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Record Group/Collection: George H.W. Bush Presidential Records
Collection/Office of Origin: Speechwriting, White House Office of
Series: Speech File Draft Files
Subseries: Chron File, 1989-1993

OA/ID Number: 13570
Folder ID Number: 13570-001

Folder Title:
National Federation of Independent Business Awards 6/3/91 [OA 6033]

Stack:	Row:	Section:	Shelf:	Position:
G	26	17	1	6

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 31 AIO: 59

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

*See comments. Thanks.
Nolly Williamson
5-31-91*

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

✓
Pat Saiki will be in attendance. Please reference her. I'm not sure who else will be.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, ^{it can create the right environment for entrepreneurs like you to flourish.} ~~it can promote it.~~ ✓ Commerce

Our economic growth package offers a series of positive inducements to growth. We want to bring down ^{capital gains taxes} ~~the long-range~~ ^{for longer term investment.} ~~differential on capital gains.~~ ✓ Commerce That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses, ^{therefore expanding job opportunities for all Americans.}

It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

✓ (Commerce)

✓ (Commerce)

This administration also is determined to put a lid on ^{the growth} federal spending. Last year's controversial budget agreement ^{let} ~~Congress increase~~ ^{codified into law} spending significantly over a three year ~~period, in exchange~~ for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

See replacement paragraph from Treasury. Treas. feels strongly that this change be incorporated. It also hits on small businesses which will take care of one of SBA's comments. (M)

~~Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions the world. They also will enable regulators to ensure that we don't see the kind of financial chaos we have suffered through in recent years.~~

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could generate the most far-reaching free-trade system the world has ever known.

The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and ^{tremendous} ~~unlimited~~ potential for productivity ^{growth}. And the Enterprise for the Americas Initiative would let us extend the ^{benefits} ~~blessings~~ of free trade to our Central ^(Commerce) and South American neighbors, ^(Commerce) ~~thereby expanding sales opportunities~~ ^(Commerce) for U.S. companies.

✓ (Commerce)

(Commerce)

(Commerce)

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

But it's not enough just to encourage growth. We in government also must remove some of the obstacles we have created. The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It weighs the costs and benefits of regulation -- and challenges rules that produce more red tape than ^{benefits to society.} ~~results.~~ ^(commerce)

✓ Regulations cost the economy at least ^{\$}185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General could put a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we will.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national medical care, I ^{strongly} disagree. We ^(commerce) have offered some reforms that represent a good beginning in the

quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes.

Mandated benefits laws place disproportionate burdens on small businesses, the ^{very} businesses that create most of our new jobs.

We will resist striker replacement legislation. The striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

Finally, we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud. We want to build a society of shared hopes and helping hands -- a society in which

✓
(Commerce)
Labor would like to strengthen this language. (i.e., - oppose...)
your call!

all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

SBA Comments:

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1. NFIB is an organization made of many small businesses -- need to reference "small businesses." Treasury's insert helps in this way.
 2. SBA recommends the Pres. mentioning his commitment to the 1994 W.H. Conference on Small Business. NFIB was one of the organizations to help push Congress on this -- particularly with the legislation. Planning for the conference starts soon + it will help them.
- (I'm not sure if this is something people in this building would want to mention.)

WHITE HOUSE STAFFING MEMORANDUM

DATE: May 31, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: ----

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT
SUBJECT: BUSINESSES ADDRESS

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	PORTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DARMAN	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>ROGERS</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>SNOW</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<u>BOSKIN</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
GRAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>



REMARKS:

THE ATTACHED HAS BEEN FORWARDED TO THE PRESIDENT.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

THE WHITE HOUSE
WASHINGTON

91 MAY 31 PM 10:30

May 31, 1991

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST

FROM: TONY SNOW *TS*

SUBJECT: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES ADDRESS

On Monday, June 3, at 1 p.m., you will address 1,000 or so members of the National Federation of Independent Businesses at the Hyatt Regency Capitol Hill.

Your remarks (12 minutes, teleprompter) will cover all the "hot button" issues for the group: pro-growth initiatives; free trade; educational reform; regulatory reform; health care; our civil rights bill. We also express our opposition to such counterproductive proposals as mandated benefits; striker replacement legislation; the Democratic civil rights bill.

The statement on page 2: "I like your buttons" refers to the fact that everyone will have been issued buttons that oppose quotas ("No quotas!" or the word "quota" with a diagonal line through it, or something like that).

SNOW/SIMON
DRAFT TWO
NFIB.TS
MAY 31, 1991
9:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

Thank you, John (Sloan). I'm pleased that Pat Saiki is here -- and that she has joined our team. She already has brought new energy to the Small Business Association.

First off, let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction. // Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for parental choice in child care. // Most recently thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures. And now, we'll need your help in securing civil rights legislation that ensures the most basic civil right of all: the right of everyone to pursue their dreams without fear of discrimination -- or unfair lawsuits.//

In that regard, let me say: I like your buttons. // I don't know anybody who disagrees with that sentiment. //

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk money. They risk comforts. They risk failure. And they achieve greatness.

The government can advance the cause of economic growth in three ways. First, it can promote it. It can create the right environment for entrepreneurs -- men and women who run small businesses -- to flourish.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the tax on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses -- therefore expanding job opportunities for all Americans -- and especially for small businesses. It also will encourage people

to sell assets -- such as real estate -- that they don't sell now because the tax is too high.

This administration also is determined to keep a lid on the growth of federal spending. Last year's controversial budget agreement -- the largest deficit-reduction program in history -- imposed real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes so that they can buy political pork. No way: // Congress must abide by its own word. If it doesn't, I will veto spending bills that violate our budget accord. //

Our growth package also includes a comprehensive set of long overdue banking reforms. These reforms are designed to bring our banking system up-to-date and to make banks -- large and small -- stronger and better able to serve their customers. The business community, particularly the small business community -- needs strong banks that can provide much needed financing for jobs and economic growth.

This administration believes in free and fair trade. In an age of international economic competition, we cannot afford to shield ourselves from competition -- or to lose the vast benefits that free and fair trade will produce. We will use the fast-track procedures to pursue three vital trade agreements: the Uruguay Round of GATT talks, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. These agreements would open the world to American products -- and would create fantastic opportunities for American businesses.

We also want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools that parents can choose; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

I understand the vital importance of a well-educated workforce to the small business sector in particular. You depend on schools to educate our kids: You don't have the resources to provide remedial education. You depend on schools to provide sensible measures of educational achievement. That's one of the reasons we are developing a series of voluntary national achievement tests.

I'll be talking today to groups that are helping us develop sound educational goals and measurements. You can be sure I'll stress that their business will give a big boost to America's businesses.

But it's not enough just to encourage growth. Government's second role must be to remove some of the obstacles we have created. Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General should put

a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]]

The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It helps weigh the costs and benefits of regulation -- so that when the government issues rules, they will produce more benefits than red tape. //

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of federally mandated national medical care, I disagree strongly. We have offered some reforms to hold down medical costs without reducing the amount of available medical care. Some encourage people to take care of themselves. Others that encourage people to resolve disputes with doctors without hauling everyone involved into court. Too many of our medical dollars to to pay off lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions to problems that come in all sizes and shapes. //

We will oppose striker replacement legislation. The bills in Congress could have catastrophic consequences for small businesses -- regardless of whether they have union

representation. As you know, small businesses create most of our jobs. A survey published just last week showed that firms with 100 or fewer employees generate 58 percent of our new jobs.//

Finally, we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud.

In short, we want to build a society of shared hopes and helping hands -- a society in which all benefit from growth and prosperity.

In closing, let me say that this administration will not waver in its devotion to free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle.

As we prepare to launch ourselves into the next American Century, we must do the three things I have outlined today: We must encourage enterprise; sweep away unnecessary barriers to growth; and fend off attempts to place chains on entrepreneurs.

We want a free society, a just society, a fair society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

#

To: Tony Snow

From: David McIntosh

91 MAY 30 P5: 41
D

Re: National Federation of Independent Business Speech

Tony, the remarks on stamping out excessive regulations are great!

