FOIA Number: 2012-0741-F

FOIA MARKER

This is not a textual record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

Collection/Record Group: Clinton Presidential Records

Subgroup/Office of Origin: Public Liaison

Series/Staff Member: Alexis Herman

Subseries:

OA/ID Number: 2952

FolderID:

Folder Title:
[Invitations]-March 1994 Accepted [1]

Stack:	Row:	Section:	Shelf:	Position:
S	29	4	8	3

Withdrawal/Redaction Sheet
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. list	[Personally Identifiable Information] [partial] (7 pages)	03/00/1994	b(6)
002. email	From Michael Lufrano re: Final New York Manifest (3 pages)	03/09/1994	b(7)(C), b(7)(E), b(7)(F), b(6)

COLLECTION:

Clinton Presidential Records
Public Liaison
Alexis Herman
OA/Box Number: 2952

FOLDER TITLE:

[Invitations]-March 1994 Accepted [1]

2012-0741-F
rs2738

RESTRICTION CODES

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

- **P1 National Security Classified Information [(a)(1) of the PRA]**
- **P2 Relating to the appointment to Federal office [(a)(2) of the PRA]**
- **P3 Release would violate a Federal statute [(a)(3) of the PRA]**
- **P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]**
- **P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [a)(5) of the PRA]**
- **P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]**

- **C. Closed in accordance with restrictions contained in donor's deed of gift.**
- **PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).**
- **RR. Document will be reviewed upon request.**

Freedom of Information Act - [5 U.S.C. 552(b)]

- **b(1) National security classified information [(b)(1) of the FOIA]**
- **b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]**
- **b(3) Release would violate a Federal statute [(b)(3) of the FOIA]**
- **b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]**
- **b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]**
- **b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]**
- **b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]**
- **b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]**

March 2, 1994

MEMORANDUM TO Alexis Herman

FROM: Ben Johnson

RE: Health Care Briefing for African American National Associations

---

Date: March 3, 1994

Time: 9am to 11am

Location: Room 476, OEOB

Purpose: To brief Executive Directors of African American national associations on the Administrations health care proposal and solicit their support. After your introduction, Ira Magaziner will beging the briefing by giving an overview of the Clinton plan. He will then take a few questions from the audience before leaving for a meeting on the Hill. He will be followed by Dr. Risa Lavizzo Mourey who will present the Clinton plan from an African American perspective and take questions from the audience.

Participants: Approximately 25 leaders from key national associations are expected to be in attendance.

Agenda: Welcome....................Alexis Herman
Remarks....................Ira Magaziner
Remarks....................Dr. Risa Lavizzo Mourey
Closing....................Alexis Herman

March 2, 1994

MEMORANDUM TO Alexis Herman

FROM: Ben Johnson

RE: Minority Business Opportunity Meeting

Date: March 3, 1994

Time: 3pm

Location: Roosevelt Room

Purpose: To meet with a select group Minority Business Opportunity specialists to discuss minority business outreach programs in the federal government and explore ways to make them more effective under the Clinton Adminstration.

Participants: See attached list.

Minority Business Opportunity Brainstorming Session

Cassandra Pulley.... ......Small Business Administration 205-6605

Glenn Moore................Defense 703- 746-2601

Clearance White............HUD 708-3350

Oleta Fitzgerald...........Agriculture 720-6643

Joan Fonseca...............GSA 501-1021

Susan Johnson, HHS 690-7431

Tracy Pinson, Defense 703-697-1688

Howlie Davis 586-7970

Cheryl Cashin, WH

Keith Boykin, WH 67151

Jim Hackney, Commerce 482-5485

March 3, 1994

February 25, 1994

MEMORANDUM TO Alexis Herman

FROM: Ben Johnson

RE: Minority Business Opportunity Meeting

I've invited the following people to the March 3rd meeting on Minority Business Opportunity. I also intend to invite Keith Boykin. Please advise if someone else should be added.

Cassandra Pulley...............Small Business Administration
Glenn Moore....................Department of Defense
Oleta Fitzgerald...............Department of Agriculture
Joan Fonseca...................General Services Administration
Tracy Pinson...................Department of Defense
Corlis Moody...................Department of Energy
Gil Colon......................Department of Comerce
Cheryl Cashin..................NEC

AGENDA

Minority Business Opportunity Meeting

Thursday, March 3, 1994
Roosevelt Room
3:00 PM

Introductions/Overview of meeting

Are Minority Business Programs having an impact?

Which programs are the most successful?

What can we do to strengthen them under the Clinton Administration?

Minority Business Opportunity questions for Federal Agencies

1. List the Minority Business Programs in your agency and identify the legistlation and or policy that governs them.

2. Indentify the budget support for the programs.

3. What was your Minority Business Contracting record the past year?

4. Give the dollar amount awarded to minority firms.

5. How many minority firms are currently in your procurement pipeline?

- Expand before graduate
- Small Corporations
- [illegible] / Small Bus Opp
- 70-80% DOD
  2.7
  2.8
- Defense Conversion

SDB

OFFICE OF PUBLIC LIAISON
THE WHITE HOUSE
Alexis M. Herman, Director
(202) 456-2930
FAX (202) 456-6218

Dear Friend:

Thank you for attending our briefing. Please complete the form below so that we may have a record of your visit and can keep you informed about this issue. Give it to one of our OPL hosts before you leave. Also please let us know about other persons interested in and supportive of this issue.

We appreciate your interest and cooperation.

Alexis M. Herman

Name ______________________________

Title ______________________________

Organization ______________________________

Address ______________________________

City ______________ STATE ________ Zip ________

Phone (______) ______________ 2nd Phone (____) __________

Best calling times ______________________________

Briefing Issue ______________________ Date ____________

Comments (including interested others) ______________________________

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Agenda items

How are the programs set up now? List the regulations or legistlation that govern them.

What structural changes in reporting are needed? Should the reporting and followup mechanism be in the Office of the Secretary?

Should someone in the Whitehouse have oversight and monitoring responsibility for these programs?

Is there a need for an Excutive order on this subject from this POTUS?

Is there a need for a meeting with cabinet secretaries?

Did reinventing Government touch on these programs? If so, what were the recommendations?

- Tony Dunn
- Coordinator - MBDA
  - SBA
- Contract

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Address ______________________________

City ______________ STATE ______ Zip ________

Phone (_____) ______________ 2nd Phone (____) ________

Best calling times ______________________________

Briefing Issue ______________ Date ________

Comments (including interested others) ______________

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- [illegible]
- [illegible]
- [illegible]

March 2, 1994

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Participants: See attached list.

THE WHITE HOUSE

WASHINGTON

March 2, 1994

PHOTO OPPORTUNITY WITH EDWARD LOWE

DATE:	MARCH 3, 1994
TIME:	2:35 PM
LOCATION:	OVAL OFFICE
FROM:	ALEXIS HERMAN AMY ZISOOK

I. Purpose

To assist Erskine Bowles in recruiting major support for the SBA from the Lowe foundation by receiving Mr. Lowe's findings of "The Free Enterprise Project" which was convened by the Lowe Foundation following Mr. Lowe's participation in your Economic Summit in Little Rock.

II. Background

"The Free Enterprise Project" held six meetings during the early part of 1993 in six Midwestern cities in order to hear from small business owners about the concerns and issues which they believe to most directly affect them. They identified five categories:

- o Taxation
- o Regulations
- o Capital and Credit
- o Health Care
- o Access to Information

Edward Lowe is the founder of Edward Lowe Industries, which initiated the cat box filler industry. In 1990, Mr. Lowe sold the pet store line of Kitty Litter and grocery store line of Tidy Cat. Approximately $50 million of the proceeds from the sale have thus far been contributed to the Edward Lowe Foundation.

As an entrepreneur himself, Mr. Lowe has sought, through his Foundation, to encourage other entrepreneurs by supporting and conducting educational programs for small business owners. The Foundation is located in Cassapolis,Michigan and undertakes a variety of activities for the benefit of entrepreneurs. Among these is a newsletter, mentor programs and research into small business management techniques. The Lowe Foundation is also playing a role in the promotion of electronic information to small businesses by its award of $1 million to the Library of Congress to create an electronic library for entrepreneurs and to undertake activities to make the Library more user friendly for small businesses.

Edward Lowe will be invited to the reception and your speech at the G-7 Conference in Detroit on March 13 and 14.

III. Participants

The President
Edward Lowe, Chairman, Lowe Foundation
Darlene Lowe (Mrs. Edward)
Mark Schnarr, President, Lowe Foundation
Rodney Taylor, R. A. Taylor Associates
Phil Lader
Alexis Herman
Erskine Bowles

IV. Press Plan

Closed to press.

V. Sequence of Events

- o Erskine Bowles and Alexis Herman will brief you.
- o Guests are escorted into office by Amy Zisook.
- o Edward Lowe presents you with "The Free Enterprise Project" report.
- o Group photo is taken.
- o Alexis Herman and Erskine Bowles escort guests out of office.

VI. Remarks

None required.

THE WHITE HOUSE

WASHINGTON

March 3, 1994

HEALTH CARE MEETING WITH ALLIED GROUPS

DATE: Friday March 4, 1994
LOCATION: Cabinet Room
TIME: 10:30AM
From: Alexis Herman
Mike Lux
Debbie Fine

I. PURPOSE

This meeting has three purposes:

(1) to give a boost to the morale of leaders worried about the spin that the plan is dead,

(2) to reassure the participants that we will not compromise on health care behind closed doors and behind their backs, and

(3) to send a tough message that it is critical that they put more pressure on Congress if we are to pass a strong, progressive bill.

II. BACKGROUND

This meeting is one part of a larger strategy to energize and mobilize those constituencies on whom we are counting to be 'our base' in the health care issue, which includes labor, nurses, social workers and single payer activists. To reach out to allied groups in these constituencies we have set up bi-weekly meetings on overall strategy and on legislative strategy around specific provisions in the bill, and have scheduled administration representation at their legislative conferences.

The groups participating in this meeting are predominantly unions and liberal organizations that are amongst the most supportive of our approach. Several are officially single payer groups, but all are working closely with us on strategy and mobilization. Health reform is the top priority for each of these organizations, most of which have committed tremendous resources to the debate, either in targeted grassroots or media campaigns. Many are members of the Health Care Reform Project (HCRP), the coalition of supportive groups that Senator Rockefeller initiated, that is currently launching an extensive grassroots and media campaign.

Despite the strong support from these groups, there are several reasons why the trust we have been building with them during the past year needs to be reenforced. They include:

- some of the conciliatory statements to business and the National Governors Association, and the perceived effort that went into 'courting' business several weeks ago.

- the perception created by the press that we are compromising on different provisions behind closed doors, before mark up has even begun.

- the overwhelming anxiety about health reform that has developed because it is the most expansive and complex piece of social legislation since the '30's, and so many people have so much that is riding on it.

As the legislative process becomes more intense and the press continues to focus on the negative, these groups need reassurance that we can still win, and that the administration will not settle for a plan that is bare-bones minimum.

Following is background on each of the groups participating:

American Nurses Association (ANA): As you know, they have been very supportive of you since the campaign and throughout your term, primarily because of your efforts with health care reform. They are the the largest nursing association, representing two hundred thousand nurses.

Children's Defense Fund (CDF): We have had a very constructive relationship with them. They have been very active and are a member organization of the Health Care Reform Project. On Thursday, they released a report on the health care crisis for children, linking the crisis to a decline in coverage through parents' employers. The report calls for universal coverage, comprehensive benefits and the employer mandate to reverse this trend. Mrs. Clinton spoke via satellite at their annual conference on Thursday.

Citizen Action (CA): They have an effective grassroots campaign running in the targeted districts, with organizing staff and door-to-door canvassing operations in most targeted districts. On Thursday, they were the lead group organizing a protest with twenty-five other groups outside of the Republican retreat in Annapolis, calling for health care coverage for all Americans that meets the standards of the Republican members' health care. They are pro-single payer, and a member of HCRP.

Consortium of Citizens with Disabilities (CCD): CCD is a coalition of approximately 125 disabilities organizations, that focuses on all aspects of disability policy, with a strong emphasis on long-term services reform. Health care is at the top of their agenda, and they have been very active on a grassroots level.

Consumers Union (CU): CU which publishes Consumers Reports Magazine has been working to achieve universal health care since 1939, focusing on educating consumers about health care issues. They are a single payer group.

Interreligious Health Care Access Campaign (IHCAC): IHCAC is an interfaith coalition of over seventy-eight national and state religious denominations and organizations. They are the umbrella group in the religious community that is most active on the health care issue. They are a pro-single payer group, although they have not endorsed any one plan currently under consideration. They were recently part of a press conference that denounced the Christian Coalition's politicized campaign, stating universal coverage as an essential element of any health care package (with the Health Security Act and the single payer bill being the only two to meet that standard), and encouraging constructive involvement in the health care debate.

League of Women Voters of the United States (LWV): The League of Women Voters has a strong network in its state and local chapters. Its Education Fund, whose mission is to increase public understanding of major policy issues, has put health care at the top of its agenda and has been organizing forums in targeted districts around the country. It is also a member of the HCRP and participating in grassroots and media activities through the Project.

National Association of Social Workers (NASW): They have worked very constructively with us on a variety of issues, with health care being the primary one. They are a pro-single payer group, and a member of the Health Care Reform Project.

The Unions: The unions participating today are AFL-CIO, AFSCME, SEIU, National Education Association (NEA), United Steelworkers of America, United Food and Commercial Workers, International Brotherhood of Teamsters and Communications Workers of America. Labor has been our strongest ally on health care reform, committing extensive resources to grassroots mobilization. AFL-CIO, AFSCME, SEIU and NEA are all member organizations of the Health Care Reform Project.

III. PARTICIPANTS

From the White House
The President
The Vice President
Alexis Herman
Mike Lux

Group Participants

Ann Abbott:	President, National Association of Social Workers.
Ira Arlook:	Executive Director, Citizen Action. He was one of the founders of Citizen Action. You met with him during the campaign on the Cleveland bus tour; his wife is Karen Nussbaum, Director of the Women's Bureau at the Department of Labor.
Morton Bahr:	President, Communications Workers of America and vice-President of the AFL-CIO.
George Becker:	International President, United Steelworkers of America.
Ronald (Aaron) Belk:	International Vice President and Assistant to the President, International Brotherhood of Teamsters.
Virginia Trotter Betts:	President, American Nurses Association.
Pat Brady (Ms.):	Chair of Advocacy for the League of Women Voters Board of Directors, and a member of the Board of Trustees of the League of Women Voters Education Fund.
Douglas Dority:	President, United Food and Commercial Workers.
Rhoda Karpatkin:	President, Consumer's Union of the United States, Inc. (She had an accident on Thursday and may be replaced by Linda Lipsen, Legislative Director.)
Paul Marchand:	Chair, Consortium of Citizens with Disabilities and Director of Government Affairs for the Arc, the largest organization dealing with mental retardation policy. He attended the disabilities meeting you held in July last year.
Gerald (Gerry) McEntee:	International President, American Federation of State, County and Municipal Employees (AFSCME). He is also Vice-President of the AFL-CIO and a member of its Executive Council.
Ken Melley:	Assistant Executive Director, National Education Association.
Sarah Naylor:	Chair of the Interreligious Health Care Access Campaign. She is also Assistant Director of the Lutheran Office for Governmental Affairs of the Evangelical Church in America.
Carol Regan:	Health Director, Children's Defense Fund. She is here representing Marian Wright Edelman, who is at their annual conference in Cincinnati.
John Sweeney:	He is President of Service Employees International Union, and is also representing AFL-CIO, for which he is a vice-President and a member of its Executive Council, and Chair of its Health Care Committee.

IV. PRESS PLAN

Closed to the press.

V. SEQUENCE OF EVENTS

- The President and the Vice President will join the participants in the Cabinet Room.
- The President will welcome participants and make brief remarks.
- The President will open up the meeting for an informal discussion on health care strategy.
- Alexis Herman will close the discussion.
- Following closing, you will depart the same way you entered.

VI. REMARKS

- See attached talking points.

TALKING POINTS

HEALTH CARE MEETING WITH ALLIED GROUPS

- Thank you for everything you have done, not only throughout the year, but for many years -- and in some cases decades. Without you, health reform would never have made it onto the national agenda. And without your help in these crucial next few months, we cannot win this fight.

- I want you to know that I am solemnly and passionately committed to the goals I have laid out for health reform, and I believe my plan offers the best way to achieve those goals:

  - health security for every American,
  - tough cost controls,
  - a guaranteed choice of doctor and plan,
  - making the system more simple for consumers and providers,
  - making sure all Americans take some responsibility for our health care system, and
  - making sure we preserve and enhance the quality of our care.

- I have always said to members of Congress or interest groups who oppose us: if you have a better idea for truly reaching these goals, let's hear it and we'll talk about it. But I will not waiver on my goals.

- I need you to fight for these goals with all your heart and soul. This bill will not pass just by me pushing for it: you have to push like crazy.

- If you aren't mobilizing your grassroots membership to tell Congress they like my approach, it will be impossible for me to hold the line on the things important to all of us in this bill.

Greeters:

Bob Elsner - ASAE Chairman

Bill Taylor - ASAE President

Neil Offen - President of Direct Selling Association

10:15

THE WHITE HOUSE

WASHINGTON

March 7, 1994

SPEECH TO THE AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES ANNUAL "MANAGEMENT AND MEETINGS FORUM"

DATE:	March 8, 1994
LOCATION:	Washington Convention Center
TIME:	10:45 am
FROM:	Alexis Herman Amy Zisook

I. PURPOSE

To deliver your new five point message on health care reform.

II. BACKGROUND

The American Society of Assocations Executives (ASAE) is essentially the association of associations. It is an individual membership organization of over 22,000 association executives and suppliers. This includes the presidents of all the professional and trade associations in the United States. Its members manage trade associations, individual membership societies and volunteer organizations. (These include, the American Academy of Family Physicians, American Nurses Association, Direct Selling Association, Equipment Leasing Associations, National Association of Realtors, National Association of Social Workers, National Auto Dealers Association, and the National Bar Association). Their mission is to educate their members on how to do a better job of managing their associations.

