appliances, draperies, etc. all of which support thousands of jobs in various industries.

Additionally with the tax advantages afforded with the purchase of the Newberry the average buyer could add as much as \$1,320.00 in new disposable income which would equate to an additional \$3,300 using the multiplier effect in the community.

McGroarty/Nix
September 14, 1992
9:00 a.m.
[ga]

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JONESBORO, GEORGIA
SEPTEMBER 17, 1992
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[Color, based on site.]

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We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

That's the key to long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put American ^g back to work. //

Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. I also wanted to help young families, the ones struggling to save for that first home. Because the American Dream, after all, really starts right here (gesture to homesite) -- with a home of your own. //

This year alone, my plan would have meant more than 270,000 new housing starts -- and 120,000 new jobs for carpenters and plumbers and ^{dry wallers} ~~plasterers~~. And for the average first-time

POTUS won't be able to say "plasterers."

Could literally provide the down payment
back to the buyer.

3

homebuyer in [Clayton County], that tax credit would have been
the equivalent of [8] ^{almost 9} months worth of mortgage payments. //

My plan's still sitting / stalled by a liberal leadership
that puts politics ahead of helping people. Why worry about
helping put people into new homes -- and put you back to work?
I guess they figure they've already got their own House -- and
their own Senate, too. //

Right
here at
1270. Can
it's like
get your
down
payment
back +
more

~~I know~~ Rule #1 in this business is: build from the ground
up. Well, given what you've seen in Congress this year -- I
think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other
small businesses in America. I see small business as the engine
of the American economy -- generating jobs and opportunity. My
opponent sees small business as the goose that laid the golden
egg. From a payroll tax for health care / to a training tax / to
\$150 billion in new income taxes -- Bill Clinton wants to squeeze
small business to bankroll big government. //

Well I say: keep your hands off the ~~Q#~~ housing industry.
America's small businesses need relief -- relief from taxation /
litigation / and over-regulation. //

You know, last month I was in Western Michigan, talking to a
group of small business leaders. I talked to a guy who runs an
asphalt paving company. He said, "Mr. President, government
regulations are killing us." He made the point that when a
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his job. //

Excessive regulation is a huge hidden cost in housing.

The single most expensive item in a home these days isn't the sheetrock / or the drywall / it isn't all the lumber or even the land underneath. The single most expensive item in a new home these days is that piece of paper you stick inside the front window -- the Building Permit. // All the regulations it represents add up, on average, to as much as 25 percent of the cost of every house.

That's why [housing-specific relief/NIMBY?] And it's why I've put a freeze on all new federal regulation -- to give businesses like yours a chance to breathe. //

There are some good signs for the housing industry. We've worked to keep inflation under control -- and the market's gotten the message. Interest rates today are lower now than any time since 1973. The ~~Last~~ time a family could get a mortgage this low -- milk was ⁹⁸ [xx] cents a gallon, or for you younger folks: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ... for every family that refinances its mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year -- that instead of paying to the bank, you can put in the bank. Nationwide, that's like a \$30 billion dollar tax cut for America's homeowners. //

*Koppar
a Clayton
County
Builder
since 1973.*

Now that's good news, but I'm not satisfied with good news when we could have ^{it} even better. / Some studies show that three-quarters of all renters are ready to become buyers -- if they could muster up that down payment. // If Congress had passed my plan when I asked them to -- if Congress had acted to help first-time homebuyers -- you'd see [half a million] more "Sold" signs on front lawns all across America. //

And workers in the home-building area wouldn't be worried about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress to act -- I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before some of you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change.

And when that new Congress comes to town -- I'll be ^{there, we?} ready. ~~Ready to act~~ ^{Carrying out?} ~~ready~~ to do the will of the American people. ~~Ready to move~~ ^{ing forward} on my Agenda for American Renewal -- an agenda that builds the stronger, more secure America want for ourselfe -- for our kids. //

Thank you once again for this warm welcome -- and may God bless the United States of America.

a mandate from the people
He's been "ready"
Need leadership action words

Homebuilders

John
Nichols
United Dairy Association / American
Dairy Association

In 1973, how much
did a gallon of
milk cost?

Rosemont, IL

708 803 2000

1/2 gallon
whole \$65.4

Dairy Promotion and Research
Board
(703) 528-4800

1973 gallon of milk

98¢ a gallon

A + P

Travis

Library of
Congress

707-5691

"A SECOND CHANCE" REMARKS BY BILL CLINTON CLAYTON COUNTY OFFICE OF
FAMILY AND CHILDREN'S SERVICES JONESBORO, GA SEPTEMBER 9, 1992

Thank you. Thank you very much, Governor Miller and ladies and gentlemen. I want to say a special word of thanks to the fine people who work in this peach program and to the people who participate in it, not only to those who are here with me but those with whom I met behind this building in the play yard. While you were out here suffering in the sun, we were playing in the sand. Don't you just resent it? We'd actually talked for a few minutes. There were several parents and their children who were either present participants in the peach program or graduates. Most of them are right back here. Would y'all raise your hand? Let's give them a hand. They were very helpful to me. I'm here today to talk about this because I believe in the kind of work being done by the peach program and because I've worked with wonderful people back in my state, like the people who work in this program, to help move people off of welfare, out of dependency, to open their futures instead of to make them believe that life is a dead end waiting for another government check that is not enough to support your children or change your life. I became first involved in the work of welfare reform way back in 1980, and since then, I have believed passionately that we ought to change the welfare system as we know it. Most of what I have learned about welfare I have learned from the people who are on welfare or those who have been on it, or those who have worked with them. I share a common belief that I heard from these mothers today and the counsellors that the American people share, people on welfare are the people who dislike it most of all. Most people on welfare are dying for another alternative, willing to seize it, and they'd like to end the welfare system as we know it. Today, I want to share with you my plan to do that. It is more important today than it would have been a few years ago because of the alarming rate of increase in poverty. Here in Georgia and across the country there are more people who are working poor. Last week the Commerce Department reported that average family income dropped \$1,100 last year alone. Over the last decade, the percentage of hard work low-wage jobs increased dramatically. And now--listen to this--one in every 10 Americans is on food stamps. America's welfare rolls are full to bursting, increasing five times faster under this administration than under the previous 12 years under Ronald Reagan and Jimmy Carter combined. Three million more people have gone on welfare since 1988; three million more are out of work. When poverty and jobless rolls rise, we all pay. In the past year--listen to this--we spent \$8 billion more than we were spending three years ago on welfare and food stamps alone. A big part of the answer is obviously an economic program to put the American people back to work and to get our incomes going up again. And obviously that is what I have talked most about in this campaign. But the changing face of welfare, and the changing nature of it, and the enormous barriers to people moving from welfare to a productive life deserves special attention. Especially now, that most people on welfare are young women, and their little children. And the fact

that only half of the people on welfare get off quickly. That's just my musical background. It proves the point. In the mid-1980s, on behalf of all the governors, Republicans and Democrats, I co-chaired a welfare reform task force. We worked in 1988 with the Congress and with the Reagan White House to write something called the Family Support Act of 1988, the first major, major reform in the welfare system in more than a generation. The law gave the states some financial help and some marching orders. It said try to end welfare by giving more education and training to mothers, and then requiring those who can go to work to go to work, either when their children turn three, or when their children are one if there is available child care. The problem with the law is, as Georgia knows, it's never been fully implemented, and it didn't go far enough. But Arkansas wanted to be in the forefront of that law, and so, as Governor Miller said, we started Project Success, to give child care, health care and education and training, and then move people off welfare. In three years, 17,000 have moved from welfare to work, saving our taxpayers \$12 million, but far more important, opening a brighter future to parents and children. Independent researchers from the Manpower Demonstration Research Corporation concluded it was one of the three best programs in the country. This peach program is doing a great job. It is not in every county in Georgia, and not every state in America has implemented welfare reform, because the 1988 act has not been fully implemented by this administration. They talk a lot about moving people from welfare to work, but if you don't put the money in there for training, for education, for child care, for transportation, and you don't do it in every county in America, you cannot crack the welfare problem. So the first thing I think every person with whom I have ever talked on welfare agreed that welfare ought to be a second chance, not a way of life. It's time to end this system as we know it, and to start with two simple principles: first, people who can work ought to go to work, and no one should be able to stay on welfare forever. And second, no one who does work, and who has children in the home, should live in poverty, as too many are today. I am running for president on a plan that would give everyone the funding they need for education, training, child care, and transportation. But after two years, or after the end of an education-and-training program, everyone on welfare would have to go to work, either with a private-sector job, or if none is available, with a job provided by the state or the local government in community service. A strict time limit for AFDC recipients, coupled with a real commitment to help them support their children, provide them the education and transportation they need, would literally make welfare what it ought to be, a temporary hand to people who have fallen on tough times. This is not a conservative or a liberal idea. It's both. It's different. And the people who have lived with the present system know it will work if we invest what we ought to and are firm in our administration of it. By the time we are through, we shouldn't have a welfare system in America; we ought to have a helping-hand program, followed by a jobs program. The plan that I have offered sets money aside, up to \$6 billion over the next four years, up to \$6 billion a year, mounting up to that over the next four years, and pays for it from the cuts

that we will make in wasteful government spending; in defense savings; and in raising taxes on the wealthiest two percent of Americans, whose incomes went up in America while their tax rates went down, the direct reverse of what happened to the middle class. When you consider that if we do not change welfare, 25 percent of the people who are on welfare today will still be on it in the year 2000, you can be sure that we have to do it, and that doing it will save a lot of money down the road. Spending a couple of thousand dollars a year on a welfare recipient today; helping that person to become independent, to lead their children in a different direction; to open up new avenues of possibility; will mean more incomes and more taxes, and less dependence in the future. More important, it will improve the quality of life not only for people on welfare but for their friends and neighbors as well. We've heard a lot of talk this year about family values, and that's fine with me; most of us wouldn't be here today without them. But if we're going to be pro-family, we ought to be pro-child and pro-work, and that's what this plan is. Today for people on welfare, going to work too often means taking a job that will never do anything, because you don't have any education and training; and you may lose it in a couple of weeks. It often means losing medical coverage, and child care benefits; giving up Medicaid. It often means struggling to find a job that will keep you mired in poverty forever. I want to make work pay by simply expanding the earned income tax credit for the working poor. If you work 40 hours a week and you've got a child in the house, the income tax system ought to give you a refund to lift you above the poverty line. It'd be the cheapest thing we could ever do to say we are for work and for family, and we'll reward the right values in this country. We have to provide medical coverage to working people with children, and to control health care costs while we're doing it. To do that, we'll have to take on insurance companies, the way the government regulates health care, the unbelievable paperwork and bureaucracy and waste in our system. But don't let anybody tell you we can't do it. Your nation spends 30 percent more of its income than any country in the world on health care, and yet we don't provide primary and preventive care, in poor rural areas in inner cities, and we don't do the things that other countries do to control health care costs. We're going to do that if I win this election. We also need to find a way for poor people to get into the free enterprise system. There's a community development bank in Chicago called the South Shore Development Bank I've talked about all over this country that actually loans money to poor people to go into business for themselves or in small groups. And they've made money doing it, because they understand that poor people are like other people. Some are smart, some have skills, some have ideas, some can make money. And they've made money in a bank loaning money to people who are redlined in most communities in this country. I want to set up a network of community development banks to bring free enterprise to poor people in rural areas and in inner cities. The next thing we have to do is be pro-savings. Earlier this year, the government ordered a young woman in New Haven, Connecticut, and her family, to repay welfare benefits because she had scrimped and saved money from a part-time job to