We also suggested some language to highlight two features of the child care regulations:

o low income parents, with a certificate (voucher), can choose the child care setting they believe is best for their children - including relatives and religiously-based child care.

o this will lay the groundwork for parents to choose the school they believe is suited to their children in grades k through 12.

Thanks again.

THE WHITE HOUSE

WASHINGTON

91 MAY 31 AIO: 32

May 31, 1991

MEMORANDUM FOR TONY SNOW
DEPUTY ASSISTANT TO THE PRESIDENT FOR
COMMUNICATIONS

FROM: NELSON LUND *NL*
ASSOCIATE COUNSEL TO THE PRESIDENT

SUBJECT: Presidential Remarks: NFIB - Hyatt Regency -
Monday, June 3, 1991

I understand that Roger Porter's office is suggesting changes along the following lines. Our office strongly supports these proposals:

(1) After the first paragraph on page 4, insert:

(3) "And let me stress that I understand the vital importance of a well-educated workforce to the small business sector in particular. You depend on the schools to educate our kids because you do not have the resources to provide remedial education. And you depend on the schools to provide meaningful measures of educational achievement -- that's one of the reasons why we are developing a series of voluntary national achievement tests."

(2) After the third sentence of the last paragraph on page 5, insert:

✓ "And it protects our education initiatives by preserving the value of merit hiring and the legitimacy of educational requirements."

Counsel's office appreciates having the opportunity to review these draft remarks.

cc: Phillip D. Brady

THE WHITE HOUSE

WASHINGTON

MAY 31, 1991

MEMORANDUM FOR TONY SNOW

FROM: BOB SIMON *RS*

SUBJECT: NFIB PARENTAL LEAVE SURVEY

IN A POLL OF NFIB MEMBERS CONDUCTED BY GALLUP IN APRIL, 1991, 93% OF THESE BUSINESS OWNERS ROUTINELY HANDLED REQUESTS FOR UNPAID FAMILY LEAVE. OVER 90% OF REQUESTS FOR LEAVE WERE GRANTED. IRONICALLY, ABOUT HALF OF THOSE SURVEYED SAID THEY WOULD BE LIKELY TO REDUCE OTHER BENEFITS, HIRE FEWER LOW-SKILLED WORKERS AND HIRE LESS YOUNG WOMEN IF THE LAW REQUIRED UNPAID FAMILY LEAVE.

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 30 P8:14

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

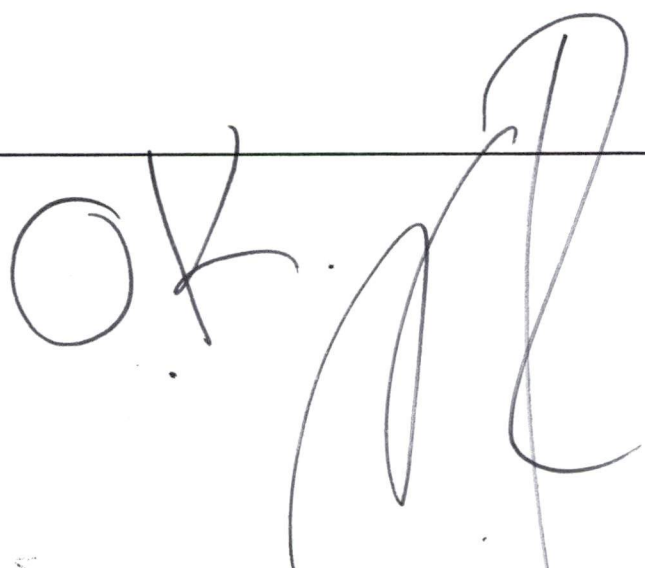
	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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REMARKS:

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RESPONSE:

OK



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Assistant to the President
and Staff Secretary
Ext. 2702

91 MAY 29 PM 5:18

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"Let us hope your generation has the wisdom to choose correctly."

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You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

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It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

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The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors.

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

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quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes. Mandated benefits laws place disproportionate burdens on small businesses, the businesses that create most of our new jobs.

We will resist striker replacement legislation. The striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

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all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound by cooperation.

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As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

#

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

Handwritten signature

91 MAY 31 11:40 AM

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

91 MAY 29 PH 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses.

It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to put a lid on federal spending. Last year's controversial budget agreement let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions the world. They also will enable regulators to ensure that we don't see the kind of financial chaos we have suffered through in recent years.

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could generate the most far-reaching free-trade system the world has ever known.

The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors.

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

But it's not enough just to encourage growth. We in government also must remove some of the obstacles we have created. The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It weighs the costs and benefits of regulation -- and challenges rules that produce more red tape than results. Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General could put a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we will.

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

#

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 31 P8:13

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESS
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991

SUBJECT: _____

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

TO: Tony Snow

May 31, 1991

The NSC concurs with changes, as noted.


Brent Scowcroft

cc: Philip Brady

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

RECEIVED

91 MAY 30 AM 11:30

91 MAY 31 68:13

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

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The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses.

It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

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This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. *Successful completion* The Uruguay Round of GATT negotiations *would give a tremendous lift to economic prosperity, reducing trade barriers around the world.* ~~could generate the most far-reaching free-trade system the world has ever known.~~

The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors.

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

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Ed refer

MK's old
program

Sherry Bogish
Sis
2427

Jim Murr

DS { Paul
Steel
7323 }

Collegiate
Athletic
Directors

Rob
Carey 1:00

WHITE HOUSE STAFFING MEMORANDUM
91 MAY 30 AIO: 01

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: ^{9AM} NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
 HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH <i>M/V</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY <i>Lund 28910</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<i>Vogt</i>	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:
 Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

MASTER

PHILLIP D. BRADY
 Assistant to the President
 and Staff Secretary
 Ext. 2702

91 MAY 29 PH 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

Thank you, John (Sloan). I'm pleased that Pat Saiki is here and is part of our team. She's going to bring new energy [Introductory acknowledgments] to the Small Business Admin. (Simon)

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

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You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress (~~---victories for our Persian Gulf efforts~~ ~~---victories in~~) pushing back mandated parental leave and pushing (Simon)

that allows parents to choose through certificates, the kind of child care they want including religiously-based child care or relatives. (OMB)

parental choice in (OMB) for ~~comprehensive and fair~~ child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures. ^(Part 2) that depends on parents, not bureaucrats. (Part 2)

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic growth (Part 2) freedom in three ways. First, ~~it can create the right environment for entrepreneurs like you to flourish.~~ ^{It can create the right environment for entrepreneurs like you to flourish.} ~~it can promote it.~~ (Commerce)

Our economic growth package offers a series of positive inducements to growth. We want to bring down ~~the long-range differential on capital gains.~~ ^{capital gains taxes} ~~or tax on capital gains (CA)~~ ^{for long term investment.} That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses, ^{therefore expanding job opportunities for all Americans.} (Commerce)

It also will encourage people to sell assets that might be put to better use. This includes real estate. ~~(Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.)~~ (OMB)

-- the largest deficit reduction program in history -- put into place... (OMB)

This administration also is determined to ^{keep (CEA)} put a lid on the growth ^{historic (OMB) (CEA) (Porter)} of ^(Comm.) federal spending. Last year's ~~controversial~~ budget agreement ~~let~~

~~Congress increase spending significantly over a three-year~~ ^{(OMB + Commerce) (CEA) (Porter)} ^{discretionary} period, ~~in exchange for~~ real, long-term caps on spending. You

now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes ^{so that they can} and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. // ^(more OMB)

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date ^{only (CEA)} and to let our banks compete with financial institutions ^{but also (CEA)} all over the world. The reforms ^(CEA) help ^{as} regulators ^(OMB) to ensure that we don't see the kind of financial ^{streamline and} chaos we have suffered through in recent years. ^{delete (CEA)} ^{effective (CEA)} ^{our banking regulations.}

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could generate the most far-reaching free-trade system the world has ever known.