Some interesting statistics about their members:

Over 90% offer education programs, (associations are the primary source of continuing education).

Over 50% are involved in setting product and safety standards.

45% are involved in setting ethical standards.

65% gather statistics and carry out research on behalf of their industries.

25% are heavily involved in community service. **Eli Segal will be speaking to the convention and asking for the support of the associations for the National Service program.**

They are a non-partisan organization with large communications outreach capabilities. Their members' trade publications, which reach over 200 million Americans, are an excellent vehicle for our outreach efforts on your policy initiatives. Throughout the last year, the Office of Public Liaison has worked closely with ASAE. Alexis Herman, Doris Matsui and Amy Zisook have appeared at a number of ASAE events, including their convention last year. This has generated significant interest on behalf of the ASAE membership. Some of these events have been carried live on C-SPAN and all have been reported on in the ASAE newsletter.

ASAE has not and most likely will not take a position on health care reform. However, they have been meeting with Ira Magaziner and others and have proposed an amendment that would allow qualified association health plans to continue to operate under health care reform, functioning much like an alliance.

ASAE's studies indicate that more than 25% of associations have one or more sponsored insurance program(s) and the number of association-sponsored programs is growing by 20% a year. $39.4 billion is collected annually by associations in casualty and property premiums and $43.8 billion is collected annually in life and health premiums. According to a recent ASAE survey, associations represent the largest health insurance market in the U.S. Of the 780 associations surveyed, they reported over $6.2 billion in health premiums, more than the $6.1 billion written by Prudential last year.

ASAE has filed a lawsuit against the government challenging the constitutionality of the provision in last year's budget bill closing the "lobbyist loophole." This tax law change, which you proposed in last years State of the Union, would end the deductibility of lobbying expenses, and would affect the dues structure of ASAE's members.

One of the greeters, Neil Offen (President, Direct Selling Association and former Vice Chairman, ASAE) was a strong supporter during the campaign and continues to be a major supportor of the administration.

III. PARTICIPANTS

Greeters:

Bill Taylor,	President, ASAE
Bob Elsner,	Chairman, ASAE and Executive Vice President, California Medical Association
Neil Offen,	President Direct Selling Association and Former Vice Chairman, ASAE.

Participants in photo after your speech:

Bob Elsner
Nancy Elsner
William Taylor
Jeanette Taylor
Elaine Binder, Executive Committee Member, ASAE and Executive Director, B'nai B'rith Women

Donald Gardiner, Executive Committee Member, ASAE and Executive Vice President, National Association of Professional Insurance Agents
Bradford Claxton, Chairman-elect, ASAE and Executive Director, American Academy of Dermatology
Patricia Claxton
Barbara Byrd-Lawler, Executive Committee Member, ASAE and Executive Vice President and CEO, Community Association Institute
John Westenberger, Executive Committee Member, ASAE and Executive Director, Medical Association of Atlanta
Jon Grove, Executive Vice President, ASAE
Marilyn Grove

About 2,000 ASAE members will attend your speech.

IV. PRESS PLAN

Open Press. The speech will be up on satellite to allow greater local affiliate coverage.

V. SEQUENCE

- o WHCA will announce you and Bob Elsner.
- o Bob Elsner will make brief remarks and introduce you.
- o You make remarks.
- o You exit stage left and work ropeline.
- o After you work the ropeline, you proceed backstage (stage right) and meet briefly for a photo with members of the ASAE Executive Committee.
- o You depart the Convention Center enroute the White House.

VI. REMARKS

To be provided by speechwriting.

RESERVED

asae

asae

RESERVED

HEALTH CARE
MESSAGE STATEMENT

Here's how the President's health reform works:

- **Guaranteed private insurance.** We want to guarantee private insurance coverage to every American. Comprehensive coverage that can never be taken away.

- **Choice.** We want everyone to have the right to choose their own doctor and their own health plan. We want to make sure you get high-quality care by giving you the choice, not your boss or insurance company.

- **Outlawing unfair insurance practices.** We want to make it illegal for insurance companies to jack up your rates or drop you if you get sick, charge older people more than younger, or take away your benefits. That's how you'll get affordable insurance you can depend on.

- **Protection of Medicare.** Medicare will stay as it is now. Older Americans have a right to count on Medicare and choose their doctor. We also want to cover prescription drugs and begin to cover long term care.

- **Health benefits guaranteed at work.** Every job should come with health benefits. Most jobs do today. And yet 8 out of 10 Americans who have no insurance do have jobs. We want everyone to have health benefits guaranteed at work. The government will provide discounts for small businesses and help cover the unemployed.

Everyone will be covered.
Everyone.
Everyday. Always.

THE PRESIDENT'S HEALTH CARE REFORM: Understanding What It Means For You and Your Family

Introduction: The Health Care Crisis

1. They say there's no crisis, but they're wrong.

   A. Even if you have good insurance today, you can lose it tomorrow.

   2 million Americans a month lose their insurance.

   B. You're getting cheated by insurance company fine print.

   81 million Americans have "pre-existing conditions" that insurers use to raise rates or deny coverage. 3 out of 4 insurance policies have lifetime limits that cut off benefits when you need them most.

   C. You're paying more and getting less. And your choices are declining.

2. The insurance companies don't like the President's reform. But the President didn't design his reform for the insurance companies -- he designed it for you.

3. So don't let the insurance companies tell you what to think. I'm here to tell you how the President's reform will protect you and your family from a future of being squeezed -- getting lower-quality care, fewer choices and higher bills.

4. The bottom line is this: the President wants to strengthen what's right about our health care system and fix what's wrong in order to guarantee private insurance to every American.

A VISION OF HEALTH SECURITY

Here's how the President's health reform will work.

1. **Guaranteed private insurance.**

The President's proposal will guarantee every American private health insurance. Comprehensive coverage that can never be taken away.

Everyone will get a Health Security card that will guarantee:

- Benefits as good as what America's biggest companies offer and what members of Congress get. Your benefits will include prescription drugs and preventive care -- things often not covered today.

- Protection against the devastating costs of serious illness. That means a low deductible and absolutely no lifetime limits on your benefits.

Contrast:
America faces 3 choices:
- government insurance for everybody
- leaving people without insurance
- guaranteed private insurance

The President has told the Congress he will veto a bill which doesn't cover everybody because it's not real reform.

2. **Choice of doctor and health plan.**

You will:

- choose your doctor
  and
- choose your health plan.

We want to make sure you get high-quality care by giving you the choice, not your boss or insurance company.

With your Health Security card, you'll be able to follow your doctor to any plan you choose:

- a plan where you can see any doctor in your community -- they call these "fee for service" plans
- a network of doctors and hospitals
- or an HMO

We're against forcing people into HMOs.

<u>Contrast</u>:
If we do nothing, more and more employers will try to cut costs by limiting your choice of plan and doctor.

3. **Outlawing unfair insurance practices.**

We need a system of coverage that guarantees affordable insurance people can depend on.

That's why the President's reform makes sure that insurance companies don't boost premiums faster than your wages go up.

It will also be illegal for insurance companies to:

1) increase your rates if you get sick
2) drop your coverage
3) use "lifetime limits" to cut off your benefits
4) charge older people more than younger people
5) take away your benefits
6) use more than one standard claims form

That's why the insurance companies have spent over $14 million on advertising to scare the American people and block the President's plan -- but you know, the President designed this plan for the American people, not the insurance companies.

<u>Contrast</u>:
You will continue to be at the mercy of the insurance companies -- which means they could raise your premiums unreasonably, increase your rates or drop your coverage when you get sick, take away your benefits or charge you more if you're older or have a "preexisting condition."

You will continue to pay more and get less.

4. **Protection of Medicare.**

The President believes very strongly that health reform must be good for older Americans. That's why his proposal preserves and protects Medicare.

The American Association of Retired Persons (AARP) says that the President's approach is the "best option for senior citizens."

Older Americans will have:

- the right to choose their doctor
- new prescription drug coverage
- some long term care protection

Contrast:
The President wants to make sure that every penny of Medicare money is used for seniors.
But others want to take Medicare money away from seniors.

5. **Health benefits guaranteed at work.** We want everyone who works to get health insurance at work, with employers and employees both paying part of the cost.

This is the best way to make sure everyone has coverage because:

- That's where nine out of ten Americans with private insurance get it today.

- Eight out of ten people without insurance are in working families.

Small businesses will get discounted insurance. And the government will help older Americans, the unemployed and people between jobs. It's not right that people who leave welfare for work are often forced to give up their benefits.

If you're working, your employer and you will share the costs. Your employer will pay at least 80% of the premium. You'll pay the rest.

Contrast:
Others want to encourage your boss to cut back your benefits and put the burden solely on your family.

III. Conclusion: The President's Reform Works For You

1. So that's how the President's reform works.

- Guaranteed private insurance.
- You choose your doctor and health plan -- not your boss or insurance company.
- Outlawing unfair insurance practices.
- Protection of Medicare.
- Health benefits guaranteed at work.

Now it's up to us to stand with the President against the special interests.

2. The President's reform works for you and your doctor. That's why the people on the front lines -- America's largest associations of nurses, family physicians, pediatricians and pharmacists -- support it and believe it will work.

3) Opponents will try to confuse the issue by making it seem more complicated, but it's really pretty simple:

- If the President's reform passes, you'll know this: You'll get a Health Security card which guarantees you that you can pick any doctor you want, fill out one form, and you're covered.

4) This is the right thing to do, and with your help, it's going to happen this year.

Energy and Commerce Committee- As of 3/7/94

Priority	Member	Dist.	Field Staff	TV/Radio	Phone Bank (As of 3/12)	Mailings (AS OF 3/12)	POTUS	FLOTUS	Surrogate
#1	Slattery	KS-2	Yes	Yes	Yes	Yes	**No**	**No**	Yes
#2	Boucher	VA-9	**No**	**No**	Yes	Yes	**No**	**No**	Yes
#3	Lambert	AR-1	N/A	N/A	N/A	N/A	N/A	N/A	N/A
#4	Margolies-Mezvinsky	PA-13	Yes	Yes	Yes	Yes	**No**	Yes	Yes
#5	Lehman	CA-19	Yes	Yes	Yes	Yes	**No**	**No**	Yes
#6	Schenk	CA-49	Yes	Yes	Yes	Yes	**No**	**No**	Yes
#7	Pallone	NJ-6	Yes	**No**	Yes	Yes	Yes	Yes	**No**
#8	Rowland	GA-8	**No**	**No**	**No**	**No**	**No**	**No**	Yes
#9	Tauzin	LA-3	Yes	**No**	Yes	Yes	**No**	**No**	**No**
#10	Bilirakis (R)	FL-9	Yes	**No**	**No**	**No**	**No**	**No**	**No**
#11	Cooper	TN-4	Yes	**No**	Yes	Yes	**No**	**No**	**No**
		<u>Key:</u>							
		Dist.		Congressional District					
		N/A-		Not available as of 3/7					
		POTUS/FLOTUS-		Traveled to Dist.					
		Surrogate-		Traveled to Dist.					

Ways and Means Committee- As of 3/7/94

Priority	Member	Dist.	Field Staff	TV/Radio	Phone Bank	Mailings	POTUS	FLOTUS	Surrogate
					(As of 3/12)	(AS OF 3/12)			
#1	Rangel	NY-15	Yes	**No**	**No**	Yes	**No**	**No**	Yes
#2	Hoagland	NE-2	Yes	Yes	Yes	Yes	**No**	**No**	Yes
#3	Neal	MA-2	Yes	Yes	Yes	Yes	**No**	**No**	Yes
#4	Brewster	OK-3	**No**	Yes	Yes	Yes	**No**	**No**	**No**
#5	Kleczka	WI-4	Yes	Yes	Yes	Yes	**No**	**No**	**No**
#6	Pickle	TX-10	Yes	**No**	**No**	**No**	**No**	**No**	Yes
#7	Andrews	TX-25	**No**	**No**	**No**	**No**	**No**	**No**	Yes
#8	Payne	VA-5	**No**	Yes	Yes	Yes	**No**	**No**	Yes

Key:

Dist.	Congressional District
N/A-	Not available as of 3/7
POTUS/FLOTUS-	Traveled to Dist.
Surrogate-	Traveled to Dist.

March 8, 1994

MEMORANDUM TO ALEXIS HERMAN

FROM: DONALD DUNN

SUBJECT: HIGHLIGHTS FROM HEALTH CARE MEETING ON 3/7

I put together two charts with information on the Energy & Commerce Committee and the Ways & Means Committee. The information outlines the top districts on each committee and whether or not they have: field staff, advertising, mailings, and POTUS/FLOTUS activity.

The following were concerns and comments you had during the meeting:

- need field staff in each district and coordinate with one another

- want field reports to build a sense of accountability
  - conference calls

- want to know when all districts are having town hall meetings

- have overall plan for the week leading up to the break and after the break. We can not let this time be idle.

Mike Lux wanted to empower one person in each district and give them six goals to follow that will be followed in each district.

PRESIDENT WILLIAM JEFFERSON CLINTON
AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES
WASHINGTON, D.C.
MARCH 8, 1994

[ACKNOWLEDGEMENTS: BOB ELSNER, EXECUTIVE VICE PRESIDENT OF THE CALIFORNIA MEDICAL ASSOCIATION, AND CHAIRMAN OF THE SOCIETY OF ASSOCIATION EXECUTIVES, FOR THE INTRODUCTION; BILL TAYLOR, PRESIDENT OF THE SOCIETY, FOR THE INVITATION; AND, (IN THE AUDIENCE IF NOT ON STAGE) NEIL OFFEN, PRESIDENT OF THE DIRECT SELLING ASSOCIATION, A FRIEND AND STRONG SUPPORTER OF MANY OF THE INITIATIVES WE HAVE SET FORTH TO RESTORE THE ECONOMY AND INVEST IN OUR PEOPLE.]

My job as President is to help give every American the chance to reach their God-given potential, and to bring our people together to meet the challenges we face.

This year we have an historic opportunity to meet one of those challenges.

After 60 years of false starts and obstruction, we have an opportunity to give every American health security. This is a once-in-a-lifetime moment, and I am convinced we will seize it.

For individuals, health security will mean freedom from fear... freedom to prosper... freedom to make choices we don't have now and to regain a measure of dignity in a health care system that offers too little.

For our nation, it will mean the freedom to invest in the future... a chance to finally control the deficit... the opportunity to make this economy grow, to create jobs, and to lift the incomes of the American people.

You represent more than 22,000 members who serve tens of millions of Americans. Engineers and teachers, pharmacists and farmers, bankers and Red Cross volunteers -- these are the kinds of Americans served by the American Society of Association Executives.

Next year, the ASAE will turn 75. For your entire history, you have shown the importance of representation, and what can be achieved when people come together around shared goals and ideas.

But I too have been elected to represent an association -- the "Association of All The American People". And my association wants us to solve the crisis in health care.

It is a simple request. The American people want to pay a reasonable price for health insurance, and they want it to be there when they need it.

That is what health insurance used to mean. That is what it should mean. And that is what it will mean, when our work is done.

There are people who have already written off our chances to reform health care. Well I say to the naysayers, the pessimists, and the obituary writers: not so fast. The American people and their representatives on Capitol Hill are going to join with me and we're going to get it right. We've shown that change is possible -- and we're going to do it again.

We must do this, because as the health care system has become more and more fragile, so has the freedom and security of most Americans. That is the reality.

The reality is: even if you have good health insurance today you might not have it tomorrow.

Pre-existing conditions leave 81 million Americans at risk. Insurance companies can raise their rates or deny them coverage. And three out of every four of us have lifetime limits on what our policies will pay, buried in the fine print. For too many that means they can lose their coverage just when they need it most. That's reality.

Two million families lose their insurance every month. That's reality.

This system has stopped serving the American people. It is broken. And today I want to lay out for you how we're going to fix it.

We want to guarantee private health insurance for every American;

We want to guard your right to choose your own doctor, and improve the quality of your health care;

We want to limit how much insurance companies can raise your rates, and make it illegal for them to drop you;

We want to protect and dramatically improve Medicare and health care for older Americans; and,

We want to provide health benefits through the workplace, because that's the best way to cover everyone.

This is our approach. It's not complicated, although millions have been spent to make you think it is. It uses what works today to fix what's wrong.

If you know how to use a credit card, you can use the Health Security card. [HOLD UP CARD] If you know how to use a bank card, you can use the Health Security card. If you use your Social Security card, you'll be able to use a Health Security card.

Here's how it'll work:

You get your card. You choose your doctor. You choose your plan. You fill out one form. You get your health care. And it can never be taken away.

Guaranteed Private Insurance For All

We begin by guaranteeing private insurance for every American.

Everyone must be covered. Always. That is the only way to guarantee security. As long insurance companies hold the cards -- as long as any of us at any time can be denied coverage or dropped from coverage -- none of us is secure. And as long as some Americans pay the price for those who don't have insurance, we will never get costs under control.

Those are the main reasons we want to cover every American. And if Congress sends me a bill that doesn't, I'll veto it.

And the benefits package must be comprehensive. Under our proposal, your Health Security card will guarantee everyone benefits similar to those provided by America's largest corporations, and equal to what Members of Congress get. Plus preventive care -- immunizations, mammograms, physicals, prescription drugs. We must keep our people healthy, not just treat them after they get sick.

Choices Preserved and Enhanced

Next we want to preserve and enhance your choice of doctor and health plan, because that's the best way to guarantee high quality health care.

Today, even the employees of the most generous companies have begun to lose their health care choices. High health care costs have forced employers to limit your choice of plans, and tell you which doctors you can see.

But choice is one of the best things about American health care, and we must protect the right of all Americans to choose their doctors and their health plans.

Under our proposal your choice of doctors goes with your card. Once you get your Health Security card, you choose a health plan. It can be a plan that lets you use any doctor or hospital that you want. Or it can be a plan that lets you use a network of doctors or hospitals. Or, you can join an HMO. It's your choice.

With your card you keep your doctor, or choose another. It's your choice.

Guaranteed choice means high quality care. We all know our benefits are being cut back, choices taken away, and bills going up. And you're caught in the middle, feeling the squeeze.