put herself through college. I think we ought to raise the asset limit, and encourage poor people to save money for job training, for college, and for other paths to independence. And I recommend raising it from \$1,000 to \$10,000 a year to encourage people to save who are in tough times. Finally if we believe in family values, we simply have got to toughen up our system of child support enforcement, and launch a nationwide campaign to get money from deadbeat parents who can pay and won't. I might say, one of the most impressive things to me about the conversation I just had back there is, a lot of these young women who are here working in this program, taking care of their kids, said, if you want to run this program right, you're going to have to crack down on people who don't take care of their kids the way we do. People who use drugs instead of feeding their kids with that money, you ought to take it away from them and take care of their kids; that's what they said, not me. I was impressed by that. Today an awful lot of the money you as taxpayers spend on welfare goes for children whose parents should be giving them support, but who aren't. If we want to do something about the fact that one in five children plus is in poverty; almost one in four children under the age of five is in poverty; we can start by tracking down an estimated \$25 billion in owed and unpaid child support. As president, I will push for the toughest child support enforcement possible. In our state, if you fall more than \$1,000 behind, we report you to every major credit agency in the state. If you don't take care of your kids, you shouldn't be able to borrow money for yourself. And last year, we collected \$41 million plus, money that we don't have to pay in welfare and other public spending. Under my plan, we'll set up a national deadbeat parents' data bank; begin a national system of child support collections through automatic wage withholding; and make an all-out effort to establish paternity in the hospital when the baby is born; not in the courts after the father has left. We ought to use our national data collecting systems like the IRS to make sure that you cannot cross the state lines and meet your court-ordered obligations to take care of your children. We ought to challenge major credit agencies nationwide to report on all people who are seriously deficient in their child support. You simply shouldn't be able to borrow money for yourself if you don't take care of your kids. It's time to send a clear message to people who bring children into this world: governments don't raise kids, people do. In the end, this isn't about government. This is about people and their futures. There will never be a government program for every problem, and the government can never take responsibility for people that they ought to take for themselves. The only thing that really holds us together as a nation, a free nation, is that most of us get up every day and do the right thing. We go to work; we do our best by our family; we honor the law; we treat our neighbor with respect; we just do the right thing. Nobody makes us do it. We have got to empower people to assume that level of personal responsibility for themselves and for their children. It is one way we can bring people together. Surely every American, without regard to political party or religious faith or philosophical convictions, can agree that we can stop the division and blame and finger-pointing that has characterized welfare while

things have gotten worse, and challenged people, then given them the means to make the most of their lives. That is what this is all about. I want to tell you my favorite story. A few years ago when I started working on welfare reform, I brought some people from my state to Washington, D.C., who had been on welfare, and who had gone through one of our experimental programs before we went statewide. And one of these women was very articulate, and I was just questioning her. And there were all these governors just sitting around just absolutely fascinated listening to this lady talk. And I said, do you think that this ought to be mandatory? You think that people ought to have to be in this program to get a check? She said, I sure do, otherwise I might be home watching TV instead of up here talking to you. And I said, well, now that you've got this job, what's the best thing about it. And you could have heard a pin drop, and that lady looked out at that crop of governors, and she said, when my boy goes to school, and they ask him, what does your momma do for a living, he can give an answer. The Georgia Peach program is testament to the fact that these women behind and those women who talked to me, and this fine lady over here who now works for the state senate, people want to take care of their kids, and they want to take care of themselves. This is a crazy old world we're living in, and a lot of things happen to people that we wish didn't happen. But what brings us together today is the conviction that if we get up tomorrow, we can do better than we're doing today, and that life is full of potentials, and that we need to look at these folks on welfare, as potential, full blown, vibrant, active, constructive American citizens who are doing a great job raising their kids. And we need them. We do not have a person to waste in this country. So I say to you that I hope that in the next 55 days all of you will reflect on this. Because one of the things that will chart the future of America as we move toward the 21st century is whether we can do a better job in making sure that every person lives up to the fullest of their potential. Every person who's on welfare, and every kid who doesn't make it in school, is another person who's not out there in a job making America the strongest power in the world, and helping all the rest of us to see to our parents in their old age; our children in their youth; and to our own lives in their full flower. This is a very important issue for every American. It's time to end the welfare system as we know it, and lift the people on welfare by providing more responsibility, and more opportunity. Thank you very much.

September 14, 1992

MEMORANDUM FOR DAN MC GROARTY

FROM: MICHELE NIX

SUBJECT: GEORGIA HOMEBUILDERS EVENT

A few more color tidbits:

Tentative speaking time is 3:17 p.m.

About 50-75 people live in the housing development to date -- all will be invited. The rest of the audience (approximately 3,000 people) will be our usual targeted Republican crowd.

Gerry Kopp, the developer, is a big Bush fan and Clayton County GOP chair.

The house on Larkwood has a two-car garage. No porch. The A \$66,000 house. Housing prices at The Avery development run \$65,000 - \$75,000. Average monthly mortgage payment at The Avery run \$600.

Attached is a copy of a promotional brochure for the Avery development. A picture of the home (the Newberry Model) is included. We could play off of a lot of the terms and language from the brochure (e.g., re Avery "Intelligent Choice for the 90s").

Also, Koppar Homes, Gerry Kopp's company, began in 1973 ("Koppar Corporation. A Trusted Community Builder Since 1973"). This could work well into your litany re low interest rates are lower now than any time since 1973.

Also attached -- housing starts/jobs scenario had the President's \$5000 first-time home buyer tax credit been passed. NAHB working on figure for tax credit = X months worth of mortgage payments in Clayton County. Should have by end of today or tomorrow a.m.

Price of a gallon of milk in 1973 -- approx. \$.98

Jeremy Shane said Clinton has been silent; David Tell agrees -- on first-time home buyer credit. I looked through NEXIS and found an article (attached) that comes close to an opinion on the tax credit.

McGroarty/Nix
September 14, 1992
9:00 a.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
JONESBORO, GEORGIA
SEPTEMBER 17, 1992
~~XX:00 A.M.??~~ 3:15 p.m.

Gerry Kopp

Thank you ~~---~~ for those kind words -- and thanks, all of you, for this warm welcome. [Acknowledgements.]

[Color, based on site.]

When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today cutting in to your coffee break. Now that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward -- open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

We need what I offer: An Agenda for American Renewal -- a strategy that reaches out to the world in a way that makes a difference right here in Clayton County -- in your neighborhoods, in your lives.

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And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

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This year alone, my plan would have meant more than 270,000 new housing starts -- and 120,000 new jobs for carpenters and plumbers and ^{dry wallers} ~~plasterers~~. And for the average first-time

POTUS won't be able to say "plasterers."

homebuyer in [Clayton County], that tax credit would have been the equivalent of [8] ^{almost 9} months worth of mortgage payments. //

My plan's still sitting / stalled by a liberal leadership that puts politics ahead of helping people. Why worry about helping put people into new homes -- and put you back to work? I guess they figure they've already got their own House -- and their own Senate, too. //

~~I know~~ Rule #1 in this business is: build from the ground up. Well, given what you've seen in Congress this year -- I think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other small businesses in America. I see small business as the engine of the American economy -- generating jobs and opportunity. My opponent sees small business as the goose that laid the golden egg. From a payroll tax for health care / to a training tax / to \$150 billion in new income taxes -- Bill Clinton wants to squeeze small business to bankroll big government. //

Well I say: keep your hands off the ~~the~~ housing industry. America's small businesses need relief -- relief from taxation / litigation / and over-regulation. //

You know, last month I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job. //

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Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ... for every family that refinances its mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year -- that instead of paying to the bank, you can put in the bank. Nationwide, that's like a \$30 billion dollar tax cut for America's homeowners. //

Now that's good news, but I'm not satisfied with good news when we could have ^{it} even better. / Some studies show that three-quarters of all renters are ready to become buyers -- if they could muster up that down payment. // If Congress had passed my plan when I asked them to -- if Congress had acted to help first-time homebuyers -- you'd see [half a million] more "Sold" signs on front lawns all across America. //

And workers in the home-building area wouldn't be worried about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress to act -- I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before some of you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change.

And when that new Congress comes to town -- I'll be ^{there, w.c.?} ~~ready~~.
~~Ready to act ... ready to do~~ the will of the American people.
~~Ready to move~~ ^{ing forward} on my Agenda for American Renewal -- an agenda that builds the stronger, more secure America want for ourself -- for our kids. //

Thank you once again for this warm welcome -- and may God bless the United States of America.

a mandate from the people
He's been "ready"
Need leadership action words

1992 HOME BUYER TAX CREDIT IMPACTS

ADDITIONAL:	HOUSING STARTS	JOBS	FEDERAL TAXES (\$MILLION)
UNITED STATES	215,000	415,500	\$3,849
Alabama	1,934	3,738	\$34.6
Alaska	102	198	\$1.8
Arizona	3,826	7,395	\$68.5
Arkansas	1,018	1,968	\$18.2
California	38,182	73,790	\$683.6
Colorado	1,788	3,456	\$32.0
Connecticut	1,923	3,716	\$34.4
Delaware	926	1,789	\$16.6
Dist. of Columbia	66	127	\$1.2
Florida	26,503	51,218	\$474.5
Georgia	8,105	15,664	\$145.1
Hawaii	1,535	2,966	\$27.5
Idaho	767	1,483	\$13.7
Illinois	6,807	13,156	\$121.9
Indiana	4,253	8,218	\$76.1
Iowa	1,187	2,295	\$21.3
Kansas	1,386	2,678	\$24.8
Kentucky	2,033	3,929	\$36.4
Louisiana	982	1,899	\$17.6
Maine	1,025	1,981	\$18.4
Maryland	6,519	12,599	\$116.7
Massachusetts	3,419	6,607	\$61.2
Michigan	7,339	14,183	\$131.4
Minnesota	4,036	7,800	\$72.3
Mississippi	1,067	2,062	\$19.1
Missouri	2,887	5,579	\$51.7
Montana	113	219	\$2.0
Nebraska	970	1,875	\$17.4
Nevada	4,699	9,081	\$84.1
New Hampshire	1,166	2,254	\$20.9
New Jersey	4,873	9,418	\$87.2
New Mexico	1,070	2,067	\$19.1
New York	7,829	15,129	\$140.2
North Carolina	7,767	15,010	\$139.0
North Dakota	355	686	\$6.4
Ohio	6,623	12,799	\$118.6
Oklahoma	903	1,745	\$16.2
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Texas	6,632	12,817	\$118.7
Utah	963	1,860	\$17.2
Vermont	585	1,131	\$10.5
Virginia	9,137	17,657	\$163.6
Washington	7,744	14,966	\$138.6
West Virginia	271	524	\$4.9
Wisconsin	4,323	8,355	\$77.4
Wyoming	89	172	\$1.6

Bush/Quayle '92 - Georgia

3240 Peachtree Road • Atlanta, GA 30305

FAX COVER

Date: Sept 14 Number of pages including cover: 5

To: Name..... Michele Nix
Fax Number..... 202-456-6218

From: Name..... Lindsay Fitzgibbon
Bush/Quayle '92 - Georgia
Fax Number..... 1-(404)-841-9720
Phone Number.. 1-(404)-261-1992