The North American Free Trade Agreement would create the largest unified market in the world: ^{more than (Porter)} \$6 trillion in annual output, 360 million consumers, and ^{tremendous} ~~unlimited~~ potential for productivity. ^{growth} And the Enterprise for the Americas Initiative would let us extend the ^{benefits} blessings of free trade to our Central and South American neighbors, thereby expanding sales opportunities for U.S. companies. ^(Comm.)

It also put into place a "pay-as-you-go" mechanism to limit expansion of mandatory spending. (OMB)

Dem's actually suggested lowering rates (UDAs)

Delete USE TREASURY INSBET FEEL VERY STRONG ABOUT THIS *

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a

series of bold challenges: to create better and more accountable schools; to ~~re-invent~~ ^{reinvigorate (CEA)} the American school by developing a new

generation of American schools; ^{and} to turn our land into a nation of students -- ~~and me~~ ^{including turning (CEA)} into a computer genius; and to create

communities where learning can happen. * PORTER INSERT (B)

But it's not enough just to encourage growth. We in ^{second role (Porter)} governments also must ~~remove~~ ^{helps} some of the obstacles we have created. The Vice President's Council on Competitiveness has

zeroed in on regulations that turn would-be Edisons into paper-pushers. It ^{helps} weighs the costs and benefits of regulation -- ^{so that when} and ^{benefits to society.} challenges ~~rules that produce more red tape than results.~~ ^(Comm.)

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label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we ^{I know small business is burdened by such costs. (Vogt)} will.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national ^{federally mandated} medical care, I ^{strongly (Comm.)} disagree. We ^(Vogt) have offered some reforms that represent a good beginning in the

that parents can choose (DVP)

JVP likes a lot.

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We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes.

Mandated benefits laws place disproportionate burdens on small businesses, ^(very) the businesses that create most of our new jobs.

~~We will resist~~ ^{oppose -- or something else stronger (Labor)} striker replacement legislation. The

striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

Finally, we will fight for a civil rights bill that pursues ^{true} the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud.) We want to build a

society of ~~shared hopes and helping hands~~ -- a society in which

→ And it protects our education initiatives by preserving the value of merit hiring and the legitimacy of educational requirements.

SURVEY
(Vogt)

move
appliance
line
(Vogt)

all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound ^{together (Postel)} by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. ~~Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.~~ *Gardner 25th Amend. concerns.*

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you *and work with you.* every step of the way. *(Postel)*

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

#

THE WHITE HOUSE

WASHINGTON

91 MAY 31 10:30 1991

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER *RBP*

SUBJECT: Presidential Remarks: National Federation of
Independent Businesses

We have reviewed the attached remarks from a policy standpoint and have noted several comments on the attached draft. In addition, the section on education should be expanded to reference the President's participation in other education-related events on Monday.

Please let us know if you have any questions or if we may help in any other way.

cc: Phillip D. Brady

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

PHILLIP D. BRADY
Assistant to the President
and Staff Secretary
Ext. 2702

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

*This is a Children's Defense
Fund phrase*

2

that depends on parents, not bureaucrats.

for [comprehensive and fair] child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic ^{growth} freedom in three ways. First, it can promote ^{economic growth} it. ✓

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses.

It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to put a lid on federal spending. Last year's ~~controversial~~ budget agreement ~~let Congress increase spending significantly over a three year period, in exchange for~~ ^{established} real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions the world. They also will enable regulators to ensure that we don't see the kind of financial ~~chaos~~ ^{STRAINS} we have suffered through in recent years.

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could generate the most far-reaching free-trade system the world has ever known.

The North American Free Trade Agreement would create the largest unified market in the world: ^{MORE THAN} \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors. ✓

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

But it's not enough just to encourage growth. ~~We in~~ ^{second role} ~~government's~~ ^{be to} ~~also~~ must remove some of the obstacles we have created. The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It ^{helps} weighs the costs and benefits of regulation -- ~~and~~ ^{so that when} ~~challenges~~ ^{they} rules that produce ~~more red tape than results.~~ ^{NOT just more red tape.}

Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General could put a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we will.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national medical care, I disagree. We have offered some reforms that represent a good beginning in the

quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take ^{better} care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

^{THIRD} Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

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We will resist striker replacement legislation. The striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

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see insert

all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound ^{together} by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

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We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you ^{and work with you} every step of the way.

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

#

Our growth package also includes a comprehensive set of long overdue banking reforms. These reforms are designed to bring our banking system up to date and make banks -- large and small -- stronger and better able to serve their customers. The business community, particularly small businesses, needs strong banks that are able to lend and act as the engine for financing jobs and growth in the economy.

Gay P. Ok

(A)

- (1) After the first paragraph on page 4:

"And let me stress that I understand the vital importance of a well-educated workforce to the small business sector in particular. You depend on the schools to educate our kids because you do not have the resources to provide remedial education. And you depend on the schools to provide meaningful measures of educational achievement -- that's one of the reasons why we are developing a series of voluntary national achievement tests."

- (2) After the third sentence of the last paragraph on page 5:

"And it protects our education initiatives by preserving the value of merit hiring and the legitimacy of educational requirements."

WHITE HOUSE STAFFING MEMORANDUM

9:00 a.m.

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESS
 HYATT REGENCY CAPITOL HILL
 MONDAY, JUNE 3, 1991

SUBJECT: _____

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMAYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

9:00 a.m.

RESPONSE:

*Tony
 Please see comment from
 Phil and me on p. 6.
 Thanks, JB*

PHILLIP D. BRADY
 Assistant to the President
 and Staff Secretary
 Ext. 2702

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

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1:00 P.M.

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You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

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It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to put a lid on federal spending. Last year's controversial budget agreement let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

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

#

→ Given the controversy over the 25th Amendment etc., it's probably best to delete the joke.

OFFICE OF THE VICE PRESIDENT STAFFING MEMORANDUM

DATE: MAY 30 1991 ACTION/CONCURRENCE/COMMENT DUE BY: _____

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
KRISTOL	<input type="checkbox"/>	<input checked="" type="checkbox"/>	McINTOSH	<input type="checkbox"/>	<input checked="" type="checkbox"/>
HUBBARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	NOVITSKY	<input type="checkbox"/>	<input type="checkbox"/>
FERNEAU	<input type="checkbox"/>	<input type="checkbox"/>	PERNICE	<input type="checkbox"/>	<input type="checkbox"/>
BECKWITH	<input type="checkbox"/>	<input type="checkbox"/>	PITTS	<input type="checkbox"/>	<input type="checkbox"/>
DUGAN	<input type="checkbox"/>	<input type="checkbox"/>	SULLIVAN	<input type="checkbox"/>	<input type="checkbox"/>
GRIBBIN	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOWARD	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
JACKSON	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
KREMER	<input type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

RESPONSE:

Return to: Myrna Dugan
Staff Secretary
Room 267
456-6772

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESS
 HYATT REGENCY CAPITOL HILL
 MONDAY, JUNE 3, 1991

SUBJECT: _____

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
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DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

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PHILLIP D. BRADY
 Assistant to the President
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 Ext. 2702

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That allows parents to choose, through certificates, the kind of child care they want including religiously-based child care or relatives.

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

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quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes. Mandated benefits laws place disproportionate burdens on small businesses, the businesses that create most of our new jobs.

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all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

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You promote that dream every day. And we will encourage you every step of the way.

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

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EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

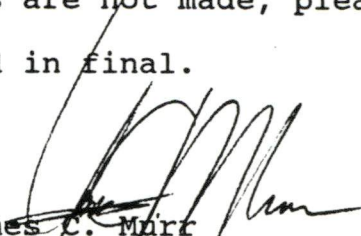
91 MAY 31 All: 00

MAY 31 1991


NOTICE:

Enclosed are comments from staff members of the Office of Management and Budget (OMB). Such comments do not necessarily represent the official position of the Director of OMB or of the Office of Management and Budget. If you wish to have the Director's personal comments, please let me know -- and contact me if you have any questions.