When it comes to choice, we have a choice. We can continue to standby while your options disappear, or we can guarantee your choice, and maintain your quality of care.

Insurance That Can Never Be Taken Away

The next step is to make sure that you'll always have affordable insurance you can depend on.

That's why we want to make it illegal for insurance companies to raise your rates unreasonably... to drop your coverage... to increase your rates if you get sick... to set "lifetime benefits" to cut you off entirely... or, to charge you more simply because you are over a certain age. Those practices are wrong and I will stop them.

We're taking these steps to put control of health coverage back in the hands of the American people. Today insurance companies have all the power and average Americans have none. The result is that the life savings, the peace of mind, the sense of security of every single citizen is in jeopardy. And I won't accept it any longer.

Protecting and Expanding Medicare

Medicare is one of the best things about American health care, because it works. It provides health security for millions of older Americans.

The question is how we can keep Medicare healthy while our population grows older. The question is how, as health care costs keeps rising, we can take care of our own.

Again, we can do it by keeping what's right and fixing what's wrong. Only one proposal before Congress keeps Medicare strong and makes it stronger, and that's ours.

Under our approach, if you get Medicare you keep it. You keep your doctor if that's your choice. Your Medicare security stays intact for as long as you want it, just like now. And because we plow Medicare savings back into health care for older Americans, we provide profoundly important new benefits for older Americans as well.

Under our proposal people receiving Medicare will get coverage for prescription drugs. And we also begin to provide coverage for long term care based in your home or community. Protecting Medicare, adding prescription drug coverage, more long term care options. The success of a health care reform must be measured by how it treats older Americans -- because they are the people whom need it most.

Insurance Through The Workplace

Finally, we must guarantee everyone who works health benefits at work. Here's why.

Today nine out of ten Americans who have private insurance are covered this way. Expanding this let's us reach most of the uninsured, since eight out of ten of the uninsured are in working families. It's based on shared responsibility. It's the easiest and simplest way to accomplish our goal.

It's also the right thing to do. Today people on welfare get guaranteed health insurance while people with jobs may or may not be covered. That's wrong. I believe people who work should have health insurance.

If we are to guarantee this, we must -- and we do -- protect small businesses. We provide discounts for small businesses, and full tax deductibility for the self-employed. And we give them the same bargaining power as any big business has.

These steps will be a vast improvement, especially for the majority of small businesses -- many represented by your Associations -- that provide health insurance for their employees. Today you pay 35 to 40 per cent more than big business for the same coverage. And you pay for others who don't pay anything, and leave their employees uncovered. We ask everyone to take some responsibility. And we protect you in the process.

That's how we make sure that everyone is covered. Anyone who works will get coverage at work. Employers will be asked to contribute, as will employees. The government will cover those between jobs, and will continue to cover older Americans with Medicare.

But make no mistake: I want a private health care system. More government and more bureaucracy won't solve what's wrong with our health care system. A better private system will, and that's our goal.

We want to use what's right about American health care to fix what's wrong.

We want to guarantee every American permanent private health insurance;

We want to safeguard your right to choose your own doctor, and improve the high quality of your health care;

We want to limit how much insurance companies can raise your rates, and make it illegal for them to drop you;

We want to protect and dramatically improve Medicare and health care for older Americans; and,

We want to provide health benefits through the workplace, because that is the best way to cover everyone.

Cover everyone. Keep your choice of doctor. Make health insurance fair. Protect Medicare. And guarantee health benefits at work. That's my plan. It will work. And those on the front lines of health care agree.

The largest Associations of America's family physicians, pediatricians, nurses, and pharmacists, support it. They've studied our approach and they know it will work for everyone.

Our approach wasn't designed <u>against</u> anyone. It is designed <u>for</u> the American people.

Health reform is about giving life to our best values.

When Americans who work hard and care for their families are financially destroyed in an instant, it undermines everything we stand for.

When the rest of us pay more because the irresponsible pay nothing, it undercuts the link between opportunity and responsibility that built this nation.

When every month 8 million older Americans must choose between food and medicine, it breaks our promise to care for those who cared for us.

Providing health care to all our people will reconnect our values to our policies. That is why I know it will pass.

I began today talking about our freedom and our future and the opportunity that history has given us.

Health security **is** about freedom. It **is** about progress. It's about putting our values to work, and about still believing in ourselves enough to give our dreams a chance. That's why, this year, we will give every American the freedom that only real health security can mean.

Thank you very much.

American Society of Association Executives

Attending Organizations that are Generally Supportive of the Clinton Approach
March 8, 1994

- American Association of Critical-Care Nurses
- American Lung Association
  - American Lung Association of Maryland
- American Medical Women's Association
- American Nurses Association
  - New Jersey State Nurses Association
  - New York State Nurses Association
  - North Carolina Nurses Association
- American Occupational Therapy Association
- American Psychological Association
  - Connecticut Psychological Association
- American Speech-Language-Hearing Association
- B'nai B'rith Women
- California Association of Marriage and Family Therapists
- California Medical Association
- Diabetes Association of Greater Cleveland
- Epilepsy Foundation of America
- Florida Academy of Family Physicians
- Illinois Academy of Family Physicians
- National Association of Social Workers -- Florida Chapter
- National Council of Negro Women
- National Education Association of New Hampshire
- National Education Association of New York
- National Leadership Coalition on AIDS
- Presbyterian Church, U.S.A.

March 8, 1994

MEMORANDUM FOR THE CABINET

FROM: GENE SPERLING
MEEGHAN PRUNTY
KIM O'NEILL

SUBJECT: **Workplace Coverage: Information Packet**

Please find attached an information packet on "Guaranteed Coverage at Work". It contains:

- Guaranteed Coverage at Work: Talking Points

- A Brief History of Employer-Provided Insurance in America

- Employer Responsibility: The Hawaii Example

- Health Reform and American Jobs

- *"Why Employer Mandate?"*, Roger Altman, Washington Post, 2/25/94

- Possible Sites for Events on Employer-Provided Insurance

- Guaranteed Coverage at Work: Questions and Answers
  1. Why workplace coverage?
  2. Won't this requirement result in huge job losses?
  3. What is the impact of this requirement on small businesses?
  4. Why don't we just have an individual mandate?
  5. How dare the federal government tell me what I can and cannot do for my own employees?
  6: Do you agree with the CBO decision to put the premiums from this requirement in the federal budget?
  7. Isn't it true that even Laura Tyson said that health care reform will cost 600,000 jobs?
  8. Aren't the caps to firms the same as a payroll tax on high-wage employees?
  9. Why do we need universal coverage anyway?

- Possible Topics for Economic Health Care Op-eds

GUARANTEED COVERAGE AT WORK
TALKING POINTS

SUMMARY: *The President's bottom line is guaranteed private health insurance for every American. There are only three ways to achieve this: government insurance, guaranteed coverage at work, or an individual/family mandate. The President chose to build upon the current system and ask all businesses to do what the most successful American companies do today -- provide health coverage for their employees. The critics' claim that this will lead to job loss has been disputed by independent economists -- and a number of credible studies have concluded that the plan will actually create jobs.*

ONLY THREE WAYS TO PROVIDE GUARANTEED COVERAGE:

- There are only three ways to guarantee health coverage for all Americans. One is to raise a broad-based tax to finance government-provided insurance. The second is to require employers to contribute to the cost of coverage for all of their workers. The third is to require all individuals and families to purchase insurance for themselves. Whether it's the government, employers, individuals, or some combination... for everyone to have coverage, someone has to pay.

WHY NOT AN INDIVIDUAL / FAMILY MANDATE?

- Some critics of our plan support an individual / family mandate. But, to date, no one has proposed an individual mandate that would provide health insurance for every American without causing large disruptions to the current system. For example, under the family mandate currently before Congress, employers across the country would face incentives to drop coverage -- forcing individuals and families to bear the full burden of health care costs without help from their employers.

EMPLOYER CONTRIBUTION BUILDS ON CURRENT SYSTEM:

- The best way to achieve guaranteed coverage is to build on what we know works. Right now, nine out of ten people who have private insurance get it through employers. [EBRI with 1993 CPS data, 1/94]

- Excluding the smallest companies -- those with less than 5 employees -- the vast majority of businesses (between 75 and 90%) provide insurance. Even among the smallest companies, more than half provide coverage and many of the rest say they would if they could afford it. And the most competitive businesses -- including nearly every company on the Fortune 500 list -- provide medical coverage to their employees. [Jennifer Edwards et al, Data Watch, Spring 1992; NFIB 1990; Daily Labor Report, 3/1/94]

- Eight out of ten people who do not have health insurance are in working families -- workers or dependents of workers. [EBRI, 1994]

NO COST SHIFTING SAVES MONEY FOR FIRMS THAT NOW PROVIDE:

- When all employers take responsibility, costs will be substantially reduced for businesses that currently provide insurance. The CBO confirmed that: *"Universal coverage would mean that those firms that now offer insurance would not longer need to pay indirectly through higher doctor and hospital bills for the care given to uninsured workers and their families. On the other hand, firms that do not now provide insurance could not longer ride free."* [Reischauer Testimony, Senate Finance Committee, 2/9/94]

- This is why the Wall Street Journal wrote: "*For many small businesses, saddled with escalating health care costs, President Clinton's health care package comes as an unexpected windfall*" and Henry Aaron of the Brookings Institution said that "*Successful implementation of health care reform is one of the best pieces of news American business could receive.*" [Wall Street Journal, *"Small Business Sees Burdens Getting Lighter"*, 9/13/93]

- A system of shared responsibility, where all employers and individuals pay their fair share, will stop the cost-shifting that goes on today when businesses that provide coverage have to pay higher premiums to compensate for those that do not. Today, 8 of 10 Americans without insurance are in working families, and firms that provide insurance end up picking up the bill when these uninsured individuals go to the hospital and can't pay for it.

EVEN WHILE COVERING EVERYONE, BUSINESSES SAVE BILLIONS:

- Even when new spending from those businesses that do not now provide insurance is included, the non-partisan CBO concluded that American businesses as a whole see dramatic savings under reform. *"[The President's proposal] would sharply reduce the growth of employer spending for health insurance. By 2004, employers would save about $90 billion for active workers and more than $15 billion for early retirees... "* [*"Analysis of the Administration's Health Proposal"*, CBO, 2/9/94]

JOBS – EXPERTS SAY NEGLIGIBLE IMPACT OR NET CREATION:

- The non-partisan CBO analysis states clearly that the President's approach will have a negligible net effect on employment. *"The Clinton plan, [CBO] concluded, would not significantly slow the economy or result in the loss of jobs, as many critics have charged."* [Pearlstein and Broder, Washington Post, 2/9/94]

- In fact, some experts say there will be **job creation**. Two independent studies -- one from the Economic Policy Institute and one from the Employee Benefit Research Institute -- predict that health reform will cause a net increase in American jobs. The EPI projects that 258,000 manufacturing jobs will be created over the next decade. And the Employee Benefit Research Institute predicts that the President's proposal could produce as many as 660,000 jobs. [EPI, November 1993; EBRI, November 1993]

- For example, the health care sector should produce a significant number of new jobs. One health expert at the Brookings Institution predicted that the plan will create 750,000 home health care jobs alone. [Reuters, 9/17/93]

- Many small businesses -- those with less than 75 employees and an average wage of no more than $24,000 -- will be eligible for substantial discounts on the cost of the insurance they provide their employees. In many cases, contributions for health coverage will be approximately $1.25 a day per employee for the small employer whose average worker earns minimum wage. [Edie Rasell, Roll Call, 3/94]

HAWAII EXPERIENCE PROVES MANDATES DON'T COST JOBS:

- Hawaii's real world experience suggests that required employer contributions do not necessarily have adverse employment effects. Since Hawaii began asking all employers to provide insurance for their employees in 1974: the unemployment rate has dropped to one of the lowest in the nation; small business creation rates have remained high; and the rate of business failures has been less than half the national rate. In addition, only 2% of Hawaii's "rainy day" fund, which set up to assist the small businesses provide insurance, has ever been used. [The Hawaii Department of Health, June 8, 1993]

CONSERVATIVE APPROACH PROPOSED BY NIXON 20 YEARS AGO:

- In 1971, President Nixon first proposed extending the employer-based health insurance system to all employees. Nixon's proposal was one of shared responsibility between employers and employees -- with the employer paying 75% of the premium and the employee paying 25% -- which is strikingly close to President Clinton's approach. [S. 2970 *"Comprehensive Health Insurance Act of 1974"*, Congressional Record (p. 2291), February 6, 1974]

- In support of his employer mandate, Nixon said: *"In the past, we have taken similar actions to assure workers a minimum wage, to provide them with disability and retirement benefits, and to set occupational health and safety standards. Now we should go one step further and guarantee that all workers will receive adequate health insurance protection."* The costs would be *"shared by employers and employees, much as they are today under most collective bargaining agreements."*

A BRIEF HISTORY OF EMPLOYER-PROVIDED INSURANCE IN AMERICA

Because Americans have consistently rejected a government-run health care system, employer-based coverage has been the route to private health insurance for most Americans for nearly a century. The President's approach is to extend that system to all employees.

Health insurance started in Dallas, Texas in 1929.. Unpaid bills at Baylor University Hospital were traced to school teachers who could not afford catastrophic expenses, so Baylor instituted a plan in 1929 whereby 1500 teachers could prepay fifty cents a month for twenty-one days of hospital coverage a year. This plan is considered the forerunner of what later became known as the Blue Cross plans.

That same year, Los Angeles was the site of the first prepaid contract between employee associations and physician groups. Employees of the Los Angeles Department of Water and Power arranged with two physicians to provide comprehensive services for about 2000 workers and their families. Each subscriber paid $2 a month, plus some additional fees, and the plan was unusual in that it provided for hospital as well as medical care.

In 1932, the first citywide, multi-hospital Blue Cross plan was tried out with a group of hospitals in Sacramento, California. And a few months later, hospitals in Essex County, New Jerrsey authorized a similar joint plan.The plans offered community rates (rates based on average costs for large groups of people) and guaranteed payments to participating hospitals. Blue Cross pioneered the sale of health insurance to employee groups rather than to individuals. Employer-based coverage helped the health insurance market grow because group insurance limited risks, and automatic payroll deductions to guarantee payment of premiums cut collection costs.

Throughout the Great Depression, health insurance expanded through both public demand and hospitals' encouragement. With fewer and fewer patients able to pay hospital costs, hospitals sponsored insurance plans as a way to guarantee steady revenue. Before the 1930's, 90 percent of medical expenses were paid out-of-pocket. Besides the nonprofit Blue Cross plans, which offered insurance at community rates, a number of private, commercial insurers emerged in the 1930s and 1940s. These insurers used "experience rating," basing rates on age and medical history. By the 1950's and 60's, the Blue Cross plans were forced to also use experience rating in order to compete with the commercial insurers.

During World War II, when wage and price freezes were in effect, the tradition of employer-provided insurance took hold. Offering benefits became a good way for employers to reward and attract workers, and it was a particularly attractive option because of the tax-exempt status of health insurance. By the mid-50's, health coverage through the workplace was widespread, and commercial insurers dominated a market once ruled by the Blue Cross and Blue Shield plans.

Unions negotiated for better health coverage. In the late 40's, the Supreme Court ruled in the Inland Steel case that benefit plans were considered a part of "conditions of employment." This meant that unions had gained the right to bargain collectively for health care, helping to spur the growth of employer-provided coverage. The United Mine Workers led the way in expanding health benefits, and between 1948 and 1950, the number of workers covered by negotiated health plans jumped from 2.7 to more than 7 million. In the 50's and 60's, as unions placed increasing emphasis on demanding more untaxed benefits to increase "total compensation," they successfully negotiated for more "first-dollar coverage" -- health insurance where employees don't have to pay anything.

In 1971, President Nixon first proposed extending the employer-based health insurance system to all employees. He proposed a more comprehensive proposal in 1974, but it failed when unions failed to rally around it, and the President failed to push hard enough for it.

<u>Nixon's proposal was one of shared responsibility between employers and employees -- with the employer paying 75% of the premium and the employee paying 25%</u>. This proposal is strikingly close to President Clinton's -- where employers pay 80% and employees pay 20%.

To justify the employer mandate, Nixon said, "In the past, we have taken similar actions to assure workers a minimum wage, to provide them with disability and retirement benefits, and to set occupational health and safety standards. Now we should go one step further and guarantee that all workers will receive adequate health insurance protection." The costs would be "shared by employers and employees, much as they are today under most collective bargaining agreements."

Nixon also made the case that there must be sufficient consumer protection as part of his reform. He said: "Any time the Federal Government, in effect, prescribes and guarantees certain things it must take the necessary follow-through steps to assure that the interests of consumers and taxpayers are fully protected. Accordingly, legislative proposals have been submitted to the Congress within recent weeks for regulating private health insurance companies, in order to assure that they can and will do the job, and that insurance will be offered at reasonable rates."

The passage of the Employee Retirement Income and Security Act (ERISA) in 1974 spurs the growth of self-insurance by large employers -- meaning large employers are playing by a different set of insurance rules than small employers.

The growth in employer-provided health insurance continued through the late 1970's. Since then, the percentage of employed Americans who lack health insurance has begun to increase. This reflects in part the changing job market -- as manufacturing jobs with generous benefits have given way to service jobs with little or no benefits during the 1980's. And recent analysis by researchers at the Harvard School of Public Health predicted that 30% of small businesses would drop coverage for their employees in the coming years because of rising costs.

EMPLOYER RESPONSIBILITY: THE HAWAII EXAMPLE

SUMMARY: *Hawaii has moved closer to universal coverage than any other state by reforming and strengthening its traditional system of private, employer-based health care coverage. Its required employer contributions have leveled the playing field for all businesses, showing that universal coverage can create a climate in which businesses grow and prosper.*

- In 1974, Hawaii passed the Prepaid Health Care Act requiring all employers to make contributions towards health coverage for their employees. Under the Act, all employers must provide a defined comprehensive package of benefits, with costs shared between the employer and the employee.

- The majority of insurance is provided by *private* insurers and providers. The insurers voluntarily use modified community rating to offer small businesses the same rates as large businesses.