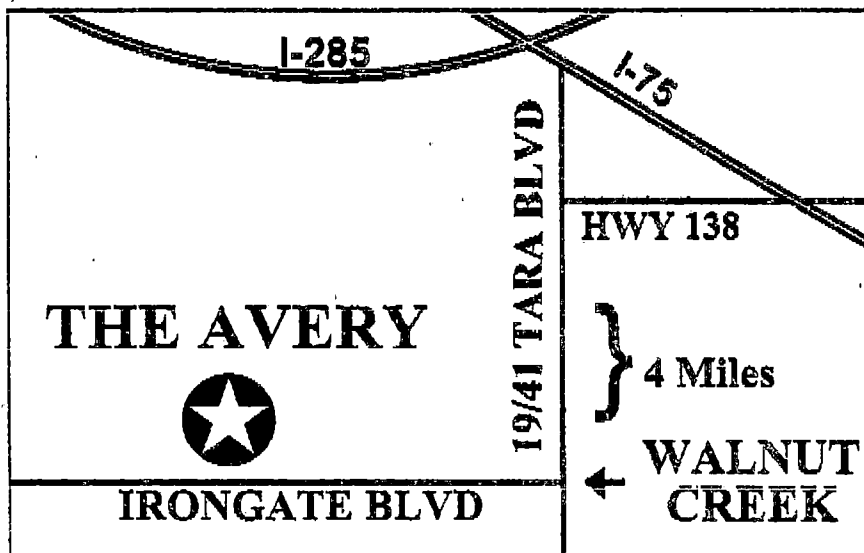
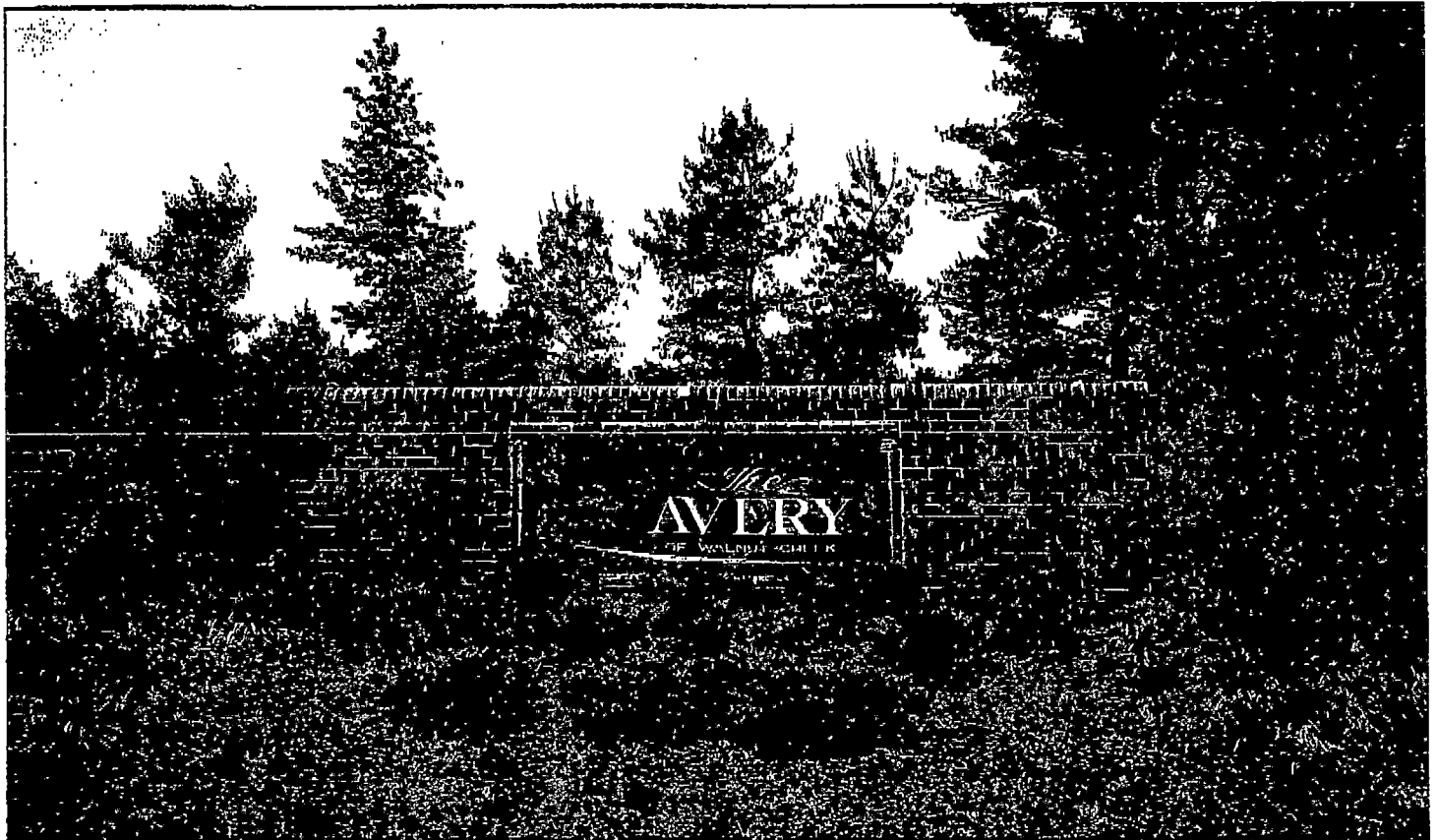
Comments: Model home at site will
be "The Regency" - pg. 2

Remember...
Vote
Bush/Quayle
November 3!



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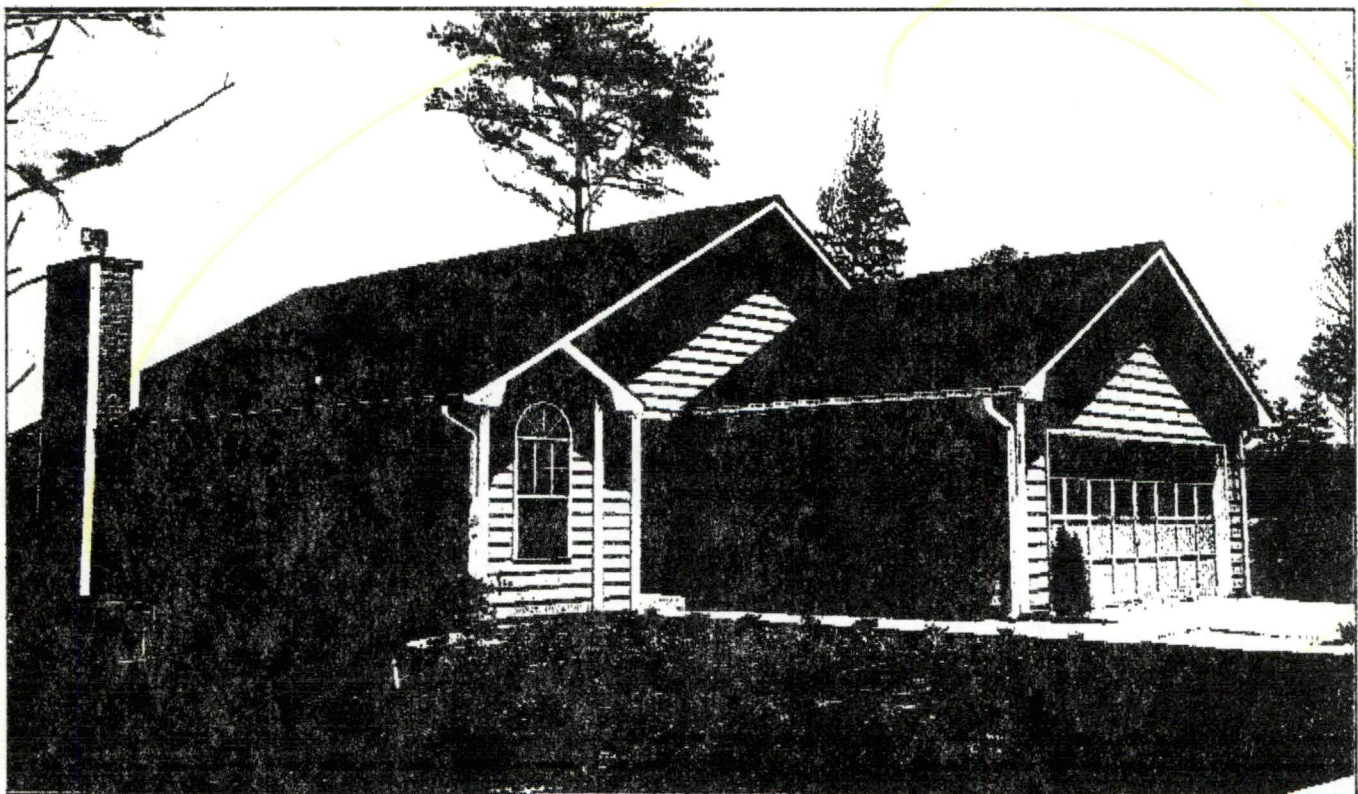
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POSITIVE IMAGE

INTELLIGENT CHOICE
FOR THE 90s

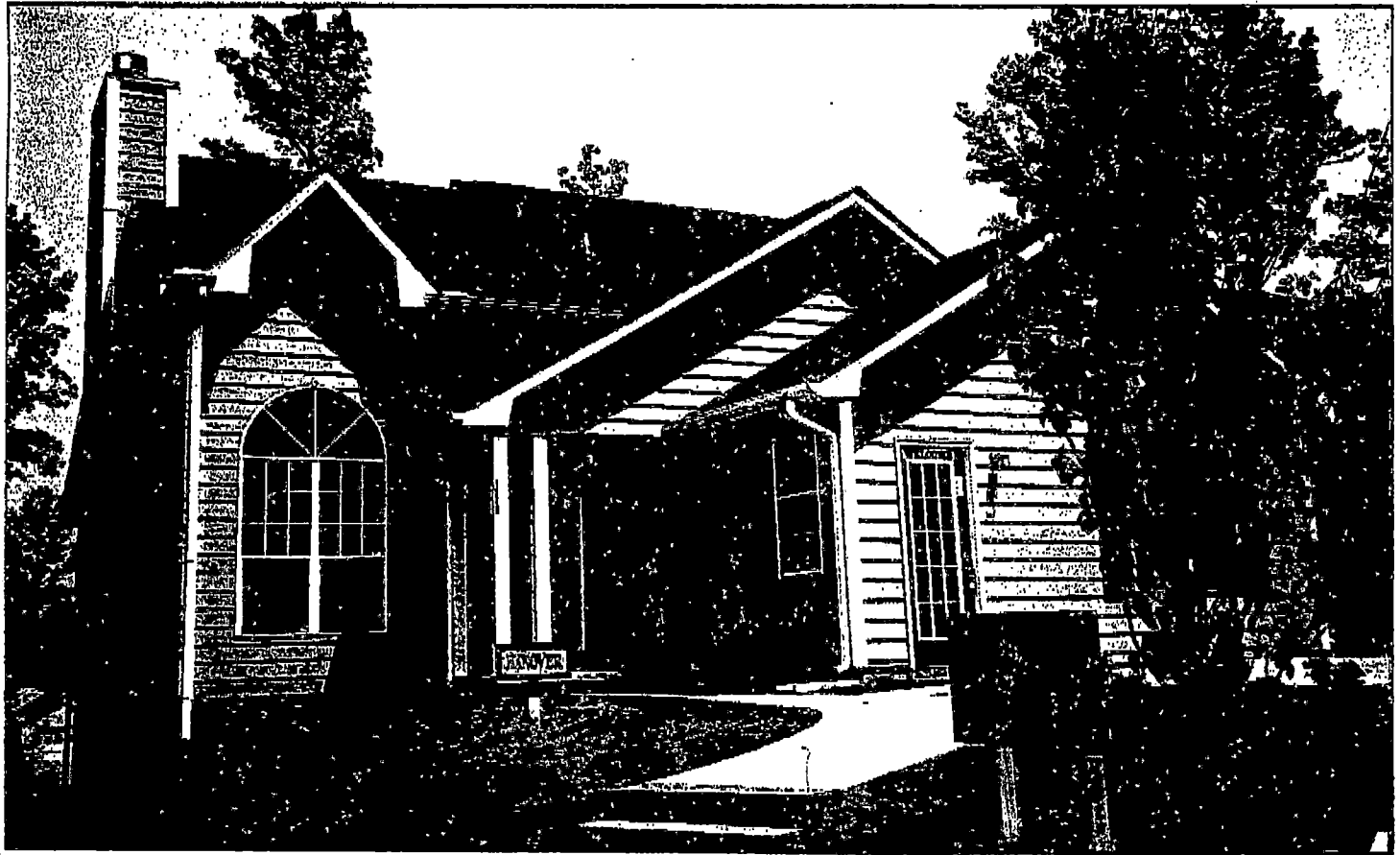
NEW FRIENDS



THE REGENCY

It will be this model

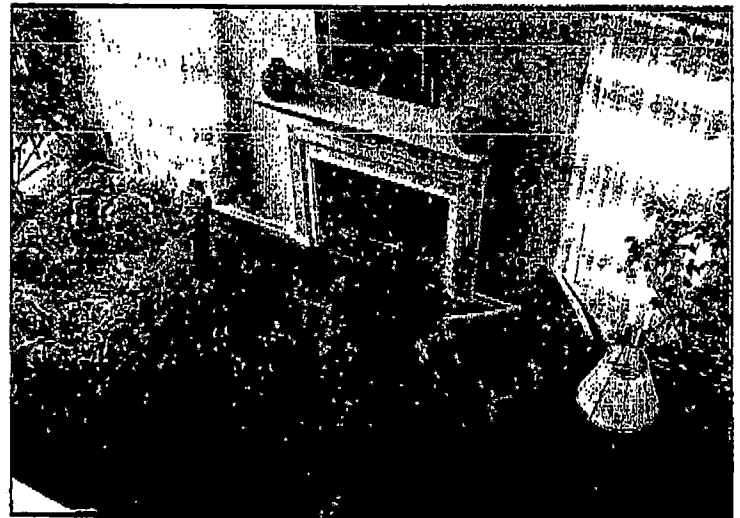
No, the Newberry



THE HANOVER

KOPPAR HOMES INTERIOR FEATURES

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 - 2 or 3 Bedrooms
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Contact
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THE AVERY

471-0950

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**QUALITY!!
PRICE!!
WARRANTY!!**

DISCOVER A NEW NEIGHBORHOOD WITH PROVEN RESULTS.

