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# FOIA MARKER

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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

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**OA/ID Number:** 13582  
**Folder ID Number:** 13582-004

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**Folder Title:**  
Minority Enterprise Development Week 9/25/91 [ OA 6037]

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Stack:	Row:	Section:	Shelf:	Position:
<b>G</b>	<b>26</b>	<b>17</b>	<b>3</b>	<b>4</b>

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91 SEP 24 10:52 AM WHITE HOUSE STAFFING MEMORANDUM

DATE: 9/24/91 ACTION/CONCURRENCE/COMMENT DUE BY: -----

PRESIDENTIAL REMARKS: MINORITY ENTERPRISE DEVELOPMENT WEEK AWARDS CEREMONY

SUBJECT: SEPTEMBER 25, 1991 11:30 AM

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

September 23, 1991 01 SEP 23 P4:57

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST  
TONY SNOW *TS*

FROM: BETH HINCHLIFFE *BH*

SUBJECT: MINORITY ENTERPRISE DEVELOPMENT WEEK  
AWARDS CEREMONY

On Wednesday, September 25, at 11:30 a.m., you will deliver brief remarks (8 minutes, on cards) in the Rose Garden to an audience of approximately 200 people at the Minority Enterprise Development Week Awards Ceremony. Acknowledgements include Secretary Mosbacher and SBA Administrator Pat Saiki.

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

11/198

(Hinchliffe/Nix)  
September 23, 1991 3 p.m.  
MINORITY Draft Four

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

*John La Faise  
Andy Ireland:*

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

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

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

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

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

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

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

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

We rejoice that so much of our world now believes in free enterprise -- the kind of enterprise demonstrated by the people we salute today. These awards celebrate the American spirit -- a

spirit that looks past obstacles and challenges, identifies a goal, and says: I can do it.

Eleven years ago, college professor Richard Cheng founded Eastern Computers, and said: I can do it. His company pioneered the business of producing multilingual computer systems. [[Now, if he could only produce a system that would enable parents to understand their kids!]] Today, Eastern Computers employs nearly 350 people. It generated sales of 34 million dollars last year.

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

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

Gae Veit [VIGHT] said "I can do it" in a business in which women form a significant minority: The construction industry. She set out to create her own construction firm in 1982. Roadblocks surrounded Gae. Doubters accosted her. But she knew

what she wanted, and she got it.

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

These winners, and many more like them, show that all you need to make a difference in America is -- a fair chance.

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

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

Each leader here today and the others across this land bear witness by their presence to the truth of a statement William Jennings Bryan made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

## WHITE HOUSE STAFFING MEMORANDUM

DATE: September 21, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, Monday 09/23

SUBJECT: PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
(09/20 draft three)

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input 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 forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, MONDAY, SEPTEMBER 23, with a copy to this office.

Thank you.

RESPONSE:

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

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P 6:30

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

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

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

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

Our free enterprise system also rewards a very important set of values. It rewards those with the courage to act on their

dreams. It rewards people who believe in themselves, believe in the virtue of hard work, and believe in serving the public. After all, a business can't succeed if it does not provide products and services that the public wants.

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

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

We rejoice that so much of our world now believes in unrestricted, individual enterprise -- the kind of enterprise demonstrated by the people we salute today. These awards celebrate the American spirit -- a spirit that looks past obstacles and challenges, identifies a goal, and says: I can do it.

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

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

Hugh Brown had an idea for a technical and engineering services company and said: I can do it. With help from the Small Business Administration's Section 8-a program, he did more than compete. He found his own place in our competitive economy. Today, BAMSI employs more than 1,300 people and its sales last year exceeded 39 million dollars.

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

Gae Veit [VIGHT] said "I can do it" in a business in which women form a significant minority: The construction industry. She set out to create her own construction firm in 1982. Roadblocks surrounded Gae. Doubters accosted her. But she knew what she wanted, and she got it.