The Results:

- Hawaii is a small business state, with 97% of its businesses employing less than 100 people and 94% employing 50 or less. After the state began asking all employers to contribute to coverage:

  - ***Unemployment dropped:*** The unemployment rate dropped to one of the lowest in the nation.

  - Hawaii's rate of business failures was less than half the national average.

  - ***Small businesses prospered:*** Small business creation rates remained high -- with the number of employers growing almost 200% from 1970 to 1991.

  - Only about 2% of the Premium Supplementation Fund -- Hawaii's "rainy day" fund which was set up to help the smallest businesses provide insurance -- has ever been used.

  - ***Hawaii achieved near-universal coverage:*** Only about 2% of the population remains uninsured -- compared to estimates of 15.3% nationwide.

  - ***Costs have been controlled:*** *"Perhaps most surprising to many experts, the near-universal access to health care has not led to soaring costs. While Hawaii ranks near the top of the states in cost of living, its average health insurance premium is near the bottom. For example, a family in Hawaii pays a premium of $263 a month, nearly half that of other states."*

<ins>Sources</ins>: The Hawaii Department of Health; *"Hawaii: Setting an Example for the Rest of the Nation"*, <ins>The New York Times</ins>, 11/14/93

HEALTH REFORM AND AMERICAN JOBS

SUMMARY: *Health reform will save the private sector tens of billions of dollars that can be used to create jobs, raise wages, and improve the competitiveness of American firms. Today's rising health care costs are a hidden tax on America's employers, robbing firms of profits that could go to wages for existing or new employees or to reinvest in their companies. The President's approach will level the playing field for American businesses by demanding responsibility from all employers. This will prevent the cost shifting that now takes place and lower costs immediately for many companies now offering insurance.*

RISING HEALTH CARE COSTS BURDEN AMERICA'S EMPLOYERS:

- In 1990, GM spent $3.2 billion in medical coverage for its 1.9 million employees and retirees. **This was more than the company spent on steel**. Health care costs add $1,100 to the price of every car made in America -- double the cost added to Japanese imports. [University of Michigan, 1990; TIME, 11/25/92]

- In 1992, American businesses paid almost $4,000 for health care for each employee -- more than twice as much as they paid eight years before. [Christian Science Monitor, 11/21/91]

JOBS – EXPERTS SAY NEGLIGIBLE IMPACT OR NET CREATION:

- The non-partisan CBO analysis states clearly that the President's approach will have a negligible net effect on employment. *"The Clinton plan, [CBO] concluded, would not significantly slow the economy or result in the loss of jobs, as many critics have charged."* [Pearlstein and Broder, Washington Post, 2/9/94]

- In fact, some experts say there will be **job creation**. Two independent studies -- one from the Economic Policy Institute and one from the Employee Benefit Research Institute -- predict that health reform will cause a net increase in American jobs. The EPI projects that 258,000 manufacturing jobs will be created over the next decade. And the Employee Benefit Research Institute predicts that the President's proposal could produce as many as 660,000 jobs. [EPI, November 1993; EBRI, November 1993]

- For example, the health care sector should produce a significant number of new jobs. One health expert at the Brookings Institution predicted that the plan will create 750,000 home health care jobs alone. [Reuters, 9/17/93]

HAWAII EXPERIENCE PROVES MANDATES DON'T COST JOBS:

- Hawaii's real world experience suggests that employer mandates -- such as those proposed in the Health Security Plan -- do not have major adverse employment effects. Since Hawaii asked all employers to provide insurance for their employees in 1974, total private employment in Hawaii increased by 90 percent, compared to 54 percent in the United States as a whole. [The Hawaii Department of Health]

- In addition, the unemployment rate dropped to one of the lowest in the nation (2.8% in 1991); small business creation rates remained high (the number of employers grew almost 200% from 1970 to 1991), and the rate of business failures in Hawaii remained less than half the national business failure rate. [The Hawaii Department of Health, June 8, 1993]

LEADING CEOS SAY REFORM WILL HELP COMPETITIVENESS:

- CEOs of some of America's leading firms -- large and small -- have sent written statements of support for the President's approach because they recognize that it presents the best opportunity for American firms to deal with escalating health care costs that threaten their competitiveness.

- Prominent business leaders expressing support for the Clinton plan include the CEO's of USX, Bethlehem Steel, American Airlines, Archer Daniels Midland, Food For Less, Drummond and Company, Anheiser Busch, Ford, Chrysler, McDonnell Douglas, and General Motors.

REFORM WILL SAVE BILLIONS FOR AMERICAN BUSINESSES:

- ***An end to cost shifting*** -- As much as 10.5 percent of premiums paid by firms that now cover their employees goes to pay for coverage for the uninsured. The Health Security Act will end the cost shifting of the current system, immediately lowering costs for many businesses that now offer insurance.

- ***No more corporate "free riders"*** -- The Health Security Act will make businesses more efficient by eliminating "corporate free riders" -- the millions of Americans who are insured through a spouse's policy. Employers of both spouses will contribute to coverage, further lowering costs for business that currently provide coverage.

- *Slower growth in costs* – Firms that do not provide insurance will pay more, but at a much lower cost than they currently face when they try to purchase insurance. While the implementation of universal coverage means that aggregate business spending will initially increase under reform -- as employers that do not currently provide begin to, the reduction in the growth of health care costs will lead to lower aggregate business spending on health care by the end of the decade.

- The Congressional Budget Office (CBO) found that the President's proposal *"would sharply reduce the growth of employer spending for health insurance. By 2004, employers would save about $90 billion for active workers and more than $15 billion for early retirees..."* ["An Analysis of the Administration's Health Proposal," CBO, 2/9/94]

- An independent study by Lewin-VHI confirmed that the growth of business spending on health care will be slowed dramatically by the President's approach. [Lewin-VHI, December 8, 1994]

INCREASED EMPLOYMENT IN HEALTH CARE SECTOR:

- As many as 400,000 net new jobs will be created in the health care sector, with more providers and fewer administrators and insurance workers, according to the Council of Economic Advisers. Joshua Weiner at the Brookings Institution predicted that the Clinton plan would lead to 750,000 home health care jobs alone. [Bureau of Labor Statistics, Council of Economic Advisers; Reuters, "Health Care Reform Impact on Jobs", 9/17/93]

AN END TO "JOB LOCK" AND "WELFARE LOCK"

- Job lock occurs when workers remain in a job just because they fear losing their health benefits if they switch jobs. Studies show that as many as one in five of America's workers stay in their jobs because of concerns about health benefits. Job lock can create economic distortions if it impedes the ability of workers to move to jobs where they may be more productive. [Kaiser Family Foundation]

- Research by Brigitte Madrian at Harvard has found that mobility rates for married men are depressed by as much as 25 percent because of job lock. ["Employment-Based Health Insurance and Job Mobility", forthcoming Quarterly Journal of Economics 2/94]

- Universal coverage will also eliminate "welfare lock" which arises when welfare participants do not seek employment -- typically minimum-wage jobs that do not offer health benefits -- because they fear that they would lose their Medicaid benefits. Some research indicates that as many as 25% -- 1 million of the 4 million welfare recipients -- would take jobs if continuous health care benefits were available to them. [Robert Moffitt and Barbara Wolfe, "The Effect of the Medicaid Program on Welfare Participation and Labor Supply"]

SMALL BUSINESSES WILL GET DISCOUNTS:

- Small businesses are often priced out of the market under the current system. They face disproportionately high premiums and they risk losing coverage if even just one single employee becomes sick. Under the President's plan, however, small firms will be able to purchase affordable private insurance. And if the firm has 75 or fewer full-time-equivalent employees and average wages below $24,000, it will receive significant discounts on its premiums in order to make coverage affordable.

- The CBO states that the President's plan *"would benefit smaller firms that typically pay much higher premiums than larger firms.* ***This leveling of costs could benefit all small businesses – not just those that provide insurance today.*** *With access to more affordable insurance, small businesses would be better able to attract workers who now demand health insurance as a condition of employment."* ["An Analysis of the Administration's Health Proposal," CBO, 2/9/94, p.54]

- Those small businesses that now provide, and pay the highest rates, will save most dramatically under reform. That's why the <u>Wall Street Journal</u> wrote: "*For many small businesses, saddled with escalating health care costs, President Clinton's health care package comes as <u>an unexpected windfall</u>.*" [*"Small Business Sees Burdens Getting Lighter"*, <u>Wall Street Journal</u>, 9/13/93]

LEVEL 1 - 1 OF 1 STORY

The Washington Post

February 25, 1994, Friday, Final Edition

SECTION: EDITORIAL; PAGE A21

LENGTH: 845 words

HEADLINE: Why Employer Mandates?

SERIES: Occasional

BYLINE: Roger C. Altman

BODY:

Amid business complaints and fresh controversy over the health care numbers, assorted commentators have declared the president's health care reform plan dead. This is ridiculous. The outlook is actually very good.

That's because the heart of our plan is guaranteed private health insurance. Eighty percent of Americans want this. The entire congressional leadership says it does too. But some self-styled reformers in Congress pay only lip service to this concept. The central question is whether Congress will back a mechanism to ensure it.

The president has proposed building upon the present system through an employer mandate. Businesses would be required to help pay for coverage, and employees would have to pay their share. Today, nine of 10 Americans with private coverage receive it this way.

There are only two other ways to do it.

One is a government program in which government would raise the money to pay all the bills. This is too much centralization, too much tax, and too much government.

The second is an individual mandate. All Americans would be required to buy coverage, but would be on their own in doing so, without the benefit of group rates.

What those pushing an individual mandate don't say is that many employers would no longer have an incentive to provide coverage. Why should they, when their employees would end up with it anyway? So, many employers could drop it, and that would undermine the bedrock of today's system.

It is also doubtful whether an individual mandate would bring a reduction in health care inflation, which is vital to true reform. Our employer-based proposal would have all companies buying in volume and benefiting from lower prices.

Some say an individual mandate would be easier to administer. But in fact it would involve refundable tax credits for much of America. This would have the IRS seeking out millions who are not now on the tax rolls. Who wants that?

Then there are the myths circulating about the impact of an employer mandate. They should be exposed for what they are -- flat wrong, misleading, or red herrings.

One is that it would cost jobs. Numerous independent studies, including work by the nonpartisan Congressional Budget Office, conclude the job impact would be small.

Some claim the mandate would cost businesses money. For the majority of businesses that already provide coverage for their employees, that is wrong. The CBO has now affirmed that our plan would produce major savings in national health spending -- as much as $ 150 billion annually by 2004. Since so much of that spending is underwritten by businesses, they will realize particularly large savings.

We're sufficiently confident of this to have proposed an outright cap on business spending for health care. Most larger businesses today spend 10 percent to 11 percent of payroll on it. We would cap that at 7.9 percent.

A third myth is that the mandate would crush small business. Here, there is an acute misunderstanding. Those who oppose an employer mandate don't want you to know that a majority of small businesses already offer coverage. That's right. Approximately half of Americans employed by businesses with fewer than 500 employees are already covered.

These are the very businesses victimized by the present system. They don't have the purchasing power of large firms, and must pay through the nose for coverage; on average, they pay 35 percent more. Our plan gives them the volume purchasing power of bigger businesses. Small business is one of the biggest winners under the Clinton plan.

What about those small businesses that don't cover their people now and would have to do so in the future? Won't they be crippled? In a word, no. The average wage among firms that don't provide coverage today is very low -- $ 7,400 a year. Under our plan, the cost of covering that average worker would be 70 cents a day. It's that low because we would sharply discount the cost of insurance premiums to such small employers. This extra cost is surely not negligible, but its not crushing either.

Another canard is that the required benefits package is a "Cadillac plan" -- too generous to employees. In reality, it's only slightly more generous than what most large employers now offer. Benefits will be slightly expanded for most workers, and they will have, for the first time, the security only guaranteed coverage can provide.

Finally, some say an employer mandate amounts to a giant payroll tax. No one in my memory has ever called a payment for private insurance between two private parties a tax. CBO has concluded it is not a tax but a miscellaneous receipt like a fine, a penalty or forfeiture. We don't agree even on this budget treatment, and these differences can be easily resolved by slight adjustments on our side.

The employer mandate is the best approach to build on the present system, ensure national and business savings, and avoid an administrative nightmare. That's why we chose it and why we hope Congress will support it.

The writer is deputy secretary of the Treasury.

LANGUAGE: ENGLISH

LOAD-DATE-MDC: February 25, 1994

POSSIBLE SITES FOR EVENTS ON EMPLOYER-PROVIDED INSURANCE

Dallas, Texas (Baylor University Hospital) -- site of the first health insurance plan. (late 1929)

Los Angeles, CA -- site of the first health insurance plan between a physician group and a group of employees. (Los Angeles Department of Water and Power -- 1929)

Sacramento, CA -- site of the first Blue Cross plan. (July 1932)

Essex County, NJ -- site of one of the first Blue Cross plans. (January 1933)

Inland Steel (Chicago) -- the Supreme Court case in the late 1940's that bore its name allowed unions to negotiate for health care; member of the recently formed Chicago Business Group on Health -- which may act as a purchasing alliance.

Yorba Linda, CA -- President Nixon's hometown, to point out the comparison in the two proposals.

We might also have an event at a small business that has provided insurance for many years.

GUARANTEED COVERAGE AT WORK
QUESTIONS AND ANSWERS

Table of Contents

Q: Why workplace coverage?

A: Let's start with the President's bottom line: guaranteed private insurance for all Americans.

While there is more than one approach to universal coverage, building on the existing employer-based system makes the most sense. Nine out of ten people who have private insurance get coverage through employers. Except for the very smallest firms -- those with 5 or fewer employees -- the vast majority of firms in the U.S. offer their workers health benefits. And many of these smallest firms say that they would provide if they could afford it. Our goal is to bring those now getting a free ride into the system -- to lighten the load of those now providing insurance -- and to aggressively control costs to make insurance affordable for even the smallest firms.

Requiring all employers to contribute builds on what works and is a proven means of reaching universal coverage through the private sector. The state of Hawaii has had a near-universal system based on an employer mandate for almost 20 years, and the results are impressive: the unemployment rate is one of the lowest in the nation, small business creation rates have remained high, and the rate of business failures in Hawaii remained less than half the national rate.

Every other state that has passed comprehensive legislation calling for universal coverage unanimously agrees that an employer mandate is the best and most expedient route to full coverage. Two of the three states that passed comprehensive reform legislation last year -- Oregon and Washington state -- passed legislation based on an employer mandate. The third state, Florida, passed a managed competition plan that set up alliances and health plans, and Florida's governor Lawton Chiles has said that the missing piece that will bring universal coverage to Floridians is a national system based on the President's plan.

Combining the goal of universal coverage with the strong belief that health care can and should remain in the private sector means employers have to be involved in providing their workers' insurance.

Q: Won't this requirement result in huge job losses?

A: Absolutely not. In fact, the CBO refuted these charges, testifying that *"The Clinton plan . . . would not significantly slow the economy or result in the loss of jobs, as many critics have charged."* [Pearlstein and Broder, Washington Post, 2/9/94]

Today, the rising cost of health care is a **hidden tax** on American workers and employers -- hurting businesses, limiting job creation, and threatening our competitiveness. That is why we believe that comprehensive health care reform is a necessary element in a strategy to increase long-term economic growth, reduce the deficit, and create jobs.

People that make this job loss criticism sometimes cite a few, old studies that don't take into account the significant discounts that the President's plan offers small businesses. In fact, the lobbyist who paid for the most cited job loss study calls it *"outdated"* and not relevant to the President's plan.

The bottom line is this: health care reform will bring down the costs to most businesses who provide insurance to their workers -- allowing them to create jobs and increase wages. CEOs at some of the top companies in America -- companies like Chrysler, Ford, Bethlehem Steel and American Airlines -- have said that they support the President's plan because it will help them become more competitive. And even a leading health economist who has at times criticized our plan, Henry Aaron of the Brookings Institution, said that "*Successful implementation of health care reform is one of the best pieces of news American business could receive.*"

Two independent studies -- one from the Economic Policy Institute and one from the Employee Benefit Research Institute -- predict that jobs will be **created** as a result of health reform. The EPI projects that 258,000 manufacturing jobs will be created over the next decade. And the Employee Benefit Research Institute predicts that the President's proposal could produce as many as 660,000 jobs. For example, there will be new health care jobs created -- with one health economist at the Brookings Institution predicting that the plan will create 750,000 home health care jobs alone.

Q. What is the impact of this requirement on small businesses?

A: Today, small businesses -- the engine of America's economic growth -- are threatened by a health care system that is stacked against them. Their health coverage costs more and offers less than it does for large businesses. Insurers charge them much more than large employers and then raise their premiums or drop them altogether if even one employee gets sick. And, administrative costs eat up as much as 40 cents of every dollar small businesses spend on health insurance premiums -- eight times as much as large companies.

The CBO analysis said that **all** small businesses will benefit from the President's approach: *"[The proposal] would benefit smaller firms that typically pay much higher premiums than larger firms.* ***This leveling of costs could benefit all small businesses – not just those that provide insurance today.*** *With access to more affordable insurance, small businesses would be better able to attract workers who now demand health insurance as a condition of employment."*

For the majority of small businesses that currently provide insurance to their employees, the Wall Street Journal has said that the President's Health Security Act will be "*an unexpected windfall*". These businesses will pay substantially less in a health care system that puts them -- not insurance companies -- in the driver's seat. These small businesses will now be able to create new jobs and expand their businesses.

A lot of small businesses that don't provide insurance want to -- they just can't afford it. The President's plan will provide discounts for small businesses, depending on the firm size and average wage of their workers. When they actually looked at the President's proposal, many small business owners found that they will save more on their family's policies -- which they get today at the highest prices -- than the total amount that it will cost them to insure all their employees.

When we look at the effect on small businesses, one interesting example is Hawaii. Since 1974, when Hawaii passed a plan that requires all businesses to contribute to the cost of their employees' health insurance, Hawaiian small businesses have continued to thrive. In 1991, Hawaii was the nation's third fastest-growing state for small businesses, and Hawaii's unemployment rates are consistently among the lowest in the country.

Q: Why are we putting the burden on employers? Why don't we just have an individual mandate, like we do with auto insurance?