Lincoln -

~~did serve in IL~~

did serve in IL

militia

September 14, 1992

MEMORANDUM FOR DAN MC GROARTY

FROM: MICHELE NIX

SUBJECT: GEORGIA HOMEBUILDERS EVENT

A few more color tidbits:

Tentative speaking time is 3:17 p.m.

About 50-75 people live in the housing development to date -- all will be invited. The rest of the audience (approximately 3,000 people) will be our usual targeted Republican crowd.

Gerry Kopp, the developer, is a big Bush fan and Clayton County GOP chair.

The house on Larkwood has a two-car garage. No porch. The A \$66,000 house. Housing prices at The Avery development run \$65,000 - \$75,000. Average monthly mortgage payment at The Avery run \$600.

Attached is a copy of a promotional brochure for the Avery development. A picture of the home (the Newberry Model) is included. We could play off of a lot of the terms and language from the brochure (e.g., re Avery "Intelligent Choice for the 90s").

Also, Koppar Homes, Gerry Kopp's company, began in 1973 ("Koppar Corporation. A Trusted Community Builder Since 1973"). This could work well into your litany re low interest rates are lower now than any time since 1973.

Also attached -- housing starts/jobs scenario had the President's \$5000 first-time home buyer tax credit been passed. NAHB working on figure for tax credit = X months worth of mortgage payments in Clayton County. Should have by end of today or tomorrow a.m.

Price of a gallon of milk in 1973 -- approx. \$.98

Jeremy Shane said Clinton has been silent; David Tell agrees -- on first-time home buyer credit. I looked through NEXIS and found an article (attached) that comes close to an opinion on the tax credit.

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P.O. Box 1116
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Jonesboro, Georgia 30237

FAX TRANSMITTAL LETTER
FAX NO. 473-9664

TOTAL COPIES: 2 (includes cover sheet)

DATE: 9/14/92

TO: Michelle Nix

FROM: RICHARD C. WATMAN

RE: _____

MESSAGE: _____

If you do not receive the total transmittal, please contact us at 471-1533.

FACT SHEET

Downpayment requirement to purchase the NEWBERRY in the AVERY SUBDIVISION under the FHA program would be.

\$3,700.00

If the legislation allowing the \$5,000 tax credit would pass the purchaser could literally get back the downpayment plus have another \$1,300 to buy the necessities such as furniture, appliances, draperies, etc. all of which support thousands of jobs in various industries.

Additionally with the tax advantages afforded with the purchase of the Newberry the average buyer could add as much as \$1,320.00 in new disposable income which would equate to an additional \$3,300 using the multiplier effect in the community.

care, inefficiency, and, in the end, even higher costs.

My opponent's "play or pay" approach winds up in the same place as nationalized, bureaucratic health insurance — but through a different route. And it is likely to kill a lot of jobs along the way, especially in small businesses. Increasing the costs of labor — the "play" in his approach — will lead businesses to hire fewer workers. Offering the alternative of Government-sponsored health care paid for with new taxes on payrolls — the "pay" — will dump the problem in the lap of a Government bureaucracy with the costs paid for by businesses and workers.

C Pension Portability

I have also been concerned about the ability of workers to preserve their retirement pensions as they change jobs. This is a growing need because of the increased likelihood that most workers will have more than one employer over the course of their working years.

I proposed an initiative last year to increase pension portability, expand pension coverage, and simplify the law governing pension plans. And I am pleased that I was able to

sign a law this summer that incorporated my portability proposal. The new law enhances retirement security by permitting workers to transfer accrued pension benefits directly to an IRA or to their new employer's pension plan.

Despite this improvement, I believe we must continue to look for ways to make it easier for workers who change jobs to take pensions with them. We need to eliminate incentives to "cash out" benefits and increase incentives to save for the future.

Job training, affordable health care, retirement security — when combined with a new system of education and entrepreneurial, competitive business, we can offer working men and women real economic security in the 21st Century.

IX. Leaving No One Behind: Economic Opportunity for Every American

For over 200 years, the most exceptional aspect of American society has been the belief, the hope, that this is a land where people can make a

better life for themselves and their children. It's this spirit, the commitment to the American Dream, that has made our country and our society the most dynamic in the world.

If we are going to use that energy to drive us forward into the 21st Century, we will need to tap the aspirations of each and every one of our citizens. No one should be left behind for want of opportunity.

Many of the programs that I have discussed above — health care for all Americans, child care, job training, pension portability, a new competitive school system based on community involvement and choice for all American families — support my plan to empower all Americans to make their own choices and better their lives. But I believe we need to do more for certain citizens who have fallen too far behind.

My philosophy for enabling all Americans to share the American Dream is simple: it's based on property and work. Our urban and welfare programs must be designed to enable people to break the cycle of poverty, get back on their feet, get back to work, and take responsibility for their own choices and their own lives.

*First
time
home
buyers
credit*

I disagree with the failed logic of “welfare rights” and its emphasis on entitlement. I disagree with “income maintenance” strategies — strategies that merely maintain poverty and contain potential.

Our goal should not be more dependence — but rather a new Declaration of Independence — to help people develop the human and financial capital to share the American Dream. We have taken the first step with our implementation of the welfare-to-work logic of the Family Support Act of 1988. We have been encouraging flexible and innovative implementation through waivers that enable states to develop new programs to enhance parental and family responsibility and to insist on education and job training for those on welfare. Welfare policies won't work unless people do.

In our inner cities, we need to restore hope by clearing away the handicap of crime, building a core of property owners, creating business incentives, restoring infrastructure, and focusing our programs on work and discipline.

Enterprise zones can create solid economic foundations in distressed communities.

Our “Weed and Seed” effort can help reclaim and revitalize impoverished and embattled communities by eliminating the fear of drugs and violence, targeting coordinated human services programs, and improving the housing stock and infrastructure.

We also need to extend opportunity by enabling lower income families to build assets — for example, by allowing aid recipients to accumulate higher savings without losing their eligibility.

And we need to expand homeowner opportunities for lower and middle income families. For example, HOPE grants enable more inner-city people to own their own homes. Our \$5,000 tax credit for first-time home buyers would help; so would permitting voucher recipients to apply their rental subsidies toward the purchase of a home.

We can enhance the choice, quality, and availability of housing through affordable rent subsidies in the form of housing vouchers, and through our “Perestroika in Public Housing” program that widens opportunities for public housing tenants to change the management of troubled projects.

“My philosophy for enabling all Americans to share the American Dream is simple: it’s based on property and work. Our urban and welfare programs must be designed to enable people to break the cycle of poverty, get back on their feet, get back to work, and take responsibility for their own choices and their own lives.”

This property and work-based approach need not be more expensive than the traditional welfare bureaucracy. For example, over the past 12 years, federal spending for low income assistance doubled even after inflation — from \$9.1 billion in 1980 to \$18.3 billion this year (both in 1992 dollars). This year, HUD is providing housing assistance to 4.6 million low-income families, up from 3.1 million in 1980. I have tried to rechannel some of this funding to vouchers because they are more cost effective than constructing new public housing units. Furthermore, families wouldn't have to wait five years for the units to be built, and the vouchers give families more choice.

For too long, Congress has stubbornly refused to discard failed programs that perpetuate welfare dependency. No doubt, many of these programs were well intentioned. But now we know better. Give us a chance to try a different approach that will empower people to help themselves, to build some capital for their families, to make choices that develop self-respect and discipline. That's the real way to offer economic opportunity for every American, to leave no one behind.

X. "Rightsizing" Government

My blueprint envisages an important Government role to make a secure and strong America. But it is also important that Government not siphon off more private resources than are absolutely necessary to perform the functions that will help us win the economic competition. Because an overweight Government — serving itself seconds rather than serving the people first — will weigh us down in the race of a new era.

Much of my agenda can be accomplished simply by redirecting current funding away from bureaucracies and towards people. My agenda empowers people with the means to work, own property, build capital, raise families, and be effective contributors within our private market economy. Some of my ideas — legal and health care reforms, for example — should even help us save money.

Contrary to the assertions of some politicians and special interest groups, spending as a percentage of the nation's GDP has been going up, not down. In 1991, the Federal Government spent 23.5% of

what our nation produced. That compares with 17.6% in 1965, 19.9% in 1970, 22.0% in 1975, and 22.3% in 1980. So not only has Government grown as the economy has grown, but Government is taking a bigger share. The American people are not taxed too little. The American Government spends too much.

In my acceptance speech I noted some of the efforts I will make to hold down spending. I have proposed capping the growth of mandatory spending, other than social security. That would still permit spending at present levels plus an adjustment for inflation and population growth. Yet this cap would save \$294 billion over five years.

To start to implement this cap, I have proposed over \$72 billion in specific spending cuts for "mandatory" programs (FY93-97). If you add these proposed cuts to others I have previously called for but which Congress has not yet enacted, my specific cuts would total about \$132 billion over five years. I have also proposed the outright elimination of 246 specific discretionary programs.

By way of comparison, my opponent has specifically proposed less than \$5 billion in

7TH STORY of Level 1 printed in FULL format.

Proprietary to the United Press International 1992

August 13, 1992, Thursday, BC cycle

SECTION: Domestic News

LENGTH: 386 words

HEADLINE: Poll shows one-third of U.S. electorate won't vote their purse

DATELINE: NEW YORK

KEYWORD: MONEYPOLL

BODY:

One-third of U.S. voters will not vote with their pocketbooks in mind in the presidential election in November, according to a Money Magazine poll released Thursday.

Money's poll of 1,001 adults found that one-third would vote for a presidential candidate despite disagreeing with his views on a majority of financial issues.

The results, which will appear in the magazine's September issue in "How to Vote Your Wallet," showed that while 58 percent said they would vote for Democratic candidate Clinton, more than a third preferred President Bush's stands on pocketbook issues.

Some 32 percent said Bush would get their votes, but half of that group favored Clinton's positions.

"In this climate, you'd think pocketbook issues would be the centerpiece of this campaign," Paul Beckner, president of Citizens for a Sound Economy, a non-partisan lobbying group, told the magazine.

"Unfortunately, that hasn't been the case," he said.

The poll, conducted by the ICR Survey Research Group, asked for opinions on positions taken by Bush and Clinton on 11 money matters, ranging from income taxes to school choice.

Respondents were not told about the candidates' stands on these issues and were not asked whom they planned to vote for until after they answered the main questions.

Clinton's platform scored highest on tax relief for middle- and low-income families. Some 78 percent of those polled said they approved of his plan to lower taxes by an average of \$300 per child and up to \$200 per household that does not have children. With a 76 percent approval rating, Bush's platform scored highest on his plan to let taxpayers partially deduct any major loss in selling a home.

Americans sided with Bush on five of 11 issues, supported Clinton on another five and split evenly on one.