If our proposed substantive changes are not made, please let us know before the material is prepared in final. // *


James C. Merr
Associate Director for
Legislative Reference
and Administration

5/31/91
* Please call me directly (x3060)
if our changes on pp. 2-3 are
not going to be made. Thanks.


Jim Merr
OMB

WHITE HOUSE STAFFING MEMORANDUM

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESS
 HYATT REGENCY CAPITOL HILL
 MONDAY, JUNE 3, 1991

SUBJECT: _____

	ACTION FYI			ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

See comments

PHILLIP D. BRADY
 Assistant to the President
 and Staff Secretary
 Ext. 2702

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

[Introductory acknowledgments]

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Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

scully
x 5178

2

parental choice in
for ~~comprehensive and fair~~ child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures. ✓

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses.

It also will encourage people to sell assets that might be put to better use. This includes real estate. ~~Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.~~

This is an unsounded assertion --
nothing to back it up

Hale
x 3120

-- the largest deficit ~~also~~ reduction program in history -- put into place

This administration also is determined to put a lid on federal spending. Last year's ~~controversial~~ ^{historic} budget agreement ~~let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending.~~

~~discretionary~~ You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes ^{so that they can} and buy ^{more} political pork.

No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. // ^{It also put into place a "pay-or-you-go" mechanism to limit expansion of mandatory spending.}

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions the world. They also will ^{help} enable regulators ~~to~~ ensure that we don't see the kind of financial chaos we have suffered through in recent years.

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The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors.

Damus X5044
House Republicans are concerned about the effects of zealous regulations on the credit crunch.
Taylor X3192

Taylor X3192
Anderson 4630

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

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

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SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 28, 1991
6:00 P.M.

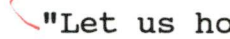
PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
????? P.M. < MONDAY, JUNE 3, 1991

1:00

[Introductory acknowledgments]

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 "Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for a comprehensive and fair child care package. // Most recently thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas. Thanks for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contained an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses. It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to put a lid on federal spending. Last year's ~~controversial~~ budget agreement let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, and to increase pressure for tax increases. This is no time for tax increases: Congress must abide by its own word. If it doesn't, I will veto spending bills that violate our budget accord. //

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions from around the world. They also will enable our regulators to keep a more watchful eye on banks, to ensure that we don't see the kind of financial chaos we have suffered through in recent years.

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could produce the most far-reaching free-trade system the world has ever known. We want those talks to reach a satisfactory conclusion.

Fast-track will enable us to proceed with the North American Free Trade Agreement. That pact would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. Fast track

also will let us extend the blessings of free trade to our Central and South American neighbors.

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

But it's not enough just to encourage growth. We in government also must remove some of the obstacles we have created. The Vice President's council on competitiveness has zeroed in on regulations that can stymie growth. It tries to weigh the costs and benefits of regulation -- and to challenge rules that produce more red tape than good results. Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. *Maybe the Surgeon General should put a warning label on the Federal* [^] *Registers warning people not to try to lift it -- or read it for that matter.* We can do better -- and we will.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national medical care, I disagree. We have offered some reforms that represent a good beginning in the quest to hold down medical costs without reducing the amount of

available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical ~~doctors~~ ^{dollars} go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

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We will resist mandated benefits programs. These place ^{those one-size-fits-all "Washington" solutions that Congress is always trying to impose.} disproportionate burdens on small businesses, the ones generating most of our economic growth.

We will resist striker replacement legislation. The bills in Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

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here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

good

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to make businessmen and women struggle beneath the weight of new mandates, regulations and red tape.

We want a free society, a just society, a fair society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

Not a Great Society - but a good society.

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

#

Simon

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

Thank you, John (Sloan). I'm pleased that Pat SaiKi is here
and is part of our team. She going to bring new energy to the Small Business
Administration.
[Introductory acknowledgments]

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~~victories~~ in pushing back mandated parental leave and pushing

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It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

I don't think this is right. Overall spending in our budget proposals don't go up much at all. Domestic spending increases are offset by big military cuts.

3

This administration also is determined to put a lid on federal spending. Last year's controversial budget agreement let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

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

#

p/v. survey

Vogt



MAY 30 12:17

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

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*James
D's
actually
suggested
lowering
rates -*

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Jim Hest, Chairman of NREB, is part of the nucleus w/ Kearns at Education - call Jeff Martin - Gen Counsel at Fed.

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and me into a computer genius; and to create communities where learning can happen.

to find out what hes doing

But it's not enough just to encourage growth. We in government also must remove some of the obstacles we have created. The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It weighs the costs and benefits of regulation -- and challenges rules that produce more red tape than results. Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General could put a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we will.

of know small business is burdened by such costs.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national ^{federally mandated} medical care, I disagree. We have offered some reforms that represent a good beginning in the

quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes. Mandated benefits laws place disproportionate burdens on small businesses (the businesses that create most of our new jobs).

Callie NFBF Parental Leave Survey

We will resist striker replacement legislation. The striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

(Applause line) - did break there?

?

Finally, we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud. We want to build a society of shared hopes and helping hands -- a society in which

all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

#

NATIONAL FEDERATION OF IND. BUSINESS
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

THANK YOU, JOHN (SLOAN). I'M PLEASED THAT PAT SAIKI IS HERE -- AND THAT SHE HAS JOINED OUR TEAM. SHE ALREADY HAS BROUGHT NEW ENERGY TO THE SMALL BUSINESS ADMINISTRATION.

LET ME WARN YOU, I GAVE FOUR COMMENCEMENT ADDRESSES LAST WEEK. IF I LAPSE INTO SAYING THINGS LIKE, "YOUR FUTURE LIES AHEAD OF YOU," OR "YOU'RE AT A CROSSROADS IN YOUR LIFE," YOU'LL KNOW WHY.

ACTUALLY, MY FAVORITE COMMENCEMENT LINE OF ALL COMES FROM WOODY ALLEN. THAT'S RIGHT: WOODY ALLEN. HE ONCE TOLD A GRADUATING CLASS, "MANKIND IS AT A CROSSROADS. DOWN ONE PATH IS DESPAIR AND UTTER HOPELESSNESS. DOWN THE OTHER: TOTAL DESTRUCTION. //

"LET US HOPE YOUR GENERATION HAS THE WISDOM TO CHOOSE CORRECTLY."//

WELL, I DON'T HAVE TO WORRY ABOUT THAT HERE. YOU OFFER SOMETHING OTHER THAN HOPELESSNESS, DESTRUCTION AND DESPAIR. YOU CREATE OPPORTUNITY AND HOPE.

YOU HAVE PLAYED A LEADING ROLE IN HELPING THIS ADMINISTRATION ADVANCE THE CAUSE OF FREE MARKETS AND ECONOMIC GROWTH. THANKS FOR HELPING US WIN SOME IMPORTANT VICTORIES IN CONGRESS -- VICTORIES IN PUSHING BACK MANDATED PARENTAL LEAVE AND PUSHING FOR PARENTAL CHOICE IN CHILD CARE. // THANKS FOR HELPING PERSUADE CONGRESS TO PRESERVE A CRUCIAL DEVICE FOR SECURING FREE AND FAIR INTERNATIONAL TRADE -- OUR FAST TRACK TRADE PROCEDURES. NOW, WE NEED YOUR HELP IN SECURING CIVIL RIGHTS LEGISLATION THAT ENSURES THE MOST BASIC CIVIL RIGHT OF ALL: THE RIGHT OF ALL PEOPLE TO PURSUE THEIR DREAMS WITHOUT FEAR OF DISCRIMINATION -- OR UNFAIR LAWSUITS. //

IN THAT REGARD, LET ME SAY: I LIKE YOUR BUTTONS. // I DON'T KNOW ANYBODY WHO DISAGREES WITH THAT SENTIMENT. //

CALVIN COOLIDGE ONCE TOLD A GATHERING OF NEWSPAPER EDITORS THAT "THE CHIEF BUSINESS OF THE AMERICAN PEOPLE IS BUSINESS." THAT MUCH MALIGNED QUOTE CONTAINS AN IMPORTANT TRUTH. WE ARE AN ENTERPRISING PEOPLE, AND OUR ECONOMY THRIVES BECAUSE PEOPLE WITH IDEAS ESTABLISH BUSINESSES LIKE YOURS. THEY RISK MONEY. THEY RISK COMFORTS. THEY RISK FAILURE. AND THEY ACHIEVE GREATNESS.