A: Two reasons: first, we don't want to undo something that's working well for most people; second, we want real, achievable universal coverage.

Number one, the employer based system works well for 9 out of 10 people -- health care coverage comes with employment. That should be built upon, not undone.

To date, no one has proposed an individual mandate that would provide health insurance for every American without causing large disruptions to the current system. For example, under the family mandate currently before Congress, employers across the country would face incentives to drop coverage -- forcing individuals and families to bear the full burden of health care costs without help from their employers.

Number two, if you really want to get universal coverage, you need to make sure the cost of health care is affordable, and you need to make sure everyone is covered.

To make sure health care is affordable under an individual/family mandate system, there would have to be significant new government spending for subsidies. We think it's better for health care to remain in the private sector as much as possible, but an individual mandate could mean millions of American families relying on the government, not their employer, for help with health care costs.

We want to build on the system of coverage through work, keep health care spending private as much as possible, and make sure universal really is universal. An individual mandate doesn't do that.

Q: ***How dare the federal government tell me what I can and cannot do for my own employees? [philosophical small government argument]***

A: The facts are: when you don't cover your employees, other businesses are forced to. We need to stop the cost-shifting that goes on today when businesses that take responsibility and provide coverage have to pay higher premiums to compensate for those that do not. Today, 8 of 10 Americans without insurance are in working families, and everyone else gets charged when they go to the hospital and can't pay their bills. Insurance premiums for businesses that provide insurance are 30% higher on average than they would be otherwise because they also have to pay for the added cost of the uninsured.

Q: ***Do you agree with the CBO decision to put the premiums from these employer mandates in the federal budget?***

A: We believe that any money the government spends -- whether for long-term care or discounts for small businesses or whatever -- should be on budget and fully paid for. Premium payments for health insurance, however, are not government spending; they are payments between one private party and another. Premiums for private health insurance should not be "government receipts" any more than payments currently made by employers to private insurance companies on behalf of tens of millions of Americans are government receipts. Thirty-nine states today have requirements that their residents purchase auto insurance. The resulting payments -- between these people and their insurance companies -- are *not* counted as part of state budgets, nor would anyone expect them to be.

Q: ***Isn't it true that Laura Tyson said that health care reform will cost 600,000 jobs?***

A: This is a serious distortion of what Laura Tyson said. Her clear statement was that health care reform, while leading to higher wages and greater security for American workers, would not have any significant impact on job creation. When asked what was the range of impact, she said that it was likely to be negligible -- either down or up one half of one percentage point of total employment. Some have translated this into a range between *negative* 600,000 jobs and *positive* 600,000 jobs. Therefore, the most accurate description of Dr. Tyson's statement is that it would have a negligible impact on jobs. Those who assert that this could mean 600,000 job lost must also recognize that Dr.Tyson noted that it was equally likely that the plan would create 600,000 jobs.

Q: ***Aren't the caps to firms the same as a payroll tax on high-wage employees?***

A: Under a system of universal employer responsibility, the 7.9 percent is not a tax, but a guaranteed limit on the amount that any company will pay for coverage. This is not the government requiring firms to pay 7.9 percent, it the government guaranteeing firms that they will not have to pay more than 7.9 percent of their payroll when they cover their employees. This is a guarantee that coverage will always be affordable for all firms, unlike the current system where costs can skyrocket from one year to the next.

Q: ***Why do we need universal coverage anyway?***

A: Two reasons. First, until everyone participates, those with health coverage will pay the hidden costs of those without. When people without insurance get sick and show up at the emergency room, everyone else is charged higher premiums to compensate for this unpaid care. Second, the American people have been clear that they want security from health reform -- coverage even if they change jobs, lose their job, move, become ill, or have a pre-existing condition. The President is committed to providing this security -- guaranteed private insurance that can never be taken away.

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POSSIBLE TOPICS FOR ECONOMIC/HEALTH CARE OP-EDS
March 8, 1994

- WHY WE NEED UNIVERSAL COVERAGE FIRST TO GET COST-SAVINGS
  (Make the economic case against incrementalism, by getting savings before doing universal coverage)

- THE CURRENT PROBLEMS THAT WOULD BE FIXED BY ALLIANCES
  (Move away from structure to problems that exist and that alliances are trying to fix.)

- WHY CLINTON PLAN IS BASED ON MARKET COMPETITION
  (Make the case for why we will fuel competition for cost control)

- WHY SMALL BUSINESSES SHOULD THINK TWICE
  (The lobby and the groups say this is bad -- ideological -- look twice at your own situation)

- HEALTH REFORM IS THE MOST SOUND ECONOMIC AND POLITICALLY VEHICLE TO BRING DOWN THE STRUCTURAL DEFICIT.
  (Could be good context to defend premium caps)

- WAGES AND HEALTH CARE
  (Whether companies use savings for higher wages, new jobs or to be more competitive -- workers benefit)

- END DISCRIMINATION BASED ON HEALTH: COMMUNITY RATING

- ENCOURAGING HEALTHY COMPETITION:
  (Making firms compete on how well they cover and not how well they exclude.)

AMERICAN ASSOCIATION OF BLACKS IN ENERGY

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AABE

Robert L. Hill
Executive Director

March 15, 1994

MAR 16 1994

The Honorable Alexis M. Herman
Assistant to the President
Director of Public Liaison
The White House
Washington, DC 20500

Dear Ms. Herman:

On behalf of the officers and members of AABE, we want to express our sincere thanks to you for delivering the Awards Banquet address at our 17th annual conference in New York City on March 4th.

Your presence and the message you brought helped us to have a very successful energy conference. In fact, some say it was perhaps our best conference to date.

We appreciate the attention you have given AABE since you have been in office, as well as the productive relationships we have established with the various agencies within the Administration.

We hope you will be available to us in the future to help us with our broad agenda of energy information and education.

Sincerely,

E. E. Cade

E. E. Cade

R. L. Hill

Robert L. Hill

THE WHITE HOUSE

WASHINGTON

March 8, 1994

MEETING WITH GREEK-AMERICAN LEADERS

DATE: March 9, 1994
LOCATION: Roosevelt Room
TIME: 11:20 a.m. - 11:50 a.m.
FROM: Alexis Herman AH
Anthony Lake

~~IE~~ people
– 18 guests
– Clay Cost
Sen Sarbanes seated
met last evening

I. PURPOSE

To mitigate Greek-American community concerns about the Administration's decision to recognize the former Yugoslav Republic of Macedonia. To encourage a dialogue with Greek-Americans on this issue and other issues of concern and to illustrate your sensitivity to the community.

– Macedonia
– Cyprus
– Archbishop speak first
Thank for meeting

II. BACKGROUND

The most pressing issues in the Greek-American community are Macedonia and Cyprus. Also, Turkey remains a constant concern. The Administration's decision to recognize the Former Yugoslav Republic of Macedonia (FYROM) has caused a major uproar within the community. Many Greek-Americans believe that a major mistake has been made and that this decision plainly conflicts with pledges made during the Presidential campaign.

You should be prepared for an apprehensive audience. The participants have taken it upon themselves to organize a pre-meeting. On Tuesday evening, March 8th, they will meet in Washington to discuss issues of concern and frame questions in an effort to make their time spent with you and the Vice President more productive. The Greek Ambassador and Cypriot Ambassador are expected to participate in the pre-meeting as well.

We had been planning to arrange a meeting with the community independent of the FYROM issue, but accelerated the timing in response to the Greek-American concerns following our recognition of FYROM.

United States policy toward FYROM may well be the principle topic for discussion. Many in the meeting will feel strongly that Greece is the injured party but opinions are divided as to whether the White House deserves credit for halting "the State Department's rush to establish diplomatic relations with Skopje" (to cite one Greek-American handout) or whether we are to blame for having offered recognition at all.

The Administration's next actions regarding recognition of FYROM are extremely important to the community. The NSC staff is preparing a memo with options. At this meeting you can say that we are taking Greek concerns very much into account as we consider next steps.

(See NSC talking points at Tab B.)

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Alexis Herman
Anthony Lake
George Stephanopoulos
Jane Holl, NSC
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Marilyn DiGiacobbe, OPL
Elaine Shocas, Greek-American and Chief of Staff
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White House Photographer only.

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o You and the Vice President enter the Roosevelt Room, greet the participants individually, and take seats at the front of the room. The room will be set up theater style.

- o The Vice President makes brief remarks and introduces you.
- o You make brief remarks.
- o You take questions.
- o You depart.
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VI. <u>REMARKS</u>

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Attachments

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Andreas Comodromos, President, Cyprus Federation of America
Paramus, NJ

Clay Constantinou, Wilentz, Goldman & Spitzer
Woodbridge, NJ

Nick Gage
North Grafton, MA

Fotis Gerasopoulos, President, Pan Macedonian Association
Jackson Heights, NY

His Eminence Archbishop Iakovos, Greek Orthodox Archdiocese of North and South America, New York, NY

Andrew E. Manatos, Executive Board Member, United Hellenic American Congress, Washington, DC

Nicholas Mitropoulos, Executive Director, Taubman Center for State and Local Government, Kennedy School of Government, Cambridge, MA

Theodore Spyropoulos, President, National Council of Greek Federations
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Savas Tsivicos, Chairman, Committee for Justice for Cyprus
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Nicholas Vellios, President, Federation of Hellenic Societies of Greater New York, Astoria, NY

Speros Vryonis, Jr., Department of History, New York University
New York, NY

Christine Warnke, President, Joint Public Policy Committee for Hellenic American Women, Washington, DC

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Core Points

Overall

-- This meeting is important to me. Greatly appreciate support of Greek-American community; you have been real friends; nation benefitted.

-- Greece and U.S. have been friends and allies for a long time: two World Wars, the Greek Civil War, the Cold War. This friendship has a new relevance today.

-- One of the reasons the U.S. has intensified efforts to stop the fighting in Bosnia is that the instability there can threaten friends and allies like Greece.

-- Together, Greece and the U.S. can support stability, market reform and democracy in CEE and Balkans. Want to enlist Greek business, marketing skills, investment; Greece's place as NATO ally potential anchor of stability.

Bilateral relations

-- Bilateral relations strong; U.S. wants to work with new Papandreou government. Hope to avoid ideological problems of the 1980's. We set April 22 for PM's visit here.

-- U.S. agenda with Greece focusses on the future; cooperation to support democracy in post-Cold War Balkans. To get there, we're working on tough regional issues.

FYROM/Macedonia

-- Understand strong Greek feelings concerning (Former Yugoslav Republic of Macedonia) FYROM's name, national symbols and FYROM constitution.

-- U.S. decision to recognize FYROM was carefully considered and taken in the interests of regional stability.

-- The Greek government has told us that they view a stable FYROM to be in Greece's interest.

-- Understand domestic pressures in Greece but still regret Athens' decision to curtail FYROM's trade; complicates solution.

-- Challenge is to move beyond current impasse. Have urged government in Skopje [SKOPE-yeh] to take account of legitimate Greek concerns; we will continue to do so. In the end, maximum positions will not be satisfied; each side must take account of the other's concerns.

-- I have directed that the U.S. will become actively engaged in support of the UN and EU efforts to unblock the impasse.

    -- To this end, we will appoint a special envoy. We have raised this idea with Athens [and are pleased at their positive response].

- -- We want to be constructive; we want to support efforts to resolve Greece's differences with FYROM.

- -- We view the issue of diplomatic relations with FYROM in this context.

Greek-Turkish Issues/Aegean Tension

-- Concerned over escalation of rhetorical tension between Greece and Turkey. Don't believe Turkey or Greece want confrontation, but misinterpretations or misunderstandings can generate worse tension.

-- U.S. has urged both governments to keep this in mind; to avoid provoking the other on sensitive issues. I raised this in my recent conversation with Prime Minister Ciller.

-- U.S. ability to ease tensions depends on our credibility in Ankara too. Turkey is a NATO ally. A stable, democratic and secure Turkey is a better neighbor for Greece, too.

-- Ecumenical Greek Orthodox Patriarchate in Istanbul. (If raised). Aware of difficult conditions under which this institution functions. Hope these improve; we will underscore our interest to the Turkish government.

Cyprus

-- Welcome recent agreement by Cypriot Government and Turkish Cypriot leaders to accept in principle UN confidence building measures (CBMs).

  o These include reopening under UN administration Nicosia International Airport and the closed city of Varosha.

  o They do not convey recognition of northern Cyprus ("Turkish Republic of Northern Cyprus").

-- CBM's won't solve all the problems; a first not last step. Prospect of some Greek Cypriots returning to homes and businesses in Varosha is worth working for.

-- U.S. supports this process. U.S. Special Coordinator Lamb has been working this issue and is in Nicosia this week.

-- Not all groups in Cyprus support CBMs process, but very pleased President Clerides does. We have told Turkey we are serious about making real progress on Cyprus this year.

-- (If asked). Want to maintain current $15 million assistance to Cyprus; budgetary pressures severe, though.

Albania

-- Albania just emerging from Stalinism. Long way to go. We are watching treatment of minorities throughout Balkans, including Greek minority in Albania.

-- GOA knows our views that human rights is key to good relations with U.S. Problems exist, but Albanian government off to relatively promising start.

Order of Ahepa

SUPREME LODGE
HEADQUARTERS

The Honorable William Jefferson Clinton
President of the United States
1600 Pennsylvania Avenue, N.W.
Washington, D.C. 20500

February 10, 1994

Dear Mr. President,

I am writing to you to express our deepest possible objection to your decision of February 9, 1994 to extend United States recognition to Skopje. To have done so prior to a resolution of Skopje's irredentist claims against Greece has only served to heighten the already dangerous level of instability in the Balkans. It is the view of our members that a dangerous mistake has been made and your administration has needlessly dealt a profound blow to Greece -- the only ally of the United States in the Balkans.

We are also extraordinarily dismayed that your decision plainly conflicts with your statements made to the AHEPA during your campaign.

> "The United States' position must be clear. If the southernmost former Yugoslav republic wishes to receive American recognition, it must first accept the principles of the Helsinki Final Act, satisfy its neighbors and the world community that its intentions are peaceful, and abide by the European Community's decision which rejects the use of the name Macedonia. A Clinton Administration will stand by these principles and ensure that Greece's legitimate concerns are met."

Those words above your signature in your August 20, 1992 letter to our Supreme Convention -- the largest gathering of Greek Americans -- received an enormous amount of attention and praise at the convention and were transmitted by AHEPA to every Greek American news outlet and subsequently announced at some 1,000 AHEPA chapter meetings.

To see the pledges in your statement ignored is indeed quite a shock and we feel

American Hellenic Educational Progressive Association
1909 O Street, NW, Suite 500, Washington, DC 20009 Telephone (202) 232-6300 Fax (202) 232-2140

it necessary to convey to you the widespread sense of outrage and betrayal now being expressed by our entire community.

Since August of 1992, when you yourself stated that Skopje must satisfy its neighbors that its intentions are peaceful before a Clinton Administration would recognize Skopje, the fact remains that Greece clearly and justifiably remains unsatisfied regarding Skopje's intentions. Beyond Greece's dissatisfaction, it is evident to us that clearly irredentist language in Skopje's constitution remains a threat to Greece, as does Skopje's provocative refusal to remove the Star of Vergina from its national flag.

The assertion that your administration is following the decision of "nearly every other country of Europe" is also of serious concern to us. While individual European countries, acting independently of the European Community or Union, have broken with the Community decision on the name issue, the United States is the world leader -- not a follower. Moreover your decision to follow the lead of the Europeans, who have a tainted and wholly unsuccessful record in the Balkans, is an extremely questionable and dangerous policy.

Given that the United States has now severely undercut the position of Greece, we respectfully and emphatically ask that you publicly convey to the government of Skopje that the United States views the use of the Star of Vergina as provocative, and that Skopje's continued irredentist claims are unacceptable to the United States; and further state that U.S. diplomatic relations and economic aid will not be extended until Skopje completely removes these threats.

As the elected representative of the 60,000 Greek American community leaders comprising the AHEPA, I urgently request an opportunity to meet with you to further discuss these most serious concerns so that we may help heal the deep rift caused by yesterday's announcement.

We look forward to your earliest possible attention to these concerns.

Sincerely,

John N. Economou

John N. Economou
Supreme President
American Hellenic Educational
Progressive Association (AHEPA)

D

UHAC
NATIONAL

601 Thirteenth Street, N.W.
Suite 1150 South
Washington, D.C. 20005
(202) 393-7790
Fax (202) 628-0225

FOR IMMEDIATE RELEASE -- MARCH 4, 1994

CLINTON ADMINISTRATION SUPPORTS GREECE AND CYPRUS IN FOREIGN AID REQUESTS

"As we in the Greek-American community focus attention and effort on the paramount Macedonian and Cyprus issues, we should also be aware of other breaking news stories. The recently released breakdown of the president's budget for next year (fiscal year 1995) reveals that the Clinton administration has asked the U.S. Congress to assure that Greece gets $7 worth of military aid for every $10 worth of military aid going to Turkey and that Cyprus gets $15 million in economic aid. This Clinton policy of asking for the 10-to-7 ratio and full funding for Cyprus, rather than having Congress force it on the administration, breaks again the ten-year old pro-Turkish precedent of previous administrations," said Andrew A. Athens, national chairman of the United Hellenic American Congress (UHAC).

Athens said, "In addition, the administration asked Congress to decrease economic aid to Turkey next year. We were discouraged last year when the administration requested $143 million in economic aid to Turkey -- an increase of $18 million over what Turkey received the year prior to the request. This year the administration requested $100 million in economic aid for Turkey -- $20 million less than Turkey received last year and $43 million less than the administration request last year. We are disappointed that, as in all previous administrations, Greece gets no economic aid."

"We were also pleased that the type of military aid requested to go to Greece and Turkey is again the same -- all loans. In previous administrations, Turkey tended to receive cash military aid while Greece tended to receive loans," said Andrew E. Manatos, executive board member of UHAC.

The individuals and organizations announcing this information include Andrew A. Athens, national chairman of UHAC; Philip Christopher, president of the Pancyprian Association and the International Coordinating Committee -- Justice for Cyprus (PSEKA-America); and Andrew E. Manatos, UHAC executive board member.