Proprietary to the United Press International, August 13, 1992

Respondents favored Clinton's universal health coverage plank 2-to-1 over Bush's health insurance tax incentives.

But by an equally wide margin, they favored the president's \$5,000 tax break proposal for first-time home buyers over Clinton's plan to extend federal home loans.

Those polled also sided 2-to-1 with Clinton on his plan to raise the top tax rate to 36 percent, while Bush's capital gains tax cut beat Clinton's more modest proposal by a ratio of 5-to-3.

12TH STORY of Level 1 printed in FULL format.

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Chicago Tribune

July 26, 1992, Sunday, FINAL EDITION

SECTION: REAL ESTATE; Pg. 10; ZONE: C

LENGTH: 1061 words

HEADLINE: Clinton is building Democratic platform with a broad housing plank

BYLINE: By H. Jane Lehman, (copyright) 1992, H. Jane Lehman, Real Estate News Service.

DATELINE: WASHINGTON

BODY:

Democratic presidential nominee Bill Clinton embraced a seemingly Republican notion when his party's platform endorsed tenant management and ownership of public housing projects at his party's recent convention in New York.

As the Bush administration's key housing spokesman, Jack Kemp has made tenant empowerment the centerpiece of his four-year tenure as Housing and Urban Development secretary.

The proposal to privatize public housing stands in contrast to more general references in the brief housing plank to affordable mortgage credit, homelessness and expansion of the country's low-income housing stock.

In the wake of the Los Angeles riots this spring, Clinton criticized President Bush for failing to earlier embrace Kemp's ideas for dealing with urban decay, including tenant ownership and management of public housing.

"Bill Clinton has long been an advocate of tenant ownership and management and in general of empowering residents living in low-income housing units," said John Kroger, deputy national issues director for the Clinton campaign.

Kroger said Clinton first sounded the theme as part of his presidential campaign last fall.

The position, Kroger said, jibes with Clinton's belief that the country needs "less bureaucratic solutions to social and economic problems."

A better understanding, however, of housing priorities under a Clinton administration are found in a Clinton housing position paper released this year, said Clinton spokesman Marc Weiss.

The paper includes a key proposal to expand the Federal Housing Administration mortgage program in high-cost housing areas, said Weiss, a Columbia University real estate professor who is a Clinton adviser and surrogate speaker on urban and housing policy issues.

Kemp said in a statement that he is "delighted to see" the tenant empowerment concept endorsed by the Democrats, adding, "I know it comes from Bill Clinton personally."

Chicago Tribune, July 26, 1992

Ever one to make political hay, however, Kemp could not resist adding, "I hope it translates into some Democratic votes for President Bush's HOPE program still in Congress," a legislative program that includes the tenant ownership provisions.

Weiss stressed, however, what he called "important differences" between the Clinton and Kemp approaches to tenant ownership.

Kemp, Weiss said, is "focused on privatization at all costs. He is trying to sell off the public housing stock." Clinton, though, would be "interested in tenant participation . . . only where it is voluntary, wanted and appropriate," Weiss said.

Clinton also parts company with Kemp in his commitment to fully fund the maintenance and construction of public and government-assisted private housing, Weiss said. Clinton has pledged to restore HUD spending to a pre-Reagan level over four years, Weiss said.

Government figures show that in the face of 5.1 million household demand for housing assistance, an additional 80,000 families a year, on average, received housing help in the 1980s, compared to an additional average of 280,000 families in the 1970s, according to the National Low Income Housing Coalition.

However, wider availability of FHA loans is the main housing issue Clinton is pushing in his campaign, Weiss said. Historically, many first-time buyers have used the government-insured mortgage program to finance their homes.

Clinton would raise the maximum FHA loan level from \$124,875 to 95 percent of the median home price for a metro area. The increase would not help the immediate Chicago area, where 95 percent of the 1991 median home price reported by the National Association of Realtors would work out to \$124,500.

It would, however, boost home-buying prospects in places such as Washington, D.C., and San Diego, where the limit would rise to \$148,900 and \$178,100, respectively.

The higher FHA loan limit is the "thing (Clinton picked) as a symbol of what he cared about and where he stood" on housing issues, Weiss said.

Weiss also said that as far as he knows, Clinton favors allowing tax-free withdrawals from individual retirement accounts to assist with the purchase of a first-time home.

"He was pre-empted by the Bush State of the Union proposal (to do the same thing), so he sought to differentiate himself with the FHA loan-limit issue," Weiss said.

In more general terms, Clinton also takes aim at the declining rate of homeownership among Americans in the Reagan and Bush years, Weiss said. "We want to make an issue out of that (dropoff in homeownership rate) as part of middle class falling behind in the 1980s," he said.

After rising for five consecutive decades, America's homeownership rate fell to around 64 percent now from a peak of 65.6 percent in 1980, according to a recent Census Bureau report. Among the age groups 25 to 29 and 30 to 34, the

Chicago Tribune, July 26, 1992

decline was even sharper, falling by more than 6 percentage points.

Clinton is also on record as supporting permanent extension of the low-income housing tax credit and mortgage revenue bonds and stepped-up efforts to alleviate housing discrimination. He also proposes opening housing at closed military bases to the homeless and transferring 10 percent of government-controlled housing to nonprofit groups to house the homeless.

In addition, Clinton plans to "seriously re-energize and strengthen FHA" in multifamily housing, Weiss said. Kemp shut down the FHA apartment construction financing program two years ago amid mounting loan losses.

Several housing officials, including Angelo Mozilo, president of the Mortgage Bankers Association of America, said they are encouraged that housing would become a front-burner issue under Clinton.

The Democrat's housing plank "was very broad but it does cover all the bases," including those of home buyers who do not need a government subsidy, Mozilo said, who praised Clinton's FHA stand in particular.

Dorcas Helfant, president of the National Association of Realtors, said: "We would like to see some more, but we are ahead of where we started (before the convention)."

However, Kathleen Boland, president of the National Housing Conference, an affordable housing advocacy group, does not read as much into the platform. "It suggests that there is not too much focus on housing," which, she said, concerns her.

GRAPHIC: PHOTO: Bill Clinton's stand on housing issues bears some similarities to that of HUD Secretary Jack Kemp. AP Laserphoto.

TERMS: CAMPAIGN; CANDIDATE; HOUSING; ISSUE

19TH STORY of Level 1 printed in FULL format.

The Associated Press

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February 5, 1992, Wednesday, AM cycle

SECTION: Political News

LENGTH: 333 words

HEADLINE: The Issue: Tax Credits for New Home Buyers

DATELINE: WASHINGTON

KEYWORD: On The Issues

BODY:

Here are the views of the major presidential candidates on the question: "Do you support new tax credits for first-time home buyers? "

DEMOCRATS

-Jerry Brown: "Mortgage payers, renters, and charities would be exempt from my 13 percent flat tax."

-Bill Clinton: A spokeswoman said that instead of a straight tax credit, Clinton supports a substantial increase in the ceiling of FHA mortgage guarantees to make it easier for middle-class families to buy their first home.

-Tom Harkin: "At best, the credit (proposed by Bush) will go to five people who will buy a home anyway for each one who will do so because of the housing credit. ... I would modify the plan so that qualified borrowers could get the needed downpayment, a key difficulty that stops many people from buying a home. And I would start phasing out the program at \$ 80,000 a year since most people above that income level are able to buy a first home anyway."

-Bob Kerrey: "We can take two important steps to assist first-time home buyers. First, we can make permanent the authority for both mortgage review bonds and the low income housing tax credit. Second, we can raise the Farmers Home Administration caps for home mortgages."

-Paul Tsongas: "Tax credits for first-time home buyers, while attractive politically, simply do not make economic sense. At this critical time, we need to channel all of our resources toward restoring the United States as the preeminent economic power on earth. If we accomplish this, then people will have the jobs to enable them not only to buy homes, but to afford to make the payments as well."

REPUBLICANS

-George Bush: Proposed in his State of the Union address a tax credit of up to \$ 5,000 for home buyers who have not owned a home in the last three years.

The Associated Press, February 5, 1992

-Patrick Buchanan: A spokesman said Buchanan favors new tax credits for first-time home buyers.

-David Duke: A spokesman said Duke favors new tax credits for first-time home buyers.

###

McGraw Hill, I haven't sent this yet DMG

Please call J. Shane for an update.

September 14, 1992

MEMORANDUM FOR BOB ZOELICK

FROM: DAN MC GROARTY

SUBJECT: GEORGIA HOMEBUILDERS EVENT

On the issue of the \$5000 first-time homebuyers credit, our strongest contrast is between Bush-Congress rather than Bush-Clinton.

According to David Tell, Clinton has opposed our \$5000 credit; according to Jeremy Shane, Clinton has simply been silent on it, while backing Sen. Bentsen's bill (which includes provisions allowing first-time buyers to tap IRAs).

JEREMY SHANE -- BY PHONE, 8/27/92

CLINTON ON RECORD AS FAVORING BENTSEN'S BILL.... (USE OF IRAS FOR HOMEBUYERS)

SILENT ON BUSH 5000 PROVISION -- COULD SAY HE DOESN'T SUPPORT IT, BUT FACT IS HE'S SILENT ON IT.

BETTER TO DRAW CONTRAST BETWEEN BUSH-CONGRESS THAN BUSH-CLINTON THIS TIME??

**BILL INCLUDING IRA USE FOR HOMEBUYERS AND 2500 CREDIT IS CURRENTLY UNDER VETO THREAT, FOR INADEQUATE ENTERPRISE ZONE PROVISIONS. ALSO INCLUDES GRAB-BAG OF TAX INCREASES WE DON'T SUPPORT (PARALLEL TO PRE-MARCH 20 DEMOCRATIC BILL WE VETOED??)

1992 HOME BUYER TAX CREDIT IMPACTS

ADDITIONAL:	HOUSING STARTS	JOBS	FEDERAL TAXES (\$MILLION)
UNITED STATES	215,000	415,500	\$3,849
Alabama	1,934	3,738	\$34.6
Alaska	102	198	\$1.8
Arizona	3,826	7,395	\$68.5
Arkansas	1,018	1,968	\$18.2
California	38,182	73,790	\$683.6
Colorado	1,788	3,456	\$32.0
Connecticut	1,923	3,716	\$34.4
Delaware	926	1,789	\$16.6
Dist. of Columbia	66	127	\$1.2
Florida	26,503	51,218	\$474.5
Georgia	8,105	15,664	\$145.1
Hawaii	1,535	2,966	\$27.5
Idaho	767	1,483	\$13.7
Illinois	6,807	13,156	\$121.9
Indiana	4,253	8,218	\$76.1
Iowa	1,187	2,295	\$21.3
Kansas	1,386	2,678	\$24.8
Kentucky	2,033	3,929	\$36.4
Louisiana	982	1,899	\$17.6
Maine	1,025	1,981	\$18.4
Maryland	6,519	12,599	\$116.7
Massachusetts	3,419	6,607	\$61.2
Michigan	7,339	14,183	\$131.4
Minnesota	4,036	7,800	\$72.3
Mississippi	1,067	2,062	\$19.1
Missouri	2,887	5,579	\$51.7
Montana	113	219	\$2.0
Nebraska	970	1,875	\$17.4
Nevada	4,699	9,081	\$84.1
New Hampshire	1,166	2,254	\$20.9
New Jersey	4,873	9,418	\$87.2
New Mexico	1,070	2,067	\$19.1
New York	7,829	15,129	\$140.2
North Carolina	7,767	15,010	\$139.0
North Dakota	355	686	\$6.4
Ohio	6,623	12,799	\$118.6
Oklahoma	903	1,745	\$16.2
Oregon	3,709	7,168	\$66.4
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Washington	7,744	14,966	\$138.6
West Virginia	271	524	\$4.9
Wisconsin	4,323	8,355	\$77.4
Wyoming	89	172	\$1.6

**"A SECOND CHANCE" REMARKS BY BILL CLINTON CLAYTON COUNTY OFFICE OF
FAMILY AND CHILDREN'S SERVICES JONESBORO, GA SEPTEMBER 9, 1992**