THE GOVERNMENT CAN HELP ADVANCE THE CAUSE OF ECONOMIC FREEDOM IN THREE WAYS. FIRST, IT CAN PROMOTE IT. IT CAN CREATE AN ENVIRONMENT THAT ENABLES ENTREPRENEURS TO FLOURISH -- ESPECIALLY THE MEN AND WOMEN WHO RUN SMALL BUSINESSES.

OUR ECONOMIC GROWTH PACKAGE OFFERS A SERIES OF POSITIVE INDUCEMENTS TO GROWTH. WE WANT TO BRING DOWN THE TAX ON CAPITAL GAINS. THAT REFORM WON'T JUST REDUCE THE COST OF CAPITAL; IT WILL ENCOURAGE INVESTORS TO RISK MONEY ON NEW BUSINESSES -- THEREFORE EXPANDING JOB OPPORTUNITIES FOR ALL AMERICANS -- INCLUDING SMALL BUSINESSES. IT ALSO WILL ENCOURAGE PEOPLE TO SELL ASSETS -- SUCH AS REAL ESTATE -- THAT THEY WON'T SELL NOW BECAUSE THE TAXES ARE TOO HIGH.

THIS ADMINISTRATION ALSO IS DETERMINED TO PUT A LID ON THE GROWTH OF FEDERAL SPENDING. LAST YEAR'S CONTROVERSIAL BUDGET AGREEMENT -- THE LARGEST DEFICIT-REDUCTION PROGRAM IN HISTORY -- IMPOSED REAL, LONG-TERM CAPS ON SPENDING. YOU NOW SEE MEMBERS OF CONGRESS TRYING TO RETREAT FROM THE SPIRIT OF THAT AGREEMENT, URGING US TO RAISE TAXES SO THAT THEY CAN BUY POLITICAL PORK. NO WAY: // CONGRESS MUST KEEP ITS WORD. IF IT DOESN'T, I WILL VETO SPENDING BILLS THAT VIOLATE OUR BUDGET ACCORD. //

OUR GROWTH PACKAGE ALSO INCLUDES A COMPREHENSIVE SET OF LONG OVERDUE BANKING REFORMS. THESE REFORMS ARE DESIGNED TO BRING OUR BANKING SYSTEM UP-TO-DATE AND TO MAKE BANKS -- LARGE AND SMALL -- STRONGER AND BETTER ABLE TO SERVE THEIR CUSTOMERS. THE BUSINESS COMMUNITY, PARTICULARLY THE SMALL BUSINESS COMMUNITY -- NEEDS STRONG BANKS THAT CAN PROVIDE MUCH NEEDED FINANCING FOR JOBS AND ECONOMIC GROWTH.

THIS ADMINISTRATION BELIEVES IN FREE AND FAIR TRADE. IN AN AGE OF INTERNATIONAL ECONOMIC COMPETITION, WE CANNOT AFFORD TO SHIELD OURSELVES FROM COMPETITION -- OR TO LOSE THE VAST BENEFITS THAT FREE AND FAIR TRADE WILL PRODUCE. WE WILL USE THE FAST-TRACK PROCEDURES TO PURSUE THREE VITAL TRADE AGREEMENTS: THE URUGUAY ROUND OF GATT TALKS, THE NORTH AMERICAN FREE TRADE AGREEMENT, AND THE ENTERPRISE FOR THE AMERICAS INITIATIVE. THESE AGREEMENTS WOULD OPEN THE WORLD TO AMERICAN PRODUCTS -- AND WOULD CREATE FANTASTIC OPPORTUNITIES FOR AMERICAN BUSINESSES.//

WE ALSO WANT TO CREATE A WORKFORCE THAT CAN PROPEL AMERICA INTO THE 21ST CENTURY; TO MAKE THAT 100 YEARS THE NEXT AMERICAN CENTURY. OUR AMERICA 2000 STRATEGY FOR EDUCATION LAYS OUT A SERIES OF BOLD CHALLENGES: TO CREATE BETTER AND MORE ACCOUNTABLE SCHOOLS THAT PARENTS CAN CHOOSE; TO REINVENT THE AMERICAN SCHOOL BY DEVELOPING A NEW GENERATION OF AMERICAN SCHOOLS; TO TURN OUR LAND INTO A NATION OF STUDENTS -- AND ME INTO A COMPUTER GENIUS; // AND TO CREATE COMMUNITIES WHERE LEARNING CAN HAPPEN.

I UNDERSTAND THE VITAL IMPORTANCE OF A WELL-EDUCATED WORKFORCE TO THE SMALL BUSINESS SECTOR IN PARTICULAR. YOU DEPEND ON SCHOOLS TO EDUCATE OUR KIDS: YOU DON'T HAVE THE RESOURCES TO PROVIDE REMEDIAL EDUCATION. YOU DEPEND ON SCHOOLS TO PROVIDE SENSIBLE MEASURES OF EDUCATIONAL ACHIEVEMENT. THAT'S ONE OF THE REASONS WE ARE DEVELOPING A SERIES OF VOLUNTARY NATIONAL ACHIEVEMENT TESTS.

I'LL BE TALKING TODAY TO GROUPS THAT ARE HELPING US DEVELOP SOUND EDUCATIONAL GOALS AND MEASUREMENTS. YOU CAN BE SURE I'LL STRESS THAT THEIR BUSINESS WILL GIVE A BIG BOOST TO AMERICA'S BUSINESSES.

BUT IT'S NOT ENOUGH JUST TO ENCOURAGE GROWTH. GOVERNMENT'S SECOND ROLE MUST BE TO REMOVE SOME OF THE OBSTACLES IT HAS CREATED. REGULATIONS COST THE ECONOMY AT LEAST 185 BILLION -- THAT'S BILLION -- DOLLARS LAST YEAR. THAT'S \$1,700 FOR EVERY TAXPAYER. THE GOVERNMENT GENERATED 5.3 BILLION HOURS' WORTH OF PAPERWORK DURING THE SAME PERIOD. I THINK WE CAN ALL AGREE -- WE DON'T NEED THIS MUCH PAPERWORK. [[MAYBE THE SURGEON GENERAL COULD PUT A WARNING LABEL ON THE FEDERAL REGISTER: DO NOT ATTEMPT TO LIFT THIS UNLESS YOUR LAST NAME IS SCHWARZENEGGER.]]

THE VICE PRESIDENT'S COUNCIL ON COMPETITIVENESS HAS ZEROED IN ON REGULATIONS THAT TURN WOULD-BE EDISONS INTO PAPER-PUSHERS. IT HELPS WEIGH THE COSTS AND BENEFITS OF REGULATION -- SO THAT WHEN THE GOVERNMENT ISSUES RULES, THEY WILL PRODUCE MORE BENEFITS THAN RED TAPE.//

HEALTH CARE COSTS ALSO HAVE BECOME A MAJOR FACTOR FOR MANY BUSINESSES. ALTHOUGH SOME PEOPLE THINK IT MAKES SENSE TO ESTABLISH OUR OWN BRAND OF FEDERALLY MANDATED NATIONAL MEDICAL CARE, I DISAGREE STRONGLY. WE HAVE OFFERED SOME REFORMS TO HOLD DOWN MEDICAL COSTS -- WITHOUT REDUCING THE AMOUNT OF AVAILABLE MEDICAL CARE. SOME ENCOURAGE PEOPLE TO TAKE CARE OF THEMSELVES. OTHERS ENCOURAGE PEOPLE TO RESOLVE DISPUTES WITH DOCTORS -- INSTEAD OF HAULING EVERYONE INVOLVED OFF TO COURT. TOO MANY OF OUR MEDICAL DOLLARS GO TO PAY OFF LAWYERS. OUR MEDICAL MONEY OUGHT TO PAY FOR HEALING -- NOT SUING.