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

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

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

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

Each leader here today and the others across this land bear witness by their presence to the truth of a statement William Jennings Bryan made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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# WHITE HOUSE STAFFING MEMORANDUM

DATE: 9/24/91 ACTION/CONCURRENCE/COMMENT DUE BY: -----

PRESIDENTIAL REMARKS: MINORITY ENTERPRISE DEVELOPMENT WEEK AWARDS CEREMONY

SUBJECT: SEPTEMBER 25, 1991 11:30 AM

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

September 23, 1991 01 SEP 23 P4: 57

MEMORANDUM FOR THE PRESIDENT

THROUGH: DAVID DEMAREST  
TONY SNOW *TS*

FROM: BETH HINCHLIFFE *BH*

SUBJECT: MINORITY ENTERPRISE DEVELOPMENT WEEK  
AWARDS CEREMONY

On Wednesday, September 25, at 11:30 a.m., you will deliver brief remarks (8 minutes, on cards) in the Rose Garden to an audience of approximately 200 people at the Minority Enterprise Development Week Awards Ceremony. Acknowledgements include Secretary Mosbacher and SBA Administrator Pat Saiki.

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

(Hinchliffe/Nix)  
September 23, 1991 3 p.m.  
MINORITY Draft Four

**PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
THE ROSE GARDEN  
SEPTEMBER 23, 1991**

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

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

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spirit that looks past obstacles and challenges, identifies a goal, and says: I can do it.

Eleven years ago, college professor Richard Cheng founded Eastern Computers, and said: I can do it. His company pioneered the business of producing multilingual computer systems. [[Now, if he could only produce a system that would enable parents to understand their kids!]] Today, Eastern Computers employs nearly 350 people. It generated sales of 34 million dollars last year.

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

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

Gae Veit [VIGHT] said "I can do it" in a business in which women form a significant minority: The construction industry. She set out to create her own construction firm in 1982. Roadblocks surrounded Gae. Doubters accosted her. But she knew

what she wanted, and she got it.

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

These winners, and many more like them, show that all you need to make a difference in America is -- a fair chance.

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

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

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Thank you, congratulations, and God bless you all.

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

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

- 2 -

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

ITS SALES UNDER HIS LEADERSHIP HAVE RISEN FROM 30,000 DOLLARS A YEAR TO MORE THAN 36 MILLION DOLLARS.

GAE VEIT [VIGHT] SAID "I CAN DO IT" IN A BUSINESS IN WHICH WOMEN FORM A SIGNIFICANT MINORITY: THE CONSTRUCTION INDUSTRY. SHE SET OUT TO CREATE HER OWN CONSTRUCTION FIRM IN 1982. ROADBLOCKS SURROUNDED GAE. DOUBTERS ACCOSTED HER. BUT SHE KNEW WHAT SHE WANTED, AND SHE GOT IT.

SHE SHAPED HER VISION BY NAMING HER COMPANY SHINGOBEE [[SHING-O-BEE]] -- WHICH MEANS "BEAUTIFUL EVERGREEN TREE" IN HER SIOUX LANGUAGE. GAE'S BEAUTIFUL EVERGREEN TREE HAS GROWN FROM A SMALL SAPLING INTO A THING TO BEHOLD: A COMPANY THAT EXPECTS TO DO MORE THAN TEN MILLION DOLLARS' WORTH OF BUSINESS THIS YEAR.

THESE WINNERS, AND MANY MORE LIKE THEM, SHOW THAT ALL YOU NEED TO MAKE A DIFFERENCE IN AMERICA IS -- A FAIR CHANCE.

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

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

THANK YOU, CONGRATULATIONS, AND GOD BLESS YOU ALL.

# # #



Hinchliffe/Nix  
September 20, 1991  
Draft Three

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

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

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

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

Our free enterprise system also rewards a very important set of values. It rewards those with the courage to act on their

dreams. It rewards people who believe in themselves, believe in the virtue of hard work, and believe in serving the public. After all, a business can't succeed if it does not provide products and services that the public wants.

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

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

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

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

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Thank you, congratulations, and God bless you all.

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UNCLASSIFIED

CLASSIFICATION



AIR FORCE 1 FAX # 06

HEADQUARTERS 89TH MILITARY AIRLIFT WING  
AIR FORCE ONE  
ANDREWS AFB, MD 20331-7004  
WHCA COMMUNICATIONS CENTER  
TELEFAX SECURE # (202) 395-1206/07  
TELEFAX ADMIN # (202) 395-5521/22

DATE/TIME: 201515Z Sep '91

FROM: Air Force One/Tony Snow

TO: White House/Dan McGroarty X2930

REMARKS:

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4 PAGES

UNCLASSIFIED

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RECEIVED  
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1:37  
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make a difference, and build the foundations of a more prosperous future. They know that none of us can forget the privilege and responsibility we share -- to contribute to our communities. These winners think of others -- not just in building businesses that serve their communities and neighbors -- but also in volunteer activities. They each serve as points of light...