Thank you. Thank you very much, Governor Miller and ladies and gentlemen. I want to say a special word of thanks to the fine people who work in this peach program and to the people who participate in it, not only to those who are here with me but those with whom I met behind this building in the play yard. While you were out here suffering in the sun, we were playing in the sand. Don't you just resent it? We'd actually talked for a few minutes. There were several parents and their children who were either present participants in the peach program or graduates. Most of them are right back here. Would y'all raise your hand? Let's give them a hand. They were very helpful to me. I'm here today to talk about this because I believe in the kind of work being done by the peach program and because I've worked with wonderful people back in my state, like the people who work in this program, to help move people off of welfare, out of dependency, to open their futures instead of to make them believe that life is a dead end waiting for another government check that is not enough to support your children or change your life. I became first involved in the work of welfare reform way back in 1980, and since then, I have believed passionately that we ought to change the welfare system as we know it. Most of what I have learned about welfare I have learned from the people who are on welfare or those who have been on it, or those who have worked with them. I share a common belief that I heard from these mothers today and the counsellors that the American people share, people on welfare are the people who dislike it most of all. Most people on welfare are dying for another alternative, willing to seize it, and they'd like to end the welfare system as we know it. Today, I want to share with you my plan to do that. It is more important today than it would have been a few years ago because of the alarming rate of increase in poverty. Here in Georgia and across the country there are more people who are working poor. Last week the Commerce Department reported that average family income dropped \$1,100 last year alone. Over the last decade, the percentage of hard work low-wage jobs increased dramatically. And now--listen to this--one in every 10 Americans is on food stamps. America's welfare rolls are full to bursting, increasing five times faster under this administration than under the previous 12 years under Ronald Reagan and Jimmy Carter combined. Three million more people have gone on welfare since 1988; three million more are out of work. When poverty and jobless rolls rise, we all pay. In the past year--listen to this--we spent \$8 billion more than we were spending three years ago on welfare and food stamps alone. A big part of the answer is obviously an economic program to put the American people back to work and to get our incomes going up again. And obviously that is what I have talked most about in this campaign. But the changing face of welfare, and the changing nature of it, and the enormous barriers to people moving from welfare to a productive life deserves special attention. Especially now, that most people on welfare are young women, and their little children. And the fact

that only half of the people on welfare get off quickly. That's just my musical background. It proves the point. In the mid-1980s, on behalf of all the governors, Republicans and Democrats, I co-chaired a welfare reform task force. We worked in 1988 with the Congress and with the Reagan White House to write something called the Family Support Act of 1988, the first major, major reform in the welfare system in more than a generation. The law gave the states some financial help and some marching orders. It said try to end welfare by giving more education and training to mothers, and then requiring those who can go to work to go to work, either when their children turn three, or when their children are one if there is available child care. The problem with the law is, as Georgia knows, it's never been fully implemented, and it didn't go far enough. But Arkansas wanted to be in the forefront of that law, and so, as Governor Miller said, we started Project Success, to give child care, health care and education and training, and then move people off welfare. In three years, 17,000 have moved from welfare to work, saving our taxpayers \$12 million, but far more important, opening a brighter future to parents and children. Independent researchers from the Manpower Demonstration Research Corporation concluded it was one of the three best programs in the country. This peach program is doing a great job. It is not in every county in Georgia, and not every state in America has implemented welfare reform, because the 1988 act has not been fully implemented by this administration. They talk a lot about moving people from welfare to work, but if you don't put the money in there for training, for education, for child care, for transportation, and you don't do it in every county in America, you cannot crack the welfare problem. So the first thing I think every person with whom I have ever talked on welfare agreed that welfare ought to be a second chance, not a way of life. It's time to end this system as we know it, and to start with two simple principles: first, people who can work ought to go to work, and no one should be able to stay on welfare forever. And second, no one who does work, and who has children in the home, should live in poverty, as too many are today. I am running for president on a plan that would give everyone the funding they need for education, training, child care, and transportation. But after two years, or after the end of an education-and-training program, everyone on welfare would have to go to work, either with a private-sector job, or if none is available, with a job provided by the state or the local government in community service. A strict time limit for AFDC recipients, coupled with a real commitment to help them support their children, provide them the education and transportation they need, would literally make welfare what it ought to be, a temporary hand to people who have fallen on tough times. This is not a conservative or a liberal idea. It's both. It's different. And the people who have lived with the present system know it will work if we invest what we ought to and are firm in our administration of it. By the time we are through, we shouldn't have a welfare system in America; we ought to have a helping-hand program, followed by a jobs program. The plan that I have offered sets money aside, up to \$6 billion over the next four years, up to \$6 billion a year, mounting up to that over the next four years, and pays for it from the cuts

that we will make in wasteful government spending; in defense savings; and in raising taxes on the wealthiest two percent of Americans, whose incomes went up in America while their tax rates went down, the direct reverse of what happened to the middle class. When you consider that if we do not change welfare, 25 percent of the people who are on welfare today will still be on it in the year 2000, you can be sure that we have to do it, and that doing it will save a lot of money down the road. Spending a couple of thousand dollars a year on a welfare recipient today; helping that person to become independent, to lead their children in a different direction; to open up new avenues of possibility; will mean more incomes and more taxes, and less dependence in the future. More important, it will improve the quality of life not only for people on welfare but for their friends and neighbors as well. We've heard a lot of talk this year about family values, and that's fine with me; most of us wouldn't be here today without them. But if we're going to be pro-family, we ought to be pro-child and pro-work, and that's what this plan is. Today for people on welfare, going to work too often means taking a job that will never do anything, because you don't have any education and training; and you may lose it in a couple of weeks. It often means losing medical coverage, and child care benefits; giving up Medicaid. It often means struggling to find a job that will keep you mired in poverty forever. I want to make work pay by simply expanding the earned income tax credit for the working poor. If you work 40 hours a week and you've got a child in the house, the income tax system ought to give you a refund to lift you above the poverty line. It'd be the cheapest thing we could ever do to say we are for work and for family, and we'll reward the right values in this country. We have to provide medical coverage to working people with children, and to control health care costs while we're doing it. To do that, we'll have to take on insurance companies, the way the government regulates health care, the unbelievable paperwork and bureaucracy and waste in our system. But don't let anybody tell you we can't do it. Your nation spends 30 percent more of its income than any country in the world on health care, and yet we don't provide primary and preventive care, in poor rural areas in inner cities, and we don't do the things that other countries do to control health care costs. We're going to do that if I win this election. We also need to find a way for poor people to get into the free enterprise system. There's a community development bank in Chicago called the South Shore Development Bank I've talked about all over this country that actually loans money to poor people to go into business for themselves or in small groups. And they've made money doing it, because they understand that poor people are like other people. Some are smart, some have skills, some have ideas, some can make money. And they've made money in a bank loaning money to people who are redlined in most communities in this country. I want to set up a network of community development banks to bring free enterprise to poor people in rural areas and in inner cities. The next thing we have to do is be pro-savings. Earlier this year, the government ordered a young woman in New Haven, Connecticut, and her family, to repay welfare benefits because she had scrimped and saved money from a part-time job to

put herself through college. I think we ought to raise the asset limit, and encourage poor people to save money for job training, for college, and for other paths to independence. And I recommend raising it from \$1,000 to \$10,000 a year to encourage people to save who are in tough times. Finally if we believe in family values, we simply have got to toughen up our system of child support enforcement, and launch a nationwide campaign to get money from deadbeat parents who can pay and won't. I might say, one of the most impressive things to me about the conversation I just had back there is, a lot of these young women who are here working in this program, taking care of their kids, said, if you want to run this program right, you're going to have to crack down on people who don't take care of their kids the way we do. People who use drugs instead of feeding their kids with that money, you ought to take it away from them and take care of their kids; that's what they said, not me. I was impressed by that. Today an awful lot of the money you as taxpayers spend on welfare goes for children whose parents should be giving them support, but who aren't. If we want to do something about the fact that one in five children plus is in poverty; almost one in four children under the age of five is in poverty; we can start by tracking down an estimated \$25 billion in owed and unpaid child support. As president, I will push for the toughest child support enforcement possible. In our state, if you fall more than \$1,000 behind, we report you to every major credit agency in the state. If you don't take care of your kids, you shouldn't be able to borrow money for yourself. And last year, we collected \$41 million plus, money that we don't have to pay in welfare and other public spending. Under my plan, we'll set up a national deadbeat parents' data bank; begin a national system of child support collections through automatic wage withholding; and make an all-out effort to establish paternity in the hospital when the baby is born; not in the courts after the father has left. We ought to use our national data collecting systems like the IRS to make sure that you cannot cross the state lines and meet your court-ordered obligations to take care of your children. We ought to challenge major credit agencies nationwide to report on all people who are seriously deficient in their child support. You simply shouldn't be able to borrow money for yourself if you don't take care of your kids. It's time to send a clear message to people who bring children into this world: governments don't raise kids, people do. In the end, this isn't about government. This is about people and their futures. There will never be a government program for every problem, and the government can never take responsibility for people that they ought to take for themselves. The only thing that really holds us together as a nation, a free nation, is that most of us get up every day and do the right thing. We go to work; we do our best by our family; we honor the law; we treat our neighbor with respect; we just do the right thing. Nobody makes us do it. We have got to empower people to assume that level of personal responsibility for themselves and for their children. It is one way we can bring people together. Surely every American, without regard to political party or religious faith or philosophical convictions, can agree that we can stop the division and blame and finger-pointing that has characterized welfare while

things have gotten worse, and challenged people, then given them the means to make the most of their lives. That is what this is all about. I want to tell you my favorite story. A few years ago when I started working on welfare reform, I brought some people from my state to Washington, D.C., who had been on welfare, and who had gone through one of our experimental programs before we went statewide. And one of these women was very articulate, and I was just questioning her. And there were all these governors just sitting around just absolutely fascinated listening to this lady talk. And I said, do you think that this ought to be mandatory? You think that people ought to have to be in this program to get a check? She said, I sure do, otherwise I might be home watching TV instead of up here talking to you. And I said, well, now that you've got this job, what's the best thing about it. And you could have heard a pin drop, and that lady looked out at that crop of governors, and she said, when my boy goes to school, and they ask him, what does your momma do for a living, he can give an answer. The Georgia Peach program is testament to the fact that these women behind and those women who talked to me, and this fine lady over here who now works for the state senate, people want to take care of their kids, and they want to take care of themselves. This is a crazy old world we're living in, and a lot of things happen to people that we wish didn't happen. But what brings us together today is the conviction that if we get up tomorrow, we can do better than we're doing today, and that life is full of potentials, and that we need to look at these folks on welfare, as potential, full blown, vibrant, active, constructive American citizens who are doing a great job raising their kids. And we need them. We do not have a person to waste in this country. So I say to you that I hope that in the next 55 days all of you will reflect on this. Because one of the things that will chart the future of America as we move toward the 21st century is whether we can do a better job in making sure that every person lives up to the fullest of their potential. Every person who's on welfare, and every kid who doesn't make it in school, is another person who's not out there in a job making America the strongest power in the world, and helping all the rest of us to see to our parents in their old age; our children in their youth; and to our own lives in their full flower. This is a very important issue for every American. It's time to end the welfare system as we know it, and lift the people on welfare by providing more responsibility, and more opportunity. Thank you very much.

McGroarty/Nix
September 14, 1992
9:00 a.m.
[ga]

PRESIDENTIAL REMARKS: GEORGIA HOMEBUILDERS SITE
JONESBORO, GEORGIA
SEPTEMBER 17, 1992
XX:00 A.M.??

Thank you ----- for those kind words -- and thanks, all of you, for this warm welcome. [Acknowledgements.]

[Color, based on site.]

When you're done here, I'd like to pack you up and take you back to Washington. There's a certain House on the Hill back there that's in need of a little renovation. // You know Bob Vila's show: This Old House? Well, there's an old House back in Washington that hasn't been cleaned out for 38 years. //

Let me tell you why I'm here today cutting in to your coffee break. Now that the Cold War is over, the defining challenge of the 90's is to win the peace -- to win the competition of the new global economy. //

I'll give it to you straight: In the 21st Century, America must be not only a military superpower, but an economic superpower -- an export superpower.