For more information, please contact Mike Manatos at (202) 393-7790.

AMH
for discussions

Archbishop Iakovos

Senator Sarbanes

Questions/Comments on Macedonia

1. Angelo Tsakopoulos
2. Nick Gage
3. Professor Vryonis

Questions/Comments on Cyprus

1. Clay Constantinou
2. Andy Athens
3. Philip Christopher

March 9 1994
1030a

1824

THE WHITE HOUSE

WASHINGTON

March 8, 1994

MEETING WITH GREEK-AMERICAN LEADERS

DATE: March 9, 1994
LOCATION: Roosevelt Room
TIME: 11:20 a.m. - 11:50 a.m.
FROM: Alexis Herman AH
Anthony Lake

I. PURPOSE

To mitigate Greek-American community concerns about the Administration's decision to recognize the former Yugoslav Republic of Macedonia. To encourage a dialogue with Greek-Americans on this issue and other issues of concern and to illustrate your sensitivity to the community.

II. BACKGROUND

The most pressing issues in the Greek-American community are Macedonia and Cyprus. Also, Turkey remains a constant concern. The Administration's decision to recognize the Former Yugoslav Republic of Macedonia (FYROM) has caused a major uproar within the community. Many Greek-Americans believe that a major mistake has been made and that this decision plainly conflicts with pledges made during the Presidential campaign.

You should be prepared for an apprehensive audience. The participants have taken it upon themselves to organize a pre-meeting. On Tuesday evening, March 8th, they will meet in Washington to discuss issues of concern and frame questions in an effort to make their time spent with you and the Vice President more productive. The Greek Ambassador and Cypriot Ambassador are expected to participate in the pre-meeting as well.

We had been planning to arrange a meeting with the community independent of the FYROM issue, but accelerated the timing in response to the Greek-American concerns following our recognition of FYROM.

United States policy toward FYROM may well be the principle topic for discussion. Many in the meeting will feel strongly that Greece is the injured party but opinions are divided as to whether the White House deserves credit for halting "the State Department's rush to establish diplomatic relations with Skopje" (to cite one Greek-American handout) or whether we are to blame for having offered recognition at all.

The Administration's next actions regarding recognition of FYROM are extremely important to the community. The NSC staff is preparing a memo with options. At this meeting you can say that we are taking Greek concerns very much into account as we consider next steps.

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ORDER OF AHEPA

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John N. Economou
Supreme President
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D

UHAC
NATIONAL

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For more information, please contact Mike Manatos at (202) 393-7790.

March 9, 1994
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MEMORANDUM TO ALEXIS HERMAN

FROM: SUZANNA VALDEZ

DATE: MARCH 8, 1994

SUBJECT: MEETING WITH NATIONAL PUERTO RICAN COALITION

Date: March 9, 1994

Time: 3:30pm

Location: Your office

Purpose: The president of the National Puerto Rican Coalition, Louis Nunez, has a requested a meeting with you to discuss health care and welfare reform. Last week, NPRC endorsed the President's health care plan, which is significant since they are one of the largest advocacy groups in the Hispanic community. This is the first advocacy group to endorse the plan.

With regard to welfare reform, NPRC, has been involved with the Welfare Reform working group since the very beginning. Their primary issues of concern include: time limits, child care and providing transportation to mothers who are required to work.

You should know that NPRC represents over 108 non-profit organizations that represent the interests of the Puerto Rican community. They claim to have been very supportive of the President during the campaign.

This should only be a courtesy call. Nunez wanted to meet with you before he steps down as president. His term is up in September.

March 9, 1994
330

National Puerto Rican Coalition, Inc.

March 4, 1994

Ms. Alexis Herman
Director, Office of Public Liaison
The White House
Washington, DC 20500

MAR - 7 1994

Dear Ms. Herman:

Thank you for agreeing to meet with me on Wednesday, March 9th at 3:30 p.m. At this time, the National Puerto Rican Coalition, Inc. (NPRC) is interested in meeting with you to discuss the following issues:

- Our role in supporting President Clinton's initiative in Health Care Reform; and,

- Given the fact that Puerto Ricans are overrepresented on the welfare roles, our interest that any proposed new legislation take into account our concerns.

NPRC is a coalition and national advocacy organization of over 108 non-profit organizations across the country representing the interests of the Puerto Rican community. As you may be aware, the vast majority of our community supported President Clinton's election, and NPRC stands ready to support all White House initiatives that acknowledge and seek solutions to the policy needs of our community.

Once again, I look forward to meeting with you next week.

Sincerely,

Louis Núñez

cc. S. Valdes

LN/rp

1700 K Street, N.W., Suite 500 Washington, D.C. 20006 Telephone (202) 223-3915 FAX (202) 429-2223

LOUIS NUNEZ
1700 K. Street, N.W. # 500
Washington, D.C. 20006

BIOGRAPHICAL INFORMATION

Louis Núñez has a long and distinguished record of service in the public and non-profit sectors on behalf of minorities and the Hispanic/Puerto Rican community.

Mr. Núñez became President and Chief Executive Officer of the National Puerto Rican Coalition, Inc., (NPRC) in 1981.

From 1972 to 1981, he served first as Deputy Staff Director, and in 1979 was appointed by President Carter as Staff Director of the U.S. Commission on Civil Rights, the nation's preeminent civil rights agency. In this capacity, Mr. Núñez supervised a staff of over 200, and directed the Commission's many studies and reports, which provided the factual and legal basis for much of the federal government's civil rights initiatives during this period.

Prior to service with the Federal Government, Mr. Núñez served nine years, the last four as National Executive Director of ASPIRA Of America, a national education and leadership development agency serving Puerto Rican and other Hispanic youth.

A native New Yorker, Mr. Núñez has served and continues to serve on numerous public boards. Among them are, the Independent Sector, the National Hispanic Leadership Agenda, the Hispanic Association on Corporate Responsibility, Puerto Rico Community Foundation, the National Committee on Responsive Philanthropy, and the Board of Higher Education of New York City. A 1953 graduate of the City College of New York, he has done graduate work in education and public and business administration at both the City University of New York, and New York University. In 1992 he was awarded an honorary Doctorate in Humane Letters from the City University of New York.

NPRC was founded in 1977 to further the social, political, and economic well-being of Puerto Ricans throughout the United States and Puerto Rico. It is a non-profit, tax-exempt national association of 109 organizations located throughout the United States and Puerto Rico. Based in Washington, D.C., NPRC provides a presence and a voice at the national level for all Puerto Ricans.

Mr. Núñez and his wife Cecilia reside in Rockville, Maryland.

P/GC/bioln.294

FAX COVER SHEET

National Puerto Rican Coalition, Inc.

1700 K Street NW
Suite 500
Washington DC 20006

URGENT

Date: 3/08/94

To: Alexis Herman

Company: The White House

Fax No. 456-6218

From: [✓] Louis Nunez [ ] Maria Cerna-Swanson

Tele No: 202/ 223 - 3915 extension 17

MAR 9 1994

Fax No. 202/ 429 - 2223

Subject: Our meeting of tomorrow @ 4:30 PM.

No. of pages including this cover: 9

As Requested:

For Your Approval

Per our conversation:

For Your Information: ✓

Please Review and Call me:

Message:

National Puerto Rican Coalition, Inc.

VIA FAX 456-6218

March 8, 1994

Alexis Herman
Director
Office of Public Liaison
The White House
Washington, DC 20500

Dear Ms. Herman:

I am looking forward to meeting with you tomorrow. Realizing that our time together will be short, the following outline the issues that I feel would be beneficial for us to discuss:

- NPRC's efforts to support the Health Care Reform initiative:
- Our mutual interest in establishing a closer working relationship with the White House and Cabinet agencies;
- Puerto Rican appointments and NPRC's recommendations for the Commission on Educational Excellence for Hispanic Americans (curricula vita for Mrs. Amalia Betanzos and Dr. Jose R. Gonzalez are attached); and,
- The possibility for a photo opportunity for our 1994 Life Achievement Awardees to be named in June, 1994;

Once again, thank you for your continued support and attention to our concerns and interests.

Kind regards,

Louis Nuñez

LN/rp

Enclosures

MEETING: Wednesday, March 9, 1994 at 4:30 p.m.

1700 K Street, N.W., Suite 500 Washington, D.C. 20006 Telephone (202) 223-3915 FAX (202) 429-2223

BIOGRAPHICAL SKETCH
OF
AMALIA VICTORIA BETANZOS

Amalia V. Betanzos is President of Wildcat Service Corporation, a non-profit multi-million dollar employment program. Founded in 1972, Wildcat's goal is to bring the chronically unemployed, i.e., ex-offenders, public assistance recipients, former alcohol and substance abusers, high school drop-outs, youth involved with the criminal justice system and persons with limited English language proficiency into the regular labor force, thus breaking their cycle of welfare dependency, addiction and crime.

A native New Yorker, Mrs. Betanzos was born, raised and educated in the South Bronx. She is a graduate of New York University, and has extensive experience in the public and private not-for-profit sectors.

She has served as a Member of the Citizens Commission on AIDS, is a former Member of the NYC Board of Education, and currently is a board member of the NYC Citizens Union, a trustee of Catholic Charities, and a Member of the Advisory Committee of the Governor of Puerto Rico, on matters affecting the P.R. Community in the United States. In addition, Mrs. Betanzos was Chairperson of the National Puerto Rican Coalition and is now Vice Chairperson. She has been appointed by numerous NYC Mayors to a number of important positions including, the Mayor's Advisory Committee on Police Management and Personnel Policy, the NYC Loft Board, and as Chairperson, of the Rent Guidelines Board. Amalia V. Betanzos also served on the Sovern Commission on Integrity in Government, a joint appointment by Governor Cuomo and Mayor Koch. She was a member of the NYC Charter Revision Commission, the only woman to serve on two consecutive commissions.

Prior to Wildcat, she served in a variety of positions in the Lindsay, Beame and Koch Administrations. As Commissioner of the Youth Services Agency, she was charged with the destinies of the more than one and one-half million New York youth under 21. She gained a reputation for being an outstanding administrator with an untiring capacity to meet new challenges. Mrs. Betanzos was Executive Secretary to the Mayor in charge of programs for the poor, physically handicapped and mentally retarded. Before that, she was Commissioner of Relocation and Management Services in the Housing and Development Administration. In this post, Mrs. Betanzos was directly in charge of coordinating relocation services to families in conjunction with the City's Urban Renewal programs and emergency housing.

Before joining the City Administration, she was Executive Director of the Puerto Rican Community Development Project and President of the National Association for Puerto Rican Civil Rights.

She is a trustee of the Puerto Rico Community Foundation, has been President of NYS Industries for the Handicapped, a member of the NYS Advisory Committee on Social Services, and until recently a Trustee of the Fund for the City of New York. She is on the NYC Private Industry Council.

Mrs. Betanzos is married to the Spanish poet, Odon Betanzos, and lives on Staten Island.

3/94

JOSE R. GONZALEZ

CURRICULUM VITAE

Present Position

President
Inter American University of Puerto Rico
G.P.O. Box 363255
San Juan, Puerto Rico 00936-3255
(809) 763-4203

Education

1955	B.A. in Education University of Puerto Rico
1957	M.P.H.E. School of Public Health University of Puerto Rico
1967	Ph.D. Public Health and Education University of North Carolina at Chapel Hill

Professional Appointments

1990 - Present	President Inter American University of Puerto Rico
1985 - 1990	Vice President for Academic Affairs Inter American University of Puerto Rico
1980 - 1985	Associate Vice President for Academic Affairs Inter American University of Puerto Rico
1979 - 1980	Consultant to the President of the University of Puerto Rico in Academic Planning Director, Division of Educational Development Medical Sciences Campus University of Puerto Rico
1978 - 1979	Coordinator of Academic Planning Medical Sciences Campus University of Puerto Rico
1976 - 1978	Dean, College of Health Related Professions Medical Sciences Campus University of Puerto Rico

1975 - 1976	Special Assistant to the Chancellor Medical Sciences Campus University of Puerto Rico
1973 - 1975	Curriculum Director, School of Medicine Medical Sciences Campus University of Puerto Rico
1971 - 1973	Professor, Department of Graduate Studies, School of Education University of Puerto Rico
1969 - 1971	Acting Dean, School of Education Río Piedras Campus University of Puerto Rico
1968 - 1969	Director of Laboratory Schools School of Education, Río Piedras Campus University of Puerto Rico
1967 - 1968	Chairman, Department of Curriculum and Teaching, School of Education Río Piedras Campus University of Puerto Rico
1963 - 1965	Assistant Dean, School of Education University of Puerto Rico
1961 - 1963	Student/Teaching Coordinator, School of Education University of Puerto Rico
1960 - 1961	Instructor, School of Medicine University of Puerto Rico

Professional Affiliations

National Association of Independent Colleges and Schools

National Puerto Rican Coalition

American Council of Education

Puerto Rico Chamber of Commerce

Puerto Rico Scientific Community Council

Puerto Rico Manufacturers Association

Association of Supervision and Curriculum Development

Association of Student Teaching

Public Health Association

Phi Delta Kappa

American Educational Research Association

American Association of Higher Education

American Association of Colleges

Research Interests

- Problems Confronted by Teachers in their First Year of Teaching
- Teacher's Adjustment to the Classroom
- Evaluation Designs for Non-Graded Schools
- Secondary School Innovations
- Student Retention
- Adult Basic Education
- Teacher's Self Perception of Mental Health

Selected Papers

"Student Teacher's Self Perception of Their Mental Health Status." Ph.D. dissertation, University of North Carolina, 1967.

Editor & Contributor, Options for the Development of Higher Education in Puerto Rico. Published by the Research Institute, Inter American University of Puerto Rico, San Juan, Puerto Rico, 1987.

"Higher Education in Puerto Rico and the European Economic Community", Unpublished paper presented at the Conference on Education, San Juan, Puerto Rico, 1990.

"Educational Challenges and Opportunities for the Year 2,000", Unpublished paper presented at the 21st Conference on Education, San Juan, Puerto Rico, 1991.

"The Culture of Having and Being", El Nuevo Día, June 14, 1991.

"Linkages Between Puerto Rico and Mainland Institutions". Hispanic Association of Colleges and Universities Conference, San Juan, Puerto Rico, 1991.

"A Cultural Mosaic of 500 Years of Hispanic Legacy", 23rd Congress on Hispanic Issues, U.S. Department of Defense, 1991.

Awards and Recognitions

- Appointed to the AGB Advisory Council of Presidents, 1992.
- Honorary Professor, University of Guadalajara, Mexico, 1992.
- Honorary Doctorate in Law, Seton Hill College, 1992
- Recognition for Outstanding Service in Education by the United Retailers Center of Puerto Rico, 1992
- Recognition by the Board of Trustees of Inter American University of Puerto Rico for Outstanding Leadership in Higher Education, 1992
- Municipal Council Medal - Newark Municipal Council, November, 1991
- Designation of Saturday, November 9, 1991 as the Dr. José R. González Day throughout Essex County, New Jersey
- Mercurio Award for Leadership and Institutional Excellence - Awarded by the United Retailers Center of Puerto Rico, 1991
- Outstanding Contribution to Health Services. Awarded by the Association of Hospitals of Puerto Rico, 1991

●Executive of the Year in Education. Sales and Marketing Executives of P.R., 1991

Achievements

1993	Distinguished Leadership in Higher Education, Hispanic Caucus of the American Association for Higher Education
	Member Commission on Leadership Development, American Council of Education
1992	Member of the Arts and Sciences Academy of Puerto Rico
	First Puerto Rican to be appointed by President George Bush to the White House Commission on Educational Excellence for Hispanic Americans.
1991	Testified before U.S. Senate Subcommittee on Education, Arts and Humanities regarding the 1991 Higher Education Technical Amendments Bill.

3/10/94

E X E C U T I V E   O F F I C E   O F   T H E   P R E S I D E N T

04-Mar-1994 05:40pm

TO: (See Below)

FROM: Carter Wilkie
Office of Communications

SUBJECT: United Negro College Fund

Our meeting to discuss the President's speech to the UNCF will take place on Monday at 3:30 p.m. in Rm 211 (Domestic Policy).

Kevin Sullivan, from DoEd, will attend, as will Sterling Henry, of the White House Initiative on Historically Black Colleges and Universities.

Please forward this message to anyone else who should attend.

Thank you.

Distribution:

TO: William A. Galston
TO: Alexis M. Herman
TO: Floydetta McAfee
TO: Keith O. Boykin
TO: R. Paul Richard

CC: David Dreyer
CC: David M. Kusnet

3/10/94

THE WHITE HOUSE

WASHINGTON

March 7, 1994

MAR - 7 1994

TO: See Distribution List

FROM: Paul Richard

SUBJECT: Staff Assignments for New York Trip

The President will travel to New York City this Thursday, March 10, 1994. Although the schedule is not yet complete, I thought you would appreciate advance notice to assist your planning for the Briefing Book. If you think you have been assigned in error, please call me at your earliest convenience.

PLEASE NOTE: Briefing papers are due in the Staff Secretary's office by 5:00 pm on Wednesday, March 9.

Thanks for your continued cooperation.