PLEASE PLEASE PLEASE check to see if these folks really do have volunteer records. If so, gin up some stories, some examples. If not, send the points of light talk into the circular file....

thought of helping disadvantaged Americans gain access to business resources and said: I can do it. Hefounded a technical and engineering service company, BAMS I, [?????] years ago. After eight years in the SBA's section 8-a program



THE WHITE HOUSE

WASHINGTON

91 SEP 23 P3:08

September 23, 1991

MEMORANDUM FOR TONY SNOW

FROM: ROGER B. PORTER RBP / SJH  
SUBJECT: Presidential Remarks: Minority Business  
Development

We have reviewed the attached remarks and have noted several suggested changes on the draft.

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: September 21, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, Monday 09/23

SUBJECT: PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
(09/20 draft three)

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input 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 forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, MONDAY, SEPTEMBER 23, with a copy to this office.

Thank you.

RESPONSE:

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

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P6:30

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

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Thank you, congratulations, and God bless you all.

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THE WHITE HOUSE  
WASHINGTON



DM/TS-P-3

September 23, 1991

MEMORANDUM FOR TONY SNOW  
DEPUTY ASSISTANT TO THE PRESIDENT  
FOR COMMUNICATIONS AND DIRECTOR OF SPEECHWRITING

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

SUBJECT: Presidential Remarks: Minority Business  
Development Week

At the request of Phillip D. Brady, Counsel's office has reviewed the captioned remarks. Changes are marked on the attached hard copy.

We appreciate the opportunity to review this matter.

cc: Phillip D. Brady

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P6:30

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

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

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**WHITE HOUSE STAFFING MEMORANDUM**

DATE: September 21, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, Monday 09/23

SUBJECT: PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
(09/20 draft three)

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input 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"/>

REMARKS:

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Thank you.

RESPONSE:

*Handwritten initials: "The DS"*

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

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P 6: 30

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

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

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

Each leader here today and the others across this land bear witness by their presence to the truth of a statement William Jennings Bryan made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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91 SEP 23 11:42  
**WHITE HOUSE STAFFING MEMORANDUM**

DATE: September 21, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, Monday 09/23

SUBJECT: PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
(09/20 draft three)

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	HORNER	<input type="checkbox"/>	<input type="checkbox"/>
SUNUNU	<input type="checkbox"/>	<input type="checkbox"/>	MCCLURE <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
SCOWCROFT	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PETERSMEYER	<input type="checkbox"/>	<input type="checkbox"/>
DARMAN <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	PORTER	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BRADY	<input type="checkbox"/>	<input checked="" type="checkbox"/>	ROGICH <i>→</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BROMLEY	<input type="checkbox"/>	<input type="checkbox"/>	SMITH <i>N/C</i>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CARD	<input type="checkbox"/>	<input checked="" type="checkbox"/>	SNOW	<input type="checkbox"/>	<input checked="" type="checkbox"/>
DEMAREST	<input checked="" type="checkbox"/>	<input type="checkbox"/>	_____	<input type="checkbox"/>	<input type="checkbox"/>
FITZWATER	<input type="checkbox"/>	<input checked="" type="checkbox"/>	_____	<input 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 forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, MONDAY, SEPTEMBER 23, with a copy to this office.

Thank you.

RESPONSE:

*Oh*  
*For SR*

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

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P6:30

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

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

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

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

Our free enterprise system also rewards a very important set of values. It rewards those with the courage to act on their

dreams. It rewards people who believe in themselves, believe in the virtue of hard work, and believe in serving the public. After all, a business can't succeed if it does not provide products and services that the public wants.

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

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

We rejoice that so much of our world now believes in unrestricted, individual enterprise -- the kind of enterprise demonstrated by the people we salute today. These awards celebrate the American spirit -- a spirit that looks past obstacles and challenges, identifies a goal, and says: I can do it.

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

[Now, if he could only produce a system that I could use.] ~~XXXXXXXXXX~~

X

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

Hugh Brown had an idea for a technical and engineering services company and said: I can do it. With help from the Small Business Administration's Section 8-a program, he did more than compete. He found his own place in our competitive economy. Today, ~~BAMSI~~ employs more than 1,300 people and its sales last year exceeded 39 million dollars.