In this election, you'll hear two versions of how to do this: My opponent's answer is to look inward -- to pretend we can protect what we already have. Ours is to look forward -- open new markets, prepare our people to compete, restore the social fabric, to save and invest -- so that, when it comes to the global competition -- America will win. //

We need what I offer: An Agenda for American Renewal -- a strategy that reaches out to the world in a way that makes a difference right here in Clayton County -- in your neighborhoods, in your lives.

We must build on the fundamentals of lower tax rates, limits on government spending, less red tape and regulation -- and more trade, more competition, to generate the growth that means more opportunity ... more jobs.

And I think that in the 90's, government can add to this growth program by building opportunity and hope for individuals, empowering families and communities.

That's the key to long-term growth. But near-term -- right now -- we all know we've got to do what we can to jumpstart our economy ... to put American ^g back to work. //

Back in January, more than 8 months ago, I challenged Congress to pass a new incentive: a \$5000 dollar tax credit for all first-time homebuyers. I proposed that "home credit" for two reasons: First, because I knew that coming out of troubled times, housing is traditionally the sector that pulls this economy forward. I also wanted to help young families, the ones struggling to save for that first home. Because the American Dream, after all, really starts right here (gesture to homesite) -- with a home of your own. //

This year alone, my plan would have meant more than 270,000 new housing starts -- and 120,000 new jobs for carpenters and plumbers and plasterers. And for the average first-time

homebuyer in [Clayton County], that tax credit would have been the equivalent of [8] months worth of mortgage payments. //

My plan's still sitting / stalled by a liberal leadership that puts politics ahead of helping people. Why worry about helping put people into new homes -- and put you back to work? I guess they figure they've already got their own House -- and their own Senate, too. //

I know Rule #1 in this business is: build from the ground up. Well, given what you've seen in Congress this year -- I think this is one time you ought to raise the roof. //

The housing business is no different from a hundred other small businesses in America. I see small business as the engine of the American economy -- generating jobs and opportunity. My opponent sees small business as the goose that laid the golden egg. From a payroll tax for health care / to a training tax / to \$150 billion in new income taxes -- Bill Clinton wants to squeeze small business to bankroll big government. //

Well I say: keep your hands off the ^{Q#} housing industry. America's small businesses need relief -- relief from taxation / litigation / and over-regulation. //

You know, last month I was in Western Michigan, talking to a group of small business leaders. I talked to a guy who runs an asphalt paving company. He said, "Mr. President, government regulations are killing us." He made the point that when a regulation doesn't make sense, it's the worker who pays -- with his job. //

Excessive regulation is a huge hidden cost in housing.

The single most expensive item in a home these days isn't the sheetrock / or the drywall / it isn't all the lumber or even the land underneath. The single most expensive item in a new home these days is that piece of paper you stick inside the front window -- the Building Permit. // All the regulations it represents add up, on average, to as much as 25 percent of the cost of every house.

That's why [housing-specific relief/NIMBY?] And it's why I've put a freeze on all new federal regulation -- to give businesses like yours a chance to breathe. //

There are some good signs for the housing industry. We've worked to keep inflation under control -- and the market's gotten the message. Interest rates today are lower now than any time since 1973. The ~~Last~~ time a family could get a mortgage this low -- milk was [xx] cents a gallon, or for you younger folks: Nolan Ryan was a rookie. //

Let me tell you what lower interest rates mean to the American worker, the American family: Lower interest rates mean real money -- real savings for every American who buys a home ... for every family that refinances its mortgage. It means money in your pocket -- on average, as much as \$2000 dollars a year -- that instead of paying to the bank, you can put in the bank. Nationwide, that's like a \$30 billion dollar tax cut for America's homeowners. //

Now that's good news, but I'm not satisfied with good news when we could have ^{it} even better. / Some studies show that three-quarters of all renters are ready to become buyers -- if they could muster up that down payment. // If Congress had passed my plan when I asked them to -- if Congress had acted to help first-time homebuyers -- you'd see [half a million] more "Sold" signs on front lawns all across America. //

And workers in the home-building area wouldn't be worried about pink slips -- they'd be too busy working overtime. //

So today, let me make a suggestion: Come November 3rd, you can send me a Congress I can work with. //

And if you say: Give me one good reason you'll get Congress to act -- I'll give you 150. That's the number of new faces we'll see next year in the Congress. Now -- I'll be candid. I want every last one of them to be Republican. / But whatever party they come from -- even if they were first elected before some of you were born -- they'll come back with a new appreciation for what you want: a complete set of instructions from the American people that it's time for Congress to change.

And when that new Congress comes to town -- I'll be ready. Ready to act ... ready to do the will of the American people. Ready to move on my Agenda for American Renewal -- an agenda that builds the stronger, more secure America want for ourselfe -- for our kids. //

Thank you once again for this warm welcome -- and may God bless the United States of America.

a mandate

Nix

September 11, 1992

MEMORANDUM

TO: KATHY SUPER
JOHN KELLER
STEVE PROVOST

FROM: GARY FOSTER *GF*

SUBJECT: SITE SURVEY FOR ATLANTA, GEORGIA

Attached is the site survey for the President's trip to Atlanta, Georgia on Thursday, September 17. Once Kathy has the site "scrubbed", implementation can begin.

cc: Bob Zoellick
David Bates
Dennis Ross
Margaret Tutwiler
Tim McBride
Karen Groomes
Andrew Carpendale
Speechwriters

September 10, 1992

MEMORANDUM TO: GARY FOSTER
FROM: DOUG DUVALL
SUBJECT: SURVEY REPORT FOR JONESBORO, GEORGIA
THURSDAY, SEPTEMBER 17, 1992

EVENT SCENARIO:

On the afternoon of September 17th, the President will travel from Enid, Oklahoma to Atlanta's Hartsfield Airport. The President will motorcade 20 minutes to a housing development in Jonesboro, Georgia where he will address a crowd of approximately 3,000.

The President will be able to draw from his major speech in Detroit by highlighting his proposals to stimulate economic growth. In particular, the \$5,000 tax credit for first time home buyers is a short term stimulus to get the housing industry and the entire economy moving. The housing industry has traditionally been a leader providing jobs quickly for an economic recovery. The tax credit, coupled with tax free IRA withdraws for first time home buyers, define the difference between the President's and Clinton's agendas.

After the event, the President will motorcade to a downtown hotel. He will attend a fundraiser and attend the U.S. Olympic Flag Jam in the Georgia Dome later that evening.

SITE PROPOSAL:

The Bush Quayle organization strongly recommended we have the event in Clayton County which is 51% Republican. The proposed site is in Jonesboro which has a higher Republican concentration. Fayette, the neighboring county, is the highest percentage Republican county in the state.

Given the nature of the event it is essential that the President speak in front of a low to moderately priced home under construction. The site is located in a development called the Avery of Walnut Creek. Avery's residents are lower to middle income with the majority of homes ranging from \$70,000 - \$75,000. Most of the people who are buying are first time home buyers (some with children) and "empty nesters", retired couples who are downsizing their homes.

The problem I encountered when conducting the site survey was finding houses of that price range currently under construction.

Many first time home buyers in the metro Atlanta area are buying \$150,000+ homes. This says something positive about the economy but does not give of the proper image nationally.

Construction at the Avery site began two years ago, and approximately 75% of the lots have homes. Gerry Kopp, the developer of Avery and Clayton County GOP Chair, says the biggest problem people have in buying these homes is the down payment. The house proposed as a backdrop for the event is located at 1270 Larkwood Drive. The house is framed with 2 x 4's and the plywood has already been covered with roofing paper. Mr. Kopp says he can speed up or slow down construction depending on the desired look we want.

There is a vacant lot on both sides of the house but completed homes beyond that. A retired Colonel and his wife live in the occupied home next door and a CPA (African-American) and his family live next to them. Across the street are vacant, dirt lots. Mr. Kopp says he can level off the dirt with a bulldozer for the standing crowd. Mr. Kopp is also willing to put a bulldozer, dump truck, 2 x 4's on site for a more industrial atmosphere. The site also overlooks the finished and occupied 2-3 bedroom homes of Avery.

I propose the motorcade drive northeast on Larkwood Drive and stop just prior to the home. ~~A tented area could be created for an enclosed arrival.~~ The President would then proceed to a small dais off to the side of the house. The audience would fill the vacant lot next door, the north half of Larkwood Drive and the vacant lots across the street. The press platform could be at a head-on position on Larkwood Drive. The cutaway would either be of the onlooking crowd or the finished home next door. A crowd of 2,000 - 3,000 will look quite full, especially since the area across the street scales upward, like an ampitheatre. no

There are some security concerns considering the event will be held in a neighborhood. The positioning of the bulldozer, dump truck, wood, etc. should block the view of the neighbors to the rear of the lot. There is also a 100 yd. strip of woods that has a line of site, but only the tops of the trees are visible.

It should also be noted that Gov. Clinton was in Clayton County on Wednesday, September 9th talking about welfare reform. The President can use this housing event to highlight the differences in the campaigns by stressing that we want to get people off of government dependency and allow everyone an opportunity to achieve the American Dream. Further, our administration seeks to empower public housing residents by allowing them a chance to manage and eventually own their homes. Finally, the Democratic Congress did not fully fund the President's HOPE (Homeownership and Opportunity for People Everywhere) proposal, once again hampering the Administration's ability to get his agenda to the people.

CONTACTS:

Lindey Fitzgerald, Georgia Bush-Quayle, 404/261-1992

Gerry Kopp, Developer of the Avery and Clayton County GOP
404/471-1533

Bush/Quayle '92 - Georgia

3240 Peachtree Road • Atlanta, GA 30305

FAX COVER

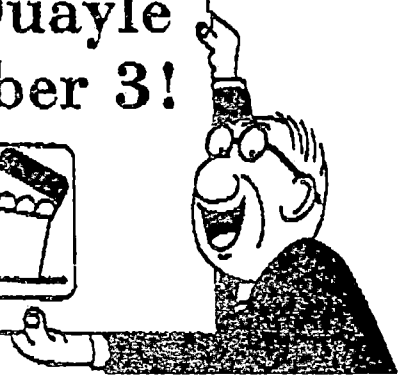
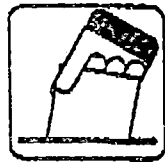
Date: Sept 14 Number of pages including cover: 5

To: Name..... Michele Nix
Fax Number..... 202-456-6218

From: Name..... Lindsay Fitzgerald
Bush/Quayle '92 - Georgia
Fax Number..... 1-(404)-841-9720
Phone Number.. 1-(404)-261-1992