Distribution:
David Dreyer
David Kusnet
Alan Stone
Carter Wilkie
Carolyn Curiel
Bruce Reed
Jose Cerda
Eli Segal
Rick Allen
Alexis Herman
Ben Johnson
Flo McAfee
Joan Baggett
Linda Moore
Susan Brophy
Cassie O'Neill
Sylvia Mathews
Paul Deegan
John Hart
Kim O'Neill
Ann Walker
Grace Garcia

Nat'l Serv Forum

Table of Contents -- New York Trip

Thursday, March 10, 1994

New York, New York

Dawny

R'scc

March 10, 1994

ROUTING SLIP

DATE: 3 / 2 / 94

MAR - 2 1994

FROM: Ricki Seidman
Assistant to the President
and Director of Scheduling and Advance

SUBJECT: United Negro College Fund. March 10

TO:

Rebecca Cameron	✓	Pat Griffin	✓
Mark Gearan	✓	John Podesta	
David Gergen		Jack Quinn	
Marcia Hale		Carol Rasco	✓
Alexis Herman	✓	Bob Rubin	
Nancy Hernreich		Patti Solis	✓
Phil Lader	✓	George Stephanopoulos	✓
Anthony Lake		Patti Solis	
Bruce Lindsey		Christine Varney	
Mack McLarty	✓	David Watkins	
Bernie Nussbaum		Anna Winderbaum	✓
File	X		

CC: ______

FOR YOUR:

INFORMATION X ADVICE ______ ACTION ______

COMMENTS:

Schedule Proposal 1/25/94

_____ACCEPT _____REJECT _____PENDING

TO:	Ricki Seidman Assistant to the President and Director of Scheduling and Advance
FROM:	Alexis Herman Assistant to the President for Public Liaison
REQUEST:	Speech to the fiftieth Anniversary Dinner of The United Negro College Fund (UNCF). At this dinner, the President will receive the Fredrick D. Patterson Award, the highest honor awarded by the UNCF.
PURPOSE:	This forum would provide a number of opportunities.

date: 3/10

- o To show continued support of Historically Black Colleges and Universities and to outline the administrations education goals for the nation.
- o To develop support for health care reform.
- o To discuss National Service and the School to Work initiative.

BACKGROUND:

UNCF is a consortium of 41 private, historically black colleges and universities. Its purpose is to raise funds and provide services to support its member colleges.

During their 50th Anniversary Dinner, the UNCF would like to pay tribute to the President and all living former Presidents going back to Harry Truman.

Prominent alumni of UNCF colleges include: Secretary of Energy Hazel O'Leary, Surgeon General Jocelyn Elders, the late Dr. Martin Luther King, Jr. and former Atlanta Mayor Andrew Young.

PREVIOUS PARTICIPATION: None.

DATE AND TIME:	Thursday, March 10, 1994, around 9:00 pm.
DURATION:	1 hour
LOCATION:	Sheraton New York Hotel, New York City
PARTICIPANTS:	Approximately 2000 guests including: UNCF Board of Directors, Alumni and Presidents of the 41 participating colleges.
OUTLINE OF EVENTS:	The President would be introduced, receive the award and make remarks. The reception begins at 6:00 pm, dinner starts at 7:00 pm. The program will begin after the dinner, around 9:00 pm. Other speakers include: Jonathan Bush, Chairman of the Board, UNCF August A. Busch, III, Chairman and CEO, Anheuser-Busch William H Gray, III, President and CEO, UNCF.
REMARKS REQUIRED:	Speech by communications, additional briefing by the Office of Public Liaison.
MEDIA COVERAGE:	Open

March 10, 1994

ROUTING SLIP

MAR

DATE: 3/6/94

FROM: Ricki Seidman
Assistant to the President
and Director of Scheduling and Advance

SUBJECT: United Negro College Fund

TO:

JOAN BAGGETT		PAT GRIFFIN	
REBECCA CAMERON	✓	JOHN PODESTA	
MARK GEARAN	✓	JACK QUINN	
DAVID GERGEN		CAROL RASCO	
CINDY GERE		BOB RUBIN	
MARCIA HALE		PATTI SOLIS	
ALEXIS HERMAN	✓	GEORGE STEPHANOPOULOS	✓
NANCY HERNREICH	✓	ANN STOCK	
HAROLD ICKES		CHRISTINE VARNEY	
PHIL LADER	✓	DAVID WATKINS	
ANTHONY LAKE		ANNA WINDERBAUM	
BRUCE LINDSEY		MAGGIE WILLIAMS	✓
MACK McLARTY	✓	MELANNE VERVEER	
		JOE VELASQUEZ	
FILE:	✓	TONY WILSON	
cc:			

FOR YOUR INFORMATION ✓ ADVICE ____ ACTION ____

COMMENTS:

Schedule Proposal 1/25/94

X ACCEPT _____REJECT _____PENDING

TO: Ricki Seidman
Assistant to the President and Director of Scheduling and Advance

FROM: Alexis Herman
Assistant to the President for Public Liaison

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REMARKS REQUIRED:	Speech by communications, additional briefing by the Office of Public Liaison.
MEDIA COVERAGE:	Open

WE EXTEND TO YOU A WARM WELCOME, AND HOPE THAT YOUR STAY WITH US WILL BE BOTH ENJOYABLE AND MEMORABLE.

ROOM 1648

DHADEN

Guest Name

Alexis,
FYI: the Room is in Tynetta

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We, the employees of the Sheraton New York/Manhattan Hotels are committed to operating the leading hotel in New York City. Through our commitment to exceeding our guests expectations for personal service and warm hospitality, we earn the loyalty of our customers, so that each leaves wanting to return.

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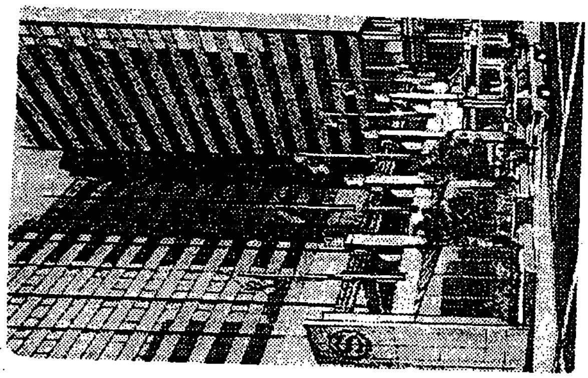
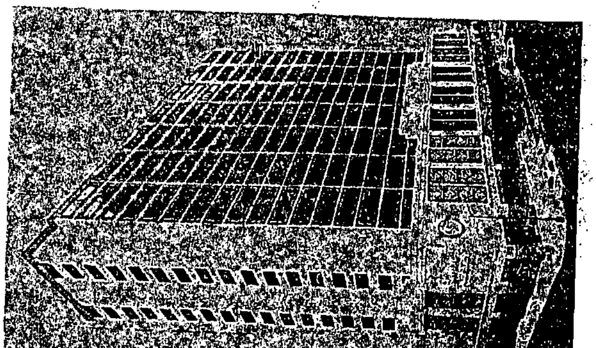
CHICAGO, ILLINOIS 60622
312-278-3210

Sheraton New York
Sheraton Manhattan
HOTELS
NEW YORK



SHERATON NEW YORK



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Welcome

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Clinton Library

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001. list	[Personally Identifiable Information] [partial] (7 pages)	03/00/1994	b(6)

COLLECTION:
Clinton Presidential Records
Public Liaison
Alexis Herman
OA/Box Number: 2952

FOLDER TITLE:
[Invitations]-March 1994 Accepted [1]

2012-0741-F
rs2738

RESTRICTION CODES

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P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.
PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).
RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

Final

127 count

Juan Esteban Aguirre
Ambassador to the US
Paraguay
(b)(6) [redacted] Paraguay
Francisco Aguirre

Mohammed Ali Odeen Ishmael
Ambasador to the US
Guyana
[redacted] Guyana

Stanton Anderson
[redacted]

Jose Antonio Ojedo
[redacted]

Brian Atwood
Administrator
AID
[redacted]

Joaquin Avino
[redacted]

Rebecca Banister
[redacted]

Jermone Berlin
[redacted]

Dexter Brown
Law Enforcement
State of Florida
/

Daniel Burton
President
Council on Competitiveness
[redacted]

Helen Aguirre-Ferre
Diario Los Americas
[redacted]

John Anderson
President & CEO
Beacon Council
[redacted]

Maria Merceedes Andrade

Charge d'Affaires
Guatemala
[redacted] Guatemala

Diego Ascencio
[redacted]

Loranne Ausley
[redacted]

Harriet C. Babbitt
Ambasador OAS
US
[redacted]

Rene Bendana
Ambasador to the US
Honduras
[redacted] Honduras

Jaime Ford Boyd
Ambassador to the US
Panama
[redacted] Panama

Rosamund Brown
[redacted]

Bob Butterworth
Attorney General
State of Florida
/

Mayra Buvinic
International Center for
Research on Women
[redacted] (b)(6)

Manuel Caceres
Ambasador
Paraguay
[redacted] Paraguay

Alejandro Carillo Castro
Ambasador
Mexico
[redacted] Mexico

Paul Cejas
Chairman and Chief Executive
Officer
Care Florida Health Systems Inc.
[redacted]

Lawrence Chewning Fabrega
Ambasador
Panama
[redacted]/ Panama

Lawton Chiles
Governor
State of Florida
/ [redacted]

Ana Colomar O'Brien
Chief of Protocol
OAS
[redacted]

Bragg Crane
Aide to Governor
State of Florida
/

Jacques Crete
Charge d'Affaires
Canada
[redacted] Canad

Newall Daughtrey
[redacted]

Hugo de Zela
Chief of Staff
OAS
[redacted] Peru

Jose del Carmen Ariza
Ambasador to the US
Dominican Republic
[redacted]/ Dominican Republic

Timothy Donaldson
Ambasador to the US
Bahamas
[redacted] Bahamas

Jacques Duspinosse
Hatian American Democratic Club
[redacted]

Charles Dusseau
Secretary of Commerce
State of Florida
/

Michel Enrique
Deputy Ambasador to the US
Mexico
[redacted]/ Mexico

Raul Enrique
Ambassador to the US
Argentina
[redacted] Argentina

Gonzalo Facio
Ambasador to the US
Costa Rica
[redacted] Costa Rica

Alfonso Fanjul
[redacted]

Greg Farmer
[redacted]

George Fauriol
Director
Latin America and Senior Fellow,
CSIS
[redacted] (b)(6)

Maurice Ferre
Commissioner
Dade County
[redacted]

Paulo-Tarso Flecha de Lima
Ambasador to the US
Brazil
[redacted] Brazil

Jaime Ford Boyd
Ambasador to the US
Panama
[redacted] Panama

Maeby Garcia
[redacted]

Joesph Geller
[redacted]

Howard Glicken
[redacted]

Guido Grooscors
Ambasador
Venezuela
[redacted] Venezuela

Luis Guardia
Ambasador
Costa Rica
[redacted] Costa Rica

Peter Hakim
Inter-American Dialogue
[redacted]

Larry Hawkins
[redacted]

Tom Herndon
Chief of Staff, Governor
State of Florida
/

David T. Hirschman
[redacted]

Sonny Holtzman
Attorney
[redacted]

Donna Hrinak
Summit Cordinator
[redacted]

Nancy Jacobson
[redacted]

Julio Cesar Jaureguy
Ambasador
Uruguay
[redacted] Uruguay

Bo Johnson
Speaker of the House
State of Florida
/

Peter Johnson
Executive Director
CCAA
[redacted]

Tom Joubanis
Chairman of the Board & CEO
ASI Technologies
[redacted]

Leonard Kirk O'donnell
Alkin Dump
[redacted] (b)(6)

George S. Kopp
Vice President & General Counsel
Global USA
[redacted]

Luis J. Lauredo
Commissioner
Florida Public Service
Commission
[redacted]

Ira leesfield
[redacted]

Gerald Lewis
Comptroller
State of Florida
/

Eduardo Macguillycuddy
Ambassador to the US
Uruguay
[redacted] Uruguay

Bob McGee
Vice President
Occidental
[redacted]

Corinne McKnight
Ambasador to the US
Trinidad & Tobago
[redacted] Trinidad & Tobago

Ambler Moss
Former Ambasador to Panama
[redacted]

Luis Nunez
President
NPRC
[redacted]

Eladio Knipping-Victoria
Ambasador
Dominican Republic
[redacted]/ Dominican Republic

Luis Lauredo
Commisioner
State of Florida
/

Augusto Ledesma
President
Goya Industries
[redacted]

Alejandro Leon Pazos
Ambasador
Peru
[redacted]/ Peru

Ricardo V. Luna
Ambasador to US
Peru
[redacted]/ Peru

Roberto Mayorga-Cortes
Ambassador to the US
Nicaragua
[redacted] Nicaragua

Buddy McKay
Lt. Governor
State Of Florida
/

Russell A. Mitermier
[redacted]

Heraldo Munoz
Ambasador
Chile
[redacted]/ Chile

John O'Hanlon
[redacted]

Maria Otero
Accian International
[redacted] (b)(6)

Blasco Penaberrera Padill
Ambasador
Ecuador
[redacted] Ecuador

Alejandro Perilla
Dir. of Administration
NCLR
[redacted]

Hernan Plorutti
Ambasador
Argentina
[redacted] Argentina

Paul Prosperi
[redacted]

Jose Roberto Andino
Ambasador
El Salvador
[redacted] El Salvador

Maria Rodriguez
Director Visitors Office
USIA
[redacted]

Marvin S. Rosen
[redacted]

Carlos Salame
Ambasador
Bolivia
[redacted] Bolivia

John Sewell
President
Overseas Development Council
[redacted]

Julio London Paredes
Ambasador
Columbia
[redacted] Columbia

Bernardo Pericas Neto
Ambasador
Brazil
[redacted] Brazil

Andres Petricevic
Ambasador to the US
Bolivia
[redacted]

Clyde Prestowitz
President
Economic Strategy Institute
[redacted]

William Reese
President
Partners of the Americas
[redacted]

Hugh Rodham
[redacted]

Kathleen Rogers
Natl. Audobon Society
[redacted]

Ron Sachs
Communications Director
State of Florida
/

Herminio San Roman
[redacted]

Jeffrey Shafer
Assistant Secretary
Treasury
[redacted]

Paul Shapiro
USIA
Community Relations
[redacted] (b)(6)

Ronald ~~Sherman~~ Scheman
US Executive Director
Inter-American Development Bank
[redacted]

Gabriel Silva
Ambasador to the US
Columbia
[redacted] Columbia

Patricio Silva
Ambasador to the US
Chile
[redacted] Chile

Ron Silver
State Senator
State of Florida
/

Michael Skol
Assistant Secretary
State
[redacted]

Ana-Cristina Sol
Ambasador to the US
El Salvador
[redacted] El Salvador

Yvonne Soler
Radio Marti
[redacted]

Charles Stack
[redacted]

Merritt Stierheim
Greater Miami Convention &
Visitors Bureau
[redacted]

Amancio Suarez
[redacted]

Ari Swiller
[redacted]

Daniel Tarulla
Asst. Secretary, Economics
State Department
[redacted]

Daniel Tarullo
Assistant Secretary
State
[redacted]

Art Teele
Dade County Commission Chairman
[redacted]

Edgar Teran
Ambasador to US
Ecuador
[redacted] Ecuador

Christopher R. Thomas
Assistant Secretary
OAS
[redacted] Trinidad

Jose Antonio Tijerino
Ambasador
Nicaragua
[redacted] Nicaragua

Mary Elena Torano
[redacted]

Bill Turner
State Senator
State of Florida
/

Willem Udenhout
Ambasador to the US
Suriname
[redacted] (b)(6) Suriname

Marlene Villela de Talbott
Ambasador
Honduras
[redacted] Honduras

David Weaver
CEO
Inter Cap Investment
[redacted]

Willard Workman
VP, International Division
US Chamber of Commerce
[redacted]

THE WHITE HOUSE

WASHINGTON

ANNOUNCEMENT OF SUMMIT OF THE AMERICAS

DATE: March 11, 1994
LOCATION: Room 450, OEOB
TIME: 10:30 - 10:50 a.m.

FROM: ANTHONY LAKE SV
ROBERT RUBIN [illegible]
ALEXIS HERMAN AH
JOAN BAGGETT

I. PURPOSE

To announce publicly that the Summit of the Americas will take place in Miami in early December. To set out your broad themes for the event and underscore our intent to work with fellow hemispheric leaders as well as business, labor and non-governmental organizations to ensure a productive event.

II. BACKGROUND

Vice President Gore traveled to Mexico in December 1993, shortly after passage of NAFTA, and announced your intention to host the democratically-elected leaders of this hemisphere at a Summit in the United States in 1994. We are now prepared to announce that the Summit will take place in early December in Miami. We need to consult on the exact dates but hope to have the date and location soon.

A message was transmitted on Wednesday from you to your fellow leaders inviting them to the Summit. In it and in your remarks for this event, you note the unique opportunity which the spread of democracy and growing economic interdependence in the Americas have created to build a hemispheric community of democracies. You set forth our key themes for the Summit -- strengthening and defending our democracies and improving governance and promoting economic growth through trade and investment while advancing sustainable development. And you stress our intent to consult intensively with the governments of the hemisphere and with non-official groups to develop a full agenda and ensure an historic event. That consultation will begin with Vice President Gore's visit to Latin America. Your public announcement will be broadcast live and will convey those messages across all of Latin America and the Caribbean and launch the Summit planning process in earnest.

III. PARTICIPANTS

ON STAGE:

The Vice President
Florida Governor Lawton Chiles
Amb. Hattie Babbitt (US Ambassador to the OAS)
Christopher Thomas (Deputy Secretary General, OAS)
Ms. Muni Figueres (Director of External Relations, Inter-American Development Bank - IDB)

IN AUDIENCE:

Florida Lieutenant Governor Buddy McKay
Members of Congress from the foreign affairs committees, Florida delegation, Black and Hispanic Caucuses
Private Sector, Labor and NGO leaders with hemispheric interests
Cabinet Members involved in hemispheric activities (State, Commerce and Transportation)
Anthony Lake
Robert Rubin
Alexis Herman
Joan Baggett

Total audience will be approximately 150.

IV. PRESS PLAN

In-house pool coverage. Foreign press pool. Florida press pool. USIA will broadcast the announcement live to the hemisphere and will repackage your statement in English and with Spanish translation for later use.

V. SEQUENCE

The event begins at 10:30 a.m. and ends at 10:47 a.m. The Vice President will welcome the guests and serve as the master of ceremonies.

- You come onstage and are introduced by the Vice President. You will be on stage with Ambassador Thomas (OAS), Ms. Figueres (IDB), Governor Chiles, Ambassador Babbitt and the Vice President.

- You make brief remarks announcing the summit (Tab A).

- The Vice President introduces in turn Ambassador Thomas and Ms. Figueres. Each makes brief remarks on behalf of the hemisphere. Ms. Figueres will speak in both English and Spanish.

- The Vice President introduces Governor Chiles.

- Governor Chiles thanks you and remarks on the importance of the summit.

- Governor Chiles presents you a gift on behalf of Florida and Miami.
- End of event.