THIRDLY, THIS ADMINISTRATION WILL FIGHT LEGISLATIVE PROPOSALS THAT THREATEN SMALL BUSINESS -- THAT THREATEN THE HEART AND SOUL OF OUR ECONOMIC SYSTEM.

WE WILL RESIST MANDATED BENEFITS PROGRAMS. YOU KNOW THEM ALL TOO WELL -- WASHINGTON'S ONE-SIZE-FITS-ALL SOLUTIONS TO PROBLEMS THAT COME IN ALL SIZES AND SHAPES. //

WE WILL OPPOSE STRIKER REPLACEMENT LEGISLATION. THE BILLS IN CONGRESS COULD HAVE CATASTROPHIC CONSEQUENCES FOR SMALL BUSINESSES -- REGARDLESS OF WHETHER THEY HAVE UNION REPRESENTATION. AS YOU KNOW, SMALL BUSINESSES CREATE MOST OF OUR JOBS. A SURVEY PUBLISHED JUST LAST WEEK SHOWED THAT FIRMS WITH 100 OR FEWER EMPLOYEES GENERATE 58 PERCENT OF OUR NEW JOBS. //

FINALLY, WE WILL FIGHT FOR A CIVIL RIGHTS BILL THAT PURSUES THE CAUSE OF CIVIL RIGHTS -- THE CAUSE OF EQUAL OPPORTUNITY. OUR CIVIL RIGHTS PACKAGE TAKES DEAD AIM AT THOSE WHO DISCRIMINATE UNFAIRLY. BUT IT ALSO ENCOURAGES PEOPLE TO WORK TOGETHER, RATHER THAN EMPLOYING QUOTAS OR OTHER DEVICES THAT, IN THE NAME OF EQUALITY, INVITE PEOPLE TO SQUABBLE AND FEUD.

I HAVE BEEN ACCUSED BY SOME OF "PLAYING POLITICS" WITH THE ISSUE. FRANKLY, IT'S THE OTHER WAY AROUND -- AND IT HAS BEEN FOR SOME TIME.

MY OPPONENTS WON'T EVEN CONSIDER MY CIVIL RIGHTS BILL. THEY KEEP CHANGING THEIRS TO ATTRACT VOTES. THEIR OBVIOUS MOVE TO CONVERT THE BILL INTO A "WOMEN'S ISSUE" IS JUST PURE POLITICS -- A POLITICS OF SELECTIVE INCLUSION AND EXCLUSION. OUR BILL WOULD PROPERLY PROTECT WOMEN'S RIGHTS -- EVERYONE'S RIGHTS.

THE BELTWAY INTEREST GROUPS AND THEIR SPOKESPERSONS WANT TO MAKE ME ACCEPT OR VETO A QUOTA BILL. THE FACT IS, WE HAVE TRIED TO COMPROMISE, BUT NOT TO ACCEPT QUOTAS. AT ONE POINT LAST YEAR, WE HAD AN AGREEMENT THAT WOULD BRING ALL SIDES TOGETHER. BUT THE BELTWAY INTEREST GROUPS REFUSED: THEY WANTED A POLITICAL WIN.

WE HAVE A GOOD RECORD ON CIVIL RIGHTS. WE HAVE A GOOD HISTORY OF FAIR PLAY. I WANT A FAIR, STRONG ANTI-DISCRIMINATION BILL THAT WILL GUARANTEE WORKER'S RIGHTS, WOMEN'S RIGHTS -- WORKPLACE RIGHTS -- BUT WILL NOT CREATE QUOTAS. I WANT A BILL THAT WILL HELP ALL WORKING MEN AND WOMEN -- NOT ONE THAT WILL PRODUCE A BONANZA FOR AVARICIOUS LAWYERS.

TODAY, YOU HAVE MY WORD: WHATEVER HAPPENS TO THIS BILL, I WILL CONTINUE TO WORK FOR RACIAL HARMONY AND FAIR PLAY -- AND AGAINST DISCRIMINATION IN THE WORKPLACE.

WE WANT TO BUILD A SOCIETY OF SHARED HOPES AND HELPING HANDS -- A SOCIETY IN WHICH ALL BENEFIT FROM GROWTH AND PROSPERITY. WE WANT TO MAKE THIS KIND OF SOCIETY -- A GOOD SOCIETY -- THE HALLMARK OF OUR ADMINISTRATION.

IN CLOSING, LET ME SAY THAT THIS ADMINISTRATION WILL NOT WAVER IN ITS DEVOTION TO FREE ENTERPRISE. ALL OF US HERE KNOW THAT NO EXPERIENCE CAN MATCH THE SCARY THRILL OF STRIKING OUT AND STARTING A BUSINESS. NOTHING BETTER TESTS YOUR METTLE.

AS WE PREPARE TO LAUNCH OURSELVES INTO THE NEXT AMERICAN CENTURY, WE MUST DO THE THREE THINGS I HAVE OUTLINED TODAY: WE MUST ENCOURAGE ENTERPRISE; SWEEP AWAY UNNECESSARY BARRIERS TO GROWTH; AND FEND OFF ATTEMPTS TO PLACE CHAINS ON ENTREPRENEURS.

WE WANT A FREE SOCIETY, A JUST SOCIETY, A FAIR SOCIETY. BUT WE ALSO WANT A SOCIETY BRIGHTENED BY GROWTH AND HOPE.

YOU PROMOTE THAT DREAM EVERY DAY. AND WE WILL
ENCOURAGE YOU EVERY STEP OF THE WAY.

THANK YOU. GOD BLESS YOU. AND GOD BLESS THE
UNITED STATES OF AMERICA.

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Ucton
 Document No. ~~_____~~ *BRO ADM*

WHITE HOUSE STAFFING MEMORANDUM

91 MAY 31 09:18

DATE: 5/30/91 ACTION/CONCURRENCE/COMMENT DUE BY: NOON FRIDAY, MAY 31

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF INDEPENDENT BUSINESSES
 HYATT REGENCY CAPITOL HILL

SUBJECT: MONDAY, JUNE 3, 1991

	ACTION FYI			ACTION FYI	
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	UNTERMEYER	<input type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGERS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	BOSKIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GRAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
HOLIDAY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>

REMARKS:

Please provide comments/edits on the attached directly to Tony Snow, Rm. 122, x2930, with a copy to this office NO LATER THAN NOON, FRIDAY, MAY 31. Thank you.

RESPONSE:

PHILLIP D. BRADY
 Assistant to the President
 and Staff Secretary
 Ext. 2702

91 MAY 29 PM 5:18

SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 29, 1991
5:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
MONDAY, JUNE 3, 1991
1:00 P.M.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

"Let us hope your generation has the wisdom to choose correctly."

Well, I don't have to worry about that here. You offer something other than hopelessness, destruction and despair. You create opportunity and hope.

You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

for comprehensive and fair child care. // And thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas -- for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the ~~long range~~ ^{tax} differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses.

It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to ^{keep} ~~put~~ a lid on federal spending. Last year's ~~controversial~~ budget agreement ~~let~~ ~~Congress increase spending significantly over a three-year period, in exchange for~~ ^{established} long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes and buy political pork. No way: Congress should honor its word. If it doesn't, I will veto bills that violate the accord. //

Our growth package also includes a comprehensive set of banking reforms. These are designed not ^{only} ~~just~~ to bring our banking system up-to-date, ^{but also} ~~and~~ to let our banks compete with financial institutions ^{all over} the world. ^{The reforms} They also will ~~enable~~ ^{streamline and} ~~regulators to ensure that we don't see the kind of financial chaos we have suffered through in recent years.~~ ^{make more effective our banking regulations,}

This administration believes in free and fair trade. We sought fast-track trade procedures because we want to press forward with three absolutely vital trade agreements. The Uruguay Round of GATT negotiations could generate the most far-reaching free-trade system the world has ever known.