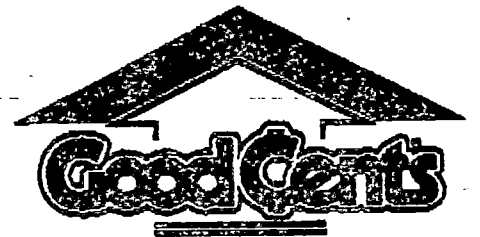
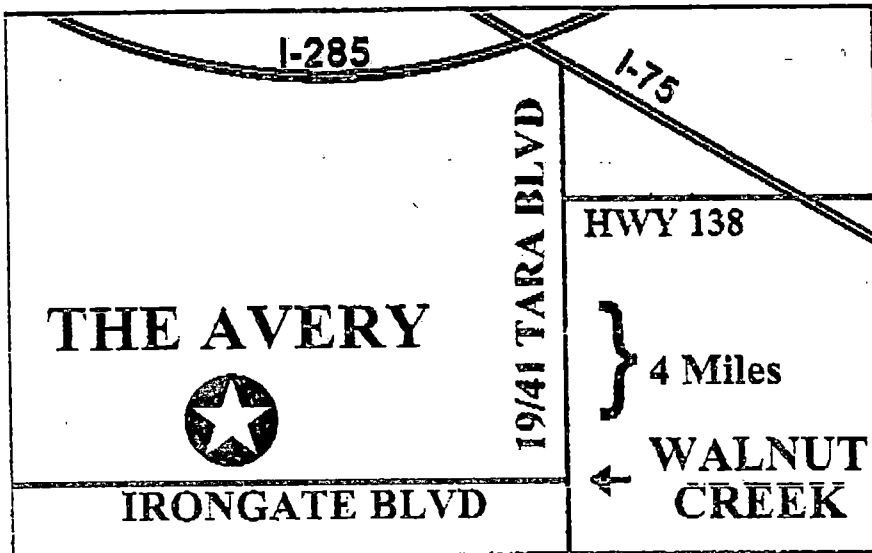
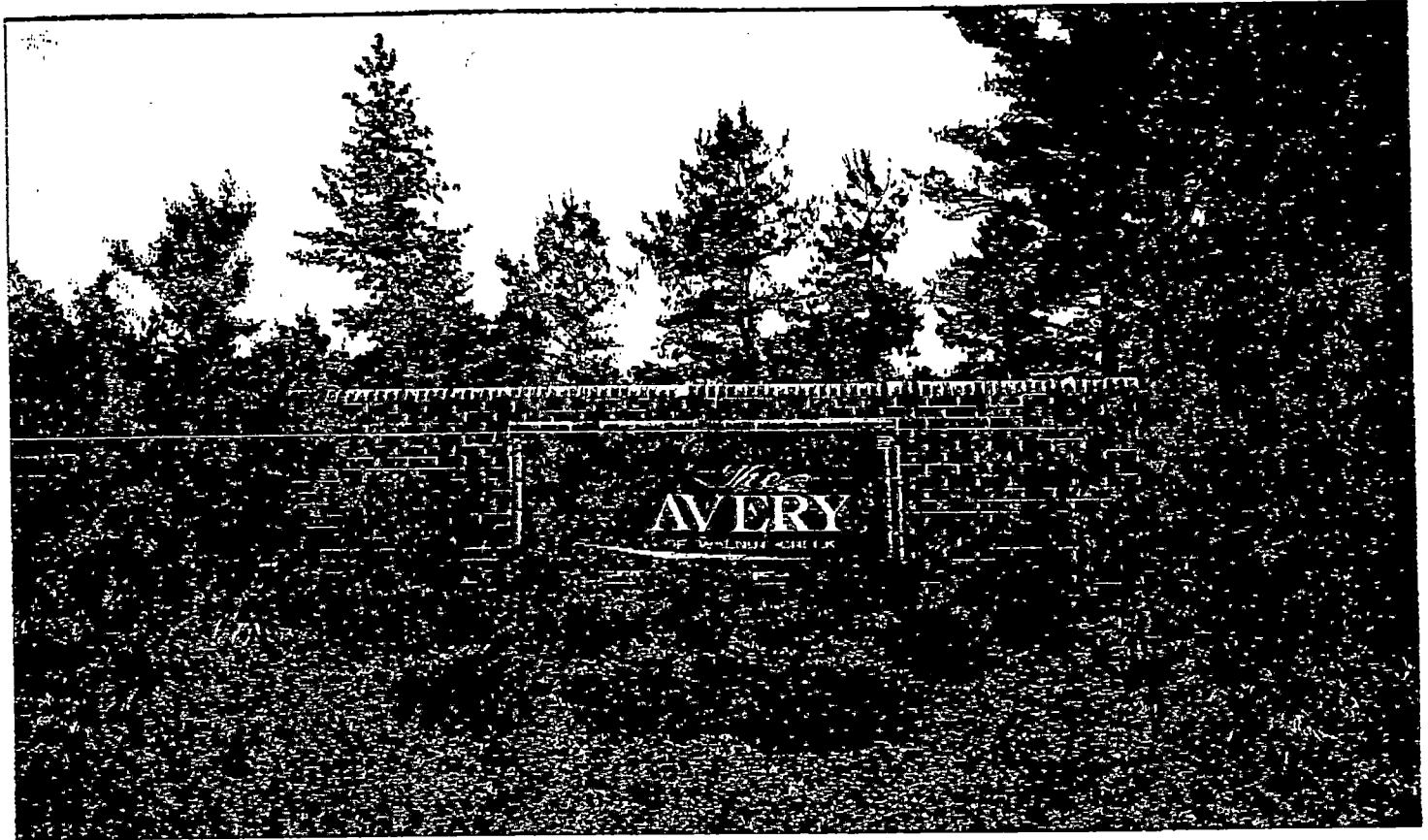
Comments: Model home at site will
be "The Regency" - pg. 2

Remember...
Vote
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November 3!



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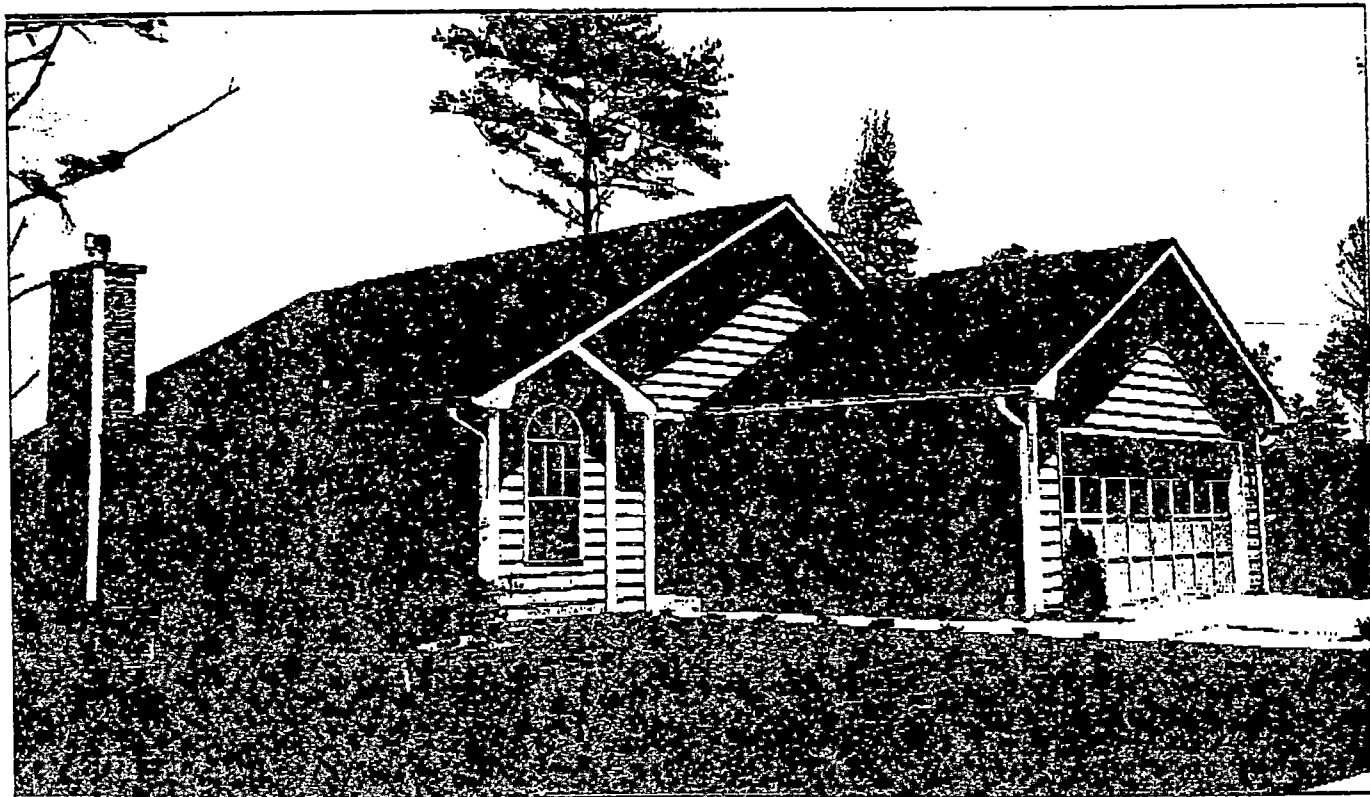
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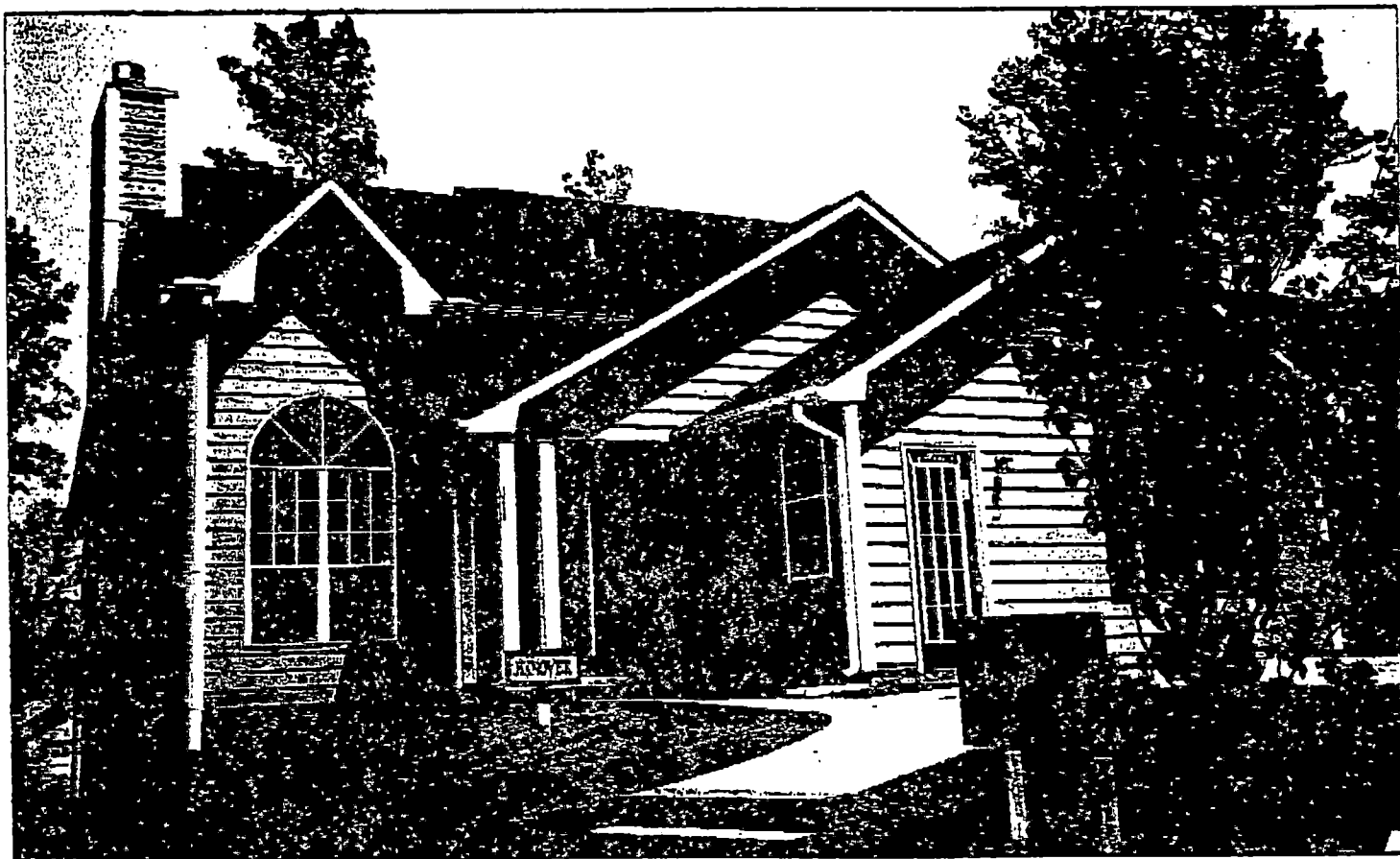
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Contact
Lynda Masters
Marketing Director

THE AVERY

471-0950

CORPORATE OFFICE

471-1533



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