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

Gae Veit [VIGHT] said "I can do it" in a business in which women form a significant minority: The construction industry. She set out to create her own construction firm in 1982. Roadblocks surrounded Gae. Doubters accosted her. But she knew what she wanted, and she got it.

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

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

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

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

Each leader here today and the others across this land bear witness by their presence to the truth of a statement William Jennings Bryan made nearly 100 years ago: "Destiny is not a matter of chance -- it is a matter of choice. It is not a thing to be waited for -- it is a thing to be achieved."

Thank you, congratulations, and God bless you all.

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MN-8.5

# WHITE HOUSE STAFFING MEMORANDUM

DATE: September 21, 1991 ACTION/CONCURRENCE/COMMENT DUE BY: NOON, Monday 09/23

SUBJECT: PRESIDENTIAL REMARKS: MINORITY BUSINESS DEVELOPMENT WEEK  
(09/20 draft three)

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

REMARKS:

Please forward your comments directly to Tony Snow, Rm. 122, x2930, no later than NOON, MONDAY, SEPTEMBER 23, with a copy to this office.

Thank you.

RESPONSE:

*See comments. Thanks.*  
*PK*  
*Paul Korfonta*  
*09/23/91*

*orig to [unclear]*

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

Hinchliffe/Nix  
September 20, 1991  
Draft Three

31 SEP 20 P6:30

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

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dreams. It rewards people who believe in themselves, believe in the virtue of hard work, and believe in serving the public. After all, a business can't succeed if it does not provide products and services that the public wants.

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

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

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Eleven years ago, Richard ~~Chang~~ <sup>Cheng (SBA)</sup> left the safe haven of academia, founded Eastern Computers, and said: I can do it. His company has pioneered the business of producing multilingual computer systems. [[Now, if he could only produce a system that would enable parents to understand their kids!]]

(Commerce)  
See attached Insert

✓

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

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

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Thank you, congratulations, and God bless you all.

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**Suggested Insert:**

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

(Hinchliffe/Nix)  
September 18, 1991 11 a.m.  
MINORITY Draft One

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

[ACKNOWLEDGEMENTS] Thank you. I know a lot of you started out building your own businesses from scratch -- so a special welcome to the White House, which is, after all, the ultimate mom and pop operation -- Barbara and I both work at home.

I'm proud to take part again in this special week, turning the spotlight on pioneers and heroes. Your theme makes such a positive statement: Building a Stronger America through Minority Business Development. That's exactly what you do. As America's minority businessmen and women, you enhance the quality of life. What you give to your communities is especially important. You demonstrate the excitement of possibilities, through your commitment to excellence. You uplift others by providing jobs, opportunity, and hope.

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

You play a vital role in our free enterprise system -- the

system that gains its greatness through challenging the individual. You prove that bureaucratic, top-down organization is not the answer. We value our precious system because it encourages initiative -- and because it does not stifle creativity or the willingness to take risks.

Tremendous exhilaration races across our globe. Countries are rejecting state-controlled economies because those systems simply do not work. They're learning something that we're glad to share with the world: nothing works like freedom.

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

That's what professor Richard Cheng said 11 years ago when he left the safety of academia to found Eastern Computers. Now he's turned his company into a world pioneer in developing and producing multi-lingual computer systems. Today his company employs over 345 people and in 1990 generated sales of \$34 million.

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

to over \$39 million -- and expanded its staff from 20 to more than 1,300.

Resilience, tenacity and industry -- those qualities define Raymond Haysbert. He persevered for almost 40 years to overcome widespread resistance to minority-owned businesses. Along the way, he transformed H.G. Parks into a household name -- kids across this country call: "More Parks Sausages, Mom! Please?" He shaped a company consistently ranked in the top 100 Black-Owned businesses -- a company that's seen yearly sales skyrocket from \$30,000 to \$36 million.

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

These winners, and many more like them, are real American success stories. They know no nation ever drowned in sweat. They know that the strength of America lies with those willing to take a chance and build for the future. They know that each of us must never forget the privilege and responsibility we share - - to contribute to our communities. So these terrific winners

find time to think of others. They're active volunteers, every one of them, shining among the points of light that reflect our nation's conscience and illuminate its social landscape.

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

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

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Thank you, congratulations, and God bless you all.

# # # # #

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

--Commerce? Congress?

--SHIN-go-bee; Vite like bite; Gae like Gay