The North American Free Trade Agreement would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. And the Enterprise for the Americas Initiative would let us extend the blessings of free trade to our Central and South American neighbors.

And we want to create a workforce that can propel America into the 21st Century; to make that 100 years the next American Century. Our America 2000 strategy for education lays out a series of bold challenges: to create better and more accountable schools; to ^{reinvigorate} ~~reinvent~~ the American ^{educational system} ~~school~~ by developing a new generation of American schools; ^{and} to turn our land into a nation of students -- ^{including turning} ~~and~~ me into a computer genius; ~~and~~ to create communities where learning can happen.

But it's not enough just to encourage growth. We in government also must remove some of the obstacles we have created. The Vice President's Council on Competitiveness has zeroed in on regulations that turn would-be Edisons into paper-pushers. It weighs the costs and benefits of regulation -- and challenges rules that produce more red tape than results.

Regulations cost the economy at least 185 billion -- that's billion -- dollars last year -- \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think we can all agree -- we don't need this much paperwork. [[Maybe the Surgeon General could put a warning label on the Federal Register: Do not attempt to lift this unless your last name is Schwarzenegger.]] We can do better -- and we will.

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quest to hold down medical costs without reducing the amount of available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical dollars go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. You know them all too well -- the one-size-fits-all solutions sent from Washington to places that face problems of all sizes and shapes. Mandated benefits laws place disproportionate burdens on small businesses, the businesses that create most of our new jobs.

We will resist striker replacement legislation. The striker-replacement bills making their way through Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

Finally, we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud. We want to build a society of shared hopes and helping hands -- a society in which

all benefit from growth and prosperity. We want to replace a nation divided by litigation with a society bound by cooperation.

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to place new chains on our entrepreneurs.

We want a free society, a just society, a fair society, a good society. But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

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SNOW/SIMON
DRAFT ONE
NFIB.TS
MAY 28, 1991
6:00 P.M.

PRESIDENTIAL ADDRESS: NATIONAL FEDERATION OF IND. BUSINESSES
HYATT REGENCY CAPITOL HILL
????? P.M.

[Introductory acknowledgments]

Let me warn you, I gave four commencement addresses last week. If I lapse into saying things like, "Your future lies ahead of you," or "You're at a crossroads in your life," you'll know why.

Actually, my favorite commencement line of all comes from Woody Allen. That's right: Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other: total destruction.

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You also have played a leading role in helping this administration advance the cause of free markets and economic growth. Thanks for your support in helping us win some important victories in Congress -- victories for our Persian Gulf efforts // victories in pushing back mandated parental leave and pushing

fight

for a comprehensive and fair child care ~~package~~. // ~~Most~~ recently thanks for helping persuade Congress to preserve a crucial device for securing free and fair international trade -- our fast track trade procedures.

But this nation owes you a second kind of thanks: Thanks for pushing us forward with new products, new enterprises, new ideas. ~~Thanks~~ for supplying the grist upon which our economy operates.

Calvin Coolidge once told a gathering of newspaper editors that "The chief business of the American people is business." That much maligned quote contained an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk their money. They risk their comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the long-range differential on capital gains. That reform won't just reduce the cost of capital; it will encourage investors to risk money on new businesses. It also will encourage people to sell assets that might be put to better use. This includes real estate. Some economists estimate that a significant reduction in the capital gains tax could cut billions of dollars from the cost of our Savings and Loan rescue plan.

This administration also is determined to put a lid on federal spending. Last year's controversial budget agreement let Congress increase spending significantly over a three year period, in exchange for real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, ^{urging us to raise taxes to pay for pork} ~~and to increase pressure for tax increases.~~ ~~This is no time for tax increases.~~ ^{No way;} ~~Congress must abide by its own~~ ^{honor} word. If it doesn't, I will veto ~~spending~~ bills that violate our budget accord. //

Our growth package also includes a comprehensive set of banking reforms. These are designed not just to bring our banking system up-to-date and to let our banks compete with financial institutions ~~from~~ around the world. They also will enable ~~our~~ regulators to keep ~~a more watchful eye on banks,~~ to ensure that we don't see the kind of financial chaos we have suffered through in recent years.

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~~Fast-track will enable us to proceed with~~ ^{the} North American Free Trade Agreement. ~~That pact~~ would create the largest unified market in the world: \$6 trillion in annual output, 360 million consumers, and unlimited potential for productivity. ~~Fast-track~~

The E.F.A.

also will let us extend the blessings of free trade to our Central and South American neighbors.

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turn would-be Edison's into paper pushers

paperwork. *Maybe the Surgeon General should put a warning label on the F.R.G. : Do not attempt to lift this unless your last name is Schwarz -* We can do better -- and we will.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of national medical care, I disagree. We have offered some reforms that represent a good beginning in the quest to hold down medical costs without reducing the amount of

Schwarz - messenger

available medical care. We have designed programs that encourage people to take care of themselves -- and others that encourage people to resolve disputes with doctors without hauling doctors, insurance companies and others into court. Right now, too many of our medical ^{dollars} doctors go to pay off the lawyers. Our medical money ought to pay for healing -- not suing.

Finally, this administration will fight against legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. [↑] These place ^{one size fits all solutions to problems that come in all sizes & shapes} disproportionate burdens on small businesses, the ones generating most of our economic growth. ~~Let's find a way~~

We will resist striker replacement legislation. The bills in Congress could have catastrophic consequences for small businesses -- regardless of whether they have union representation.

Finally, we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices that, in the name of equality, invite people to squabble and feud. We want to build a society of shared hopes and helping hands -- a society in which all benefit from growth and prosperity. ^{a good society}

In closing, let me say that this administration will not waver in its devotion to the ideal of free enterprise. All of us

here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. Nothing gives you quite as much of a charge -- and that includes certain kinds of heart medicine.

As we prepare to launch ourselves into the next American Century, we must work to do the three things I have outlined today: We must encourage enterprise; we must sweep away unnecessary barriers to growth; and we must fend off attempts to make businessmen and women struggle beneath the weight of new mandates, regulations and red tape.

We want a free society, a just society, a fair society. ^{AG-AG} But we also want a society brightened by growth and hope.

You promote that dream every day. And we will encourage you every step of the way.

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

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THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

June 3, 1991

REMARKS BY THE PRESIDENT
TO THE NATIONAL FEDERATION OF INDEPENDENT BUSINESSES

The Capitol Hill Hyatt Regency
Washington, D.C.

1:04 P.M. EDT

THE PRESIDENT: Thank you very, very much for that welcome. Listen, I should be the one clapping to thank you all for the fantastic support that NFIB has given to this administration as we work towards common goals.

First, let me thank John Sloan not just for the introduction, but for the leadership he has given to these sound business principles. I'm also very pleased that with us here, with John and me here on this platform is Pat Saiki. She has joined our team in the administration, having been a key member of it when she was in the Congress, and she already has brought new energy to the Small -- the SBA. And we're very proud of her. And I know you will enjoy working with her.

Let me warn you ahead of time -- I gave four commencement addresses last week. And if I lapse into saying things like, "Your future lies ahead of you," -- (laughter) -- or "You're at a crossroads in your life," you'll know exactly why. (Laughter.)

Actually, my favorite commencement line of all comes from that great philosopher, Woody Allen. (Laughter.) That's right -- Woody Allen. He once told a graduating class, "Mankind is at a crossroads. Down one path is despair and utter hopelessness. Down the other, total destruction." (Laughter.) Then he goes on and finishes, "Let's hope your generation has the wisdom to choose correctly." (Laughter.)

Well, this is one place I don't have to worry about that. You offer something other than hopelessness and destruction and despair. You create opportunity and hope.

You've played a leading role -- and I don't say this just in passing; I mean it -- you've played a leading role in helping this administration advance the cause of free markets and economic growth. And thanks for helping us win some important victories in the Congress -- victories in pushing back this endless flow of mandated programs -- mandated parental leave now -- (applause) -- and helping us in pushing for parental choice in child care, a wonderful step forward for our country that strengthens the family of the United States. And thanks for helping us persuade Congress to preserve a crucial device for securing free and fair international trade -- the fast track procedures.

And now, we need your help in securing civil rights legislation that ensures the most basic civil right of all: the right of all people to pursue their dreams without fear of discrimination or fear of unfair lawsuits.

In that regard, I notice some of the buttons out there. I like the buttons. And I don't know anybody who disagrees with that sentiment, as a matter of fact. (Applause.) You've got mine, as a matter of fact.

Calvin Coolidge once told a gathering of newspaper

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editors that "the chief business of the American people is business." And that much-maligned quote contains an important truth. We are an enterprising people, and our economy thrives because people with ideas establish businesses like yours. They risk money. They risk comforts. They risk failure. And they achieve greatness.

The government can help advance the cause of economic freedom in three ways. First, it can promote it. It can create an environment that enables entrepreneurs to flourish -- especially the men and women who run small businesses.

Our economic growth package offers a series of positive inducements to growth. We want to bring down the tax on capital gains. That reform won't just reduce the cost of capital -- (applause) -- but to reform. And it won't just reduce the cost of capital, it will encourage investors to risk money on new businesses -- therefore, expanding job opportunities for all Americans, including small businesses. It also will encourage people to sell assets such as real estate that they won't sell now because the taxes are too high.

This administration also is determined to put a lid on the growth of federal spending. (Applause.) Last year's controversial budget agreement -- the largest deficit reduction program in history -- imposed real, long-term caps on spending. You now see members of Congress trying to retreat from the spirit of that agreement, urging us to raise taxes so they can buy political pork. No way. Congress must keep its word. (Applause.) Congress must keep its word. And if it doesn't, I will veto spending bills that violate the caps and violate our budget accord. (Applause.)

Our growth package also includes a comprehensive set of long-overdue banking reforms. These reforms are designed to bring our banking system up to date and to make banks, large and small, stronger and better able to serve their customers. The business community, particularly yours -- the small business community -- needs strong banks that can provide much needed financing for jobs and for economic growth.

This administration believes in free and fair trade. In an age of international economic competition, we cannot afford -- simply cannot afford to shield ourselves from competition, or to lose the vast benefits that free and fair trade will produce. We will use the fast track procedures to pursue three vital trade agreements: the Uruguay Round of the GATT talks, the North American Free Trade Agreement, and the Enterprise for the Americas Initiative. These agreements would open the world to American products -- and would create fantastic opportunities for American businesses.

We also want to create a work force that can propel America into the 21st century; to make that 100 years the next American century. Our America 2000 Strategy for Education lays out a series of bold challenges: to create better and more accountable schools that parents can choose; to reinvent the American school by developing a new generation of American schools; to turn our land into a nation of students -- and in the process, me into a computer genius. (Laughter.) But no one's too old to learn. That's part of our fundamental thesis. And to create communities where learning can happen.

I understand the vital importance of a well-educated work force to the small business sector in particular. You depend on schools to educate our kids. You don't have the resources to provide remedial education. You depend on schools to provide sensible measures of educational achievement. That's one of the reasons we are developing a series of voluntary national achievement tests.

I'll be talking today to groups -- when I leave here I'll go over to speak to one of them -- to groups that are voluntary national achievement tests.

I'll be talking today to groups -- when I leave here,

I'll go over to speak to one of them -- to groups that are helping us develop sound educational goals and measurements. And you can be sure that I'll stress that their business will give a big boost to America's businesses.

But it's not enough just to encourage growth. Government's second role must be to remove some of the obstacles that it has created. Regulations cost the economy at least \$185 billion -- that's billion dollars -- last year. That's \$1,700 for every taxpayer. The government generated 5.3 billion hours' worth of paperwork during the same period. I think that we can all agree we don't need this much paperwork and regulation. (Applause.) You've seen the volumes of regulation. Maybe the Surgeon General can help -- (laughter) -- make them put a warning label on the Federal Register: Do not attempt to lift this unless your last name's Arnold Schwarzenegger. (Laughter.)

The Vice President's Council on Competitiveness has zeroed in now on regulations that turn would-be Edisons into paper-pushers. It helps weigh the costs and the benefits of regulation, so that when the government issues rules, it will produce more benefits than red tape.

Health care costs also have become a major factor for many businesses. Although some people think it makes sense to establish our own brand of federally mandated national medical care, I disagree, strongly. (Applause.) And we have offered reforms to hold down medical costs without reducing the amount of available medical care. Some encourage people to take care of themselves. Others encourage people to resolve disputes with doctors instead of hauling everyone involved off to court. Too many of our medical dollars go to pay off lawyers -- with all respect to you guys out there. (Applause.) Our medical money ought to pay for healing, not suing. (Applause.)

And thirdly, this administration will fight legislative proposals that threaten small business -- that threaten the heart and soul of our economic system.

We will resist mandated benefits programs. (Applause.) You know them all too well -- Washington's one-size-fits-all solutions to problems that come in all sizes and shapes.

We will also oppose striker replacement legislation. (Applause.) The bills in Congress, believe me, could have catastrophic consequences for small businesses, regardless of whether they have union representation. As you know, small business creates most of our jobs in this country. A survey published just last week showed that firms with 100 or fewer employees generate 58 percent -- 58 percent of our new jobs.

And finally -- and this is timely -- we will fight for a civil rights bill that pursues the cause of civil rights -- the cause of equal opportunity. Our civil rights package -- and you haven't read anything about it because the debate is being dominated by the Democrats that control the Congress -- takes dead aim at those who discriminate unfairly. But it also encourages people to work together, rather than employing quotas or other devices. (Applause.) Encourages them to work in the name of equality, instead of inviting people to squabble and to feud.

You know, let me talk from the heart here. I have been accused of playing politics -- playing election politics with this issue. And very frankly, it's the other way around -- and it has been for some time.

My opponents won't even consider my civil rights bill. They keep changing theirs to attract different blocks of voters. Their obvious move to convert the bill into a "women's issue" is just plain, pure politics -- a politics of selective inclusion and exclusion. Our bill would properly protect women's rights -- everyone's rights.

The beltway interest groups and their spokespersons want to make me accept or veto a quota bill. And the fact is we have tried to compromise, but not to accept quotas. And at one point last year, we had an agreement that would bring all sides together. But the beltway interest groups refused: They wanted a political win. They wanted to grind me into the political dirt.

And we have a good record on civil rights. And we had a good history of fair play. And I want a fair, strong antidiscrimination bill that will guarantee worker's rights, women's rights, workplace rights, but will not create quotas. (Applause.) And P.S. -- P.S. -- (laughter) -- I want a bill that will help all working men and women and not one that will produce a bonanza for avaricious lawyers. And now you know my position. (Applause.)

If you listen to these talk shows you wouldn't even know we have a civil rights bill up there. (Laughter.) You see the same ones, hey? (Laughter.)

Today, you have my word: Whatever happens to this bill -- and I feel this in my heart -- I will continue to work for racial harmony and fair play and against discrimination in the workplace.

We want to build a society of shared hopes and helping hands -- a society in which all benefit from growth and prosperity. We want to make this kind of society -- a good society -- the hallmark of our administration.

In closing, let me say that this administration will not waver in its devotion to free enterprise. All of us here know that no experience can match the scary thrill of striking out and starting a business. Nothing better tests your mettle. And as we prepare to launch ourselves into the next American century, we must do the three things I've outlined today: We must encourage enterprise; sweep away unnecessary barriers to growth; and fend off attempts to place chains on entrepreneurs.

We want a free society, a just society, a fair society. But we also want a society brightened by growth and hope. And you know, each in your own way, in your own communities, you promote that dream every day. And we will encourage you every single step of the way.

Thank you. May God bless you all. And may God bless the United States of America. Thank you very much. (Applause.)

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1:22 P.M. EDT