Attachments
Tab A Remarks
Tab B List of Participants

REMARKS BY PRESIDENT WILLIAM J. CLINTON
Announcement of Summit of the Americas
March 11, 1994

Good morning. Today I have an announcement about an event that's good for our nation and good for our hemisphere.

This has been an important year for our hemisphere. Late last year, in an historic choice, the American people and Congress voted for NAFTA, which will establish the world's largest free trade zone, create jobs and bolster the growth of democracy and market economies throughout the hemisphere.

In December, right after the NAFTA vote, Vice President Gore went to Mexico City and announced my intention to host a meeting of democratically-elected heads of state and government from this hemisphere.

Today, I am pleased to announce that the Summit of the Americas will be held in early December in the city of Miami. The diversity and dynamism of Miami make it an ideal site for this meeting. Miami's economy is fully integrated into the economies of Latin America and the Caribbean. In so many ways, Miami represents the promise of hemispheric integration.

The Summit of the Americas will be an historic event. It will be the first meeting of hemispheric leaders in over a generation. And it will be the first-ever hemispheric meeting of democratically-elected leaders.

Let me say a word about why this Summit matters so much to the U.S. This nation has a major stake in the prosperity and freedom of the hemisphere. Our exports to Latin America and the Caribbean have more than doubled in just seven years, rising to nearly $80 billion in 1993. That has generated hundreds of thousands of new jobs for U.S. workers. If we can bring down hemispheric trade barriers, we can create a million new jobs by the turn of the century.

At the same time, the rising tide of democracy in this hemisphere helps make the United States more secure. Democracies tend not to fight one another. They make better partners in trade and diplomacy. As we work with our neighbors to build a more free, prosperous and secure hemisphere, this Summit will advance our common efforts and our shared interests.

When the Summit of the Americas convenes in Miami we will crown a process of intensive consultation that will begin next week when Vice President Gore travels to Bolivia, Argentina and Brazil to meet with the leaders of those countries.

In the coming months, I will be working with my hemispheric counterparts to develop a full and productive agenda for the Summit. We will want to consider two broad themes. First, how to strengthen our democracies, defend them collectively and improve our governance. Second, how to promote economic growth while advancing a strategy of sustainable development that protects the environment and alleviates poverty.

To help define our agenda, we will also encourage business, labor and non-governmental organizations across the hemisphere to exchange ideas and propose initiatives that can enrich the Summit deliberations.

We have arrived at a moment of great promise and hope for the Western Hemisphere. Democratic values are ascendant. Our economies are growing and becoming more intertwined every day through trade and investment. We now have a unique opportunity to build a community of free nations -- diverse in our cultures and histories, but bound together by a commitment to responsive government, vibrant civil societies, open economies and rising living standards for all our peoples.

So as we prepare for the Summit of the Americas, let us think boldly and set forth a vision of progress for all our peoples. Let us begin the work of building a new community in our hemisphere. Thank you.

Participants of Political Signficanct to the POTUS
Announcement of Pan American Hempispheric Summit
March 10, 1994

NAME	DESCRIPTION
Lawton Chiles	Governor of Florida
Buddy MacKay	Lt. Governor of Florida; 1992 Florida Clinton/Gore Campaign Chair
Charles Dusseau	Secretary of State; Early Clinton Supporter
Bo Johnson	Speaker of the House
Bill Turner	State Senator; Dean of the Dade County Delegation
Ron Silver	Majority Leader, State Senate
Bob Butterworth	Attorney General
Jerry Berlin	President, Signature Gardens; DNC Trustee
Howard Glicken	President, the Commonwealth Group; DNC Trustee
Marvin Rosen	Greenberg, Traurig & Rosen; DNC Trustee
Paul Cejas	Care Florida, Inc.; DNC Trustee
Alfonso Fanjul	Flo-Sun, Inc.; DNC Supporter
Joseph Geller	Dade County Democratic Chair
Ira Leesfield	Leesfield & Leighton; DNC Trustee
Hugh Rodham	Brother-in-law

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
002. email	From Michael Lufrano re: Final New York Manifest (3 pages)	03/09/1994	b(7)(C), b(7)(E), b(7)(F), b(6)

COLLECTION:

Clinton Presidential Records
Public Liaison
Alexis Herman
OA/Box Number: 2952

FOLDER TITLE:

[Invitations]-March 1994 Accepted [1]

2012-0741-F
rs2738

RESTRICTION CODES

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

P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.
PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).
RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

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For Assistance: When using voice mail, touch * at any time OR inside the hotel touch 0, OR outside the hotel dial 581-1000.

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Your password is the first 4 letters of your last name, E.G.:

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Jim Ng	NGXX	6799
Sue Lee	LEEX	5339

For Q, press 7: for Z press 9
If you wish to change your password, access your mail box by touching 1, press 8 and follow the prompts.
If you are sharing a room, contact the hotel operator to determine your password.

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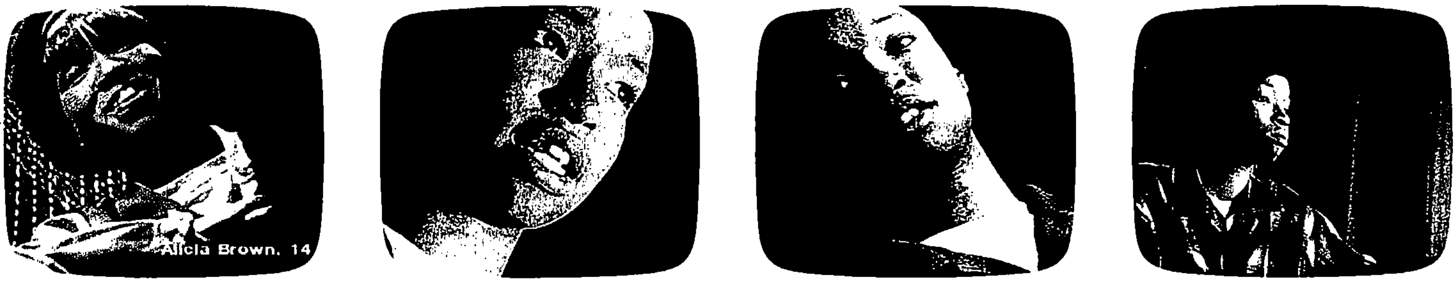
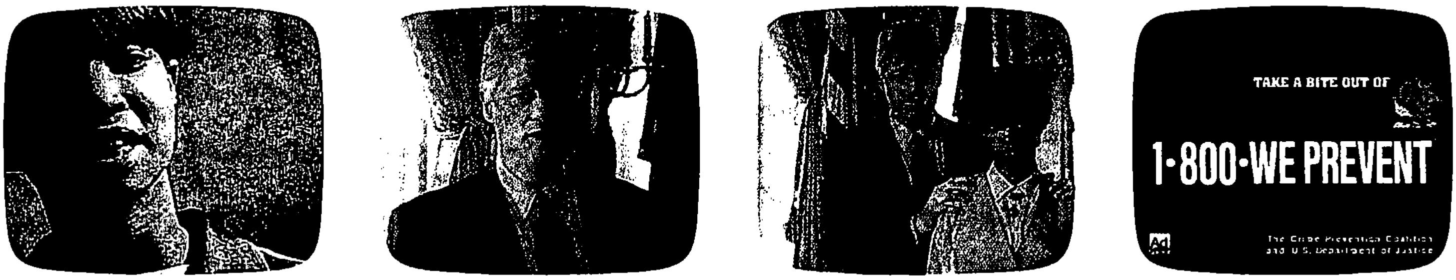
MESSAGES FROM PRESIDENT BILL CLINTON

CC

"PRESIDENT CLINTON & ALICIA" :60 CNCP-4560 (Also available in :30, CNCP-4130.)



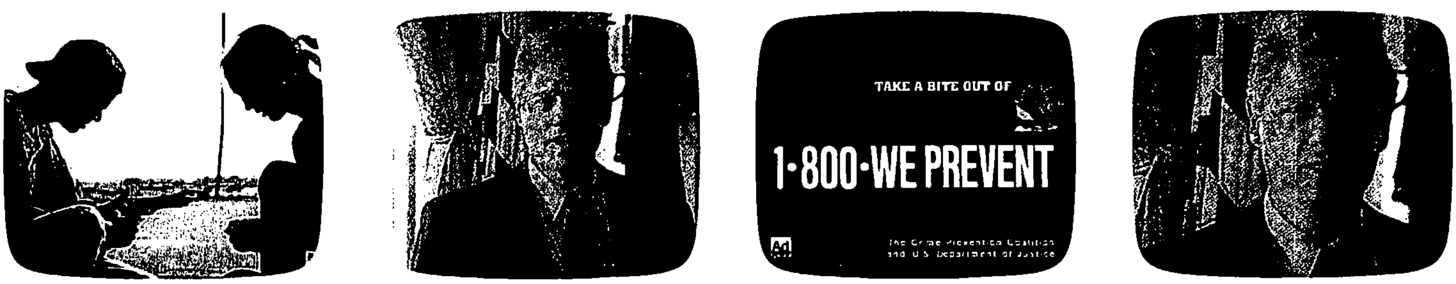
ALICIA: Use t' look forward to Friday night. And then, all of my friends together—the fun we used to have. Lookin' right, you know. I danced. And just havin' a good time. There was a knock at the side door. The music was loud. The boy had opened it—We was laughin' and teasin' one another—Gunshot. Three shots—three shots fired. He was killed. That somebody that you knew of was now gone. It really hurt.



ALICIA: Why did this have to happen? PRESIDENT CLINTON: Unfortunately, Alicia's story is all too common. Too many children have had their childhood taken from them. Fear of violence is robbing our nation's children of their future. We must take away that fear and give them hope. As a parent, I want this violence to stop. And, as your President, I'm committed to ending it. We must give Alicia, and all our children, back their childhood. Working together, we can. ANNCR VO: Do something now. Call 1-800-WE PREVENT.

"PRESIDENT CLINTON/CHILDREN" :30 CNCP-4230

(SFX: GUN SHOT) PRESIDENT CLINTON (VO): Too many children in this nation are being held prisoner. Their captors are fear and violence. Their playgrounds are no place to play in.



As a parent, I want this violence to stop. (OC) As your President, I'm committed to ending it. We must strengthen our families, neighborhoods and communities. We *must* give our children a future. We must take away their fear and give them hope. ANNCR VO: Do something now. Call 1-800-WE PREVENT. PRESIDENT CLINTON: We must give our children back their childhood. Working together, we can.

Volunteer Agency: Saatchi & Saatchi Advertising
Campaign Director: Robert A. Marchese, Aetna Life & Casualty

Sponsors: National Crime Prevention Coalition and the U.S. Department of Justice

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THE WHITE HOUSE

WASHINGTON

March 8, 1994

TO: Distribution List

MAR - 8 1994

FROM: Paul Richard

SUBJECT: Staff Assignments for Detroit/Boston/New Hampshire Trip

The President will travel to Detroit on Sunday for the G-7 Jobs Conference, and will continue on to Boston and New Hampshire. Attached is a tentative table of contents for the Briefing Book. A revised version will be sent as soon as the New Hampshire events have been scheduled. Please notify me at your earliest convenience if I have made any mistakes in these assignments.

If you have any information that should be included in the President's remarks, please be sure to get them to Speechwriting or the appropriate staff member in writing as soon as possible.

NOTE: Briefing papers for the entire trip are due in the Staff Secretary's office by 2:00 pm on Saturday, March 12.

Thanks for your assistance.

Distribution:

Michael Waldman
David Lane
Bill Wyman
Linda Moore
Sylvia Mathews
Paul Deegan
Christine Varney
Bruce Reed
Jose Cerda
John Hart
Kimberley O'Neill
Ann Walker
Paul Meyer
David Kusnet
Reta Lewis
Tom Owen

David Dreyer
Alan Stone
Carter Wilkie
Carolyn Curiel
Alexis Herman
Joan Baggett
Susan Brophy
Cassie O'Neill
Grace Garcia
Lee Satterfield

Table of Contents -- Michigan, Massachusetts & New Hampshire Trip

Sunday, March 13, 1994

Detroit, Michigan

Monday, March 14, 1994

Detroit, Michigan

Tuesday, March 15, 1993

New Hampshire

Event

New Hampshire Background

- New Hampshire Political Briefing (Linda Moore)
- New Hampshire Economic Briefing (Mathews Dugan)
- CEA Economic Facts (O'Neill)
- Local Issues Briefing (Walker / Meyer)

Prof. Andrew Ludanyi

MR. SANDY BERGER

Should we meet with a larger group next time — including Baltic & Ukrainian representatives?

close at 2:30

Anytime. In Alexis' absence I'll close out questions (one more?) 2:30

When is this scheduled to end? How?
@

ALEXIS M. HERMAN

Sunday

March 13, 1994

7 AM		2 PM	POTUS Departs
8 AM		3 PM	
9 AM		4 PM	
10 AM		5 PM	
11 AM		6 PM	6:00pm G-7 Conference/Reception-WESTIN 6:00pm G-7 Dinner w/Host Comte Follows Reception/WESTIN
12 PM		7 PM	
1 PM	1:00pm Staff Van Departs West Basement for Andrews 1:00pm Self-Drive to Andrews/Be at Andrews by 1:30 pm	8 PM	o/n OMNI 313 222-7700 333 E. Jefferson St.

Weather: 313 941-7192
30°-40° cloudy,
40% chance of snow
MON. 30°-40° dry

E X E C U T I V E   O F F I C E   O F   T H E   P R E S I D E N T

11-Mar-1994 05:47pm

TO: (See Below)

FROM: Michael R. Lufrano
Appointments and Scheduling

SUBJECT: baggage call

Baggage call for persons travelling with the President to Detroit on Sunday will be at 11 a.m. All baggage must be properly lebeled and left outside Room 89 1/2 of the OEOB at or before that time.

If you want, you may leave your bags outside Room 891/2 on Saturday evening.

Distribution:

TO: Sylvia M. Mathews
TO: Joshua A. King
TO: Steven E. Riewerts
TO: Richard A. Butcher at PROFS
TO: Dennis B. Stump at PROFS
TO: Jeffrey L. Eller
TO: Andrew Friendly
TO: Thomas E. Wilson at PROFS
TO: Isabelle R. Tapia
TO: Ricki Seidman
TO: Rebecca A. Cameron
TO: Dawn M. Friedkin
TO: Paul A. Toback
TO: John Schorsch at PROFS
TO: Gordon Li
TO: Kathleen L. O'Neill
TO: Linda L. Moore
TO: Sharon Kennedy
TO: Janine Stanzione
TO: Deborah L. Coyle
TO: Heather Beckel
TO: Anne M. Edwards
TO: Hubert E. Turner at PROFS
TO: Thomas F. Hufford
TO: Cheryl D. Mills

E X E C U T I V E   O F F I C E   O F   T H E   P R E S I D E N T

10-Mar-1994 06:19pm

TO: (See Below)

FROM: Michael R. Lufrano
Appointments and Scheduling

SUBJECT: sunday departure

Staff vans will depart from the West Basement entrance to the White House at 1:00 p.m. on Sunday March 13 for staff and guests travelling with the President to Detroit.

Staff and guests, including agency staff, planning to drive themselves to Andrews AFB, should plan to arrive no later than 1:30 p.m.

Distribution:

TO: David J. Lane
TO: Michael Waldman
TO: Joshua A. King
TO: Steven E. Riewerts
TO: Richard A. Butcher at PROFS
TO: Dennis B. Stump at PROFS
TO: Jeffrey L. Eller
TO: Andrew Friendly
TO: Thomas E. Wilson at PROFS
TO: Isabelle R. Tapia
TO: Ricki Seidman
TO: Rebecca A. Cameron
TO: Dawn M. Friedkin
TO: Paul A. Toback
TO: John Schorsch at PROFS
TO: Gordon Li
TO: Kathleen L. O'Neill
TO: Linda L. Moore
TO: Sharon Kennedy
TO: Janine Stanzione
TO: Deborah L. Coyle
TO: Heather Beckel
TO: Anne M. Edwards
TO: Hubert E. Turner at PROFS
TO: Thomas F. Hufford

ALEXIS M. HERMAN

Monday

March 14, 1994

7 AM		2 PM	2:30pm Depart w/Amy and Danny for Airport
8 AM		3 PM	3:10-4:10pm Northwest Airlines #12
9 AM		4 PM	
10 AM		5 PM	
11 AM		6 PM	
12 PM		7 PM	
1 PM		8 PM	

March 13, 1994

ROUTING SLIP

DATE: 3 / 6 / 94

MAR

FROM: Ricki Seidman
Assistant to the President
and Director of Scheduling and Advance

SUBJECT: FOCUS: HOPE, DETROIT, MARCH 14th

TO:

JOAN BAGGETT		PAT GRIFFIN	✓
REBECCA CAMERON	✓	JOHN PODESTA	
MARK GEARAN	✓	JACK QUINN	✓
DAVID GERGEN		CAROL RASCO	✓
CINDY GIRE		BOB RUBIN	
MARCIA HALE		PATTI SOLIS	
ALEXIS HERMAN	✓	GEORGE STEPHANOPOULOS	
NANCY HERNREICH	✓	ANN STOCK	
HAROLD ICKES		CHRISTINE VARNEY	
PHIL LADER	✓	DAVID WATKINS	
ANTHONY LAKE		ANNA WINDERBAUM	✓ This was once an invitation Anna
BRUCE LINDSEY		MAGGIE WILLIAMS	
MACK McLARTY	✓	MELANNE VERVEER	
		JOE VELASQUEZ	
FILE:	✓	TONY WILSON	
CC:			

FOR YOUR INFORMATION ✓ ADVICE ____ ACTION ____

COMMENTS:

Schedule Proposal February 14, 1994

X ACCEPT ____ REGRET ____ PENDING

TO:	Ricki Seidman Assistant to the President and Director of Scheduling
FROM:	Christine A. Varney Secretary to the Cabinet
REQUEST:	Visit by President Clinton to "Focus: Hope", a community-based manufacturing and training center, while in Detroit in connection with the G-7 Jobs Conference
PURPOSE:	To construct a press event that supports the G-7 Jobs Conference.
BACKGROUND:	"Focus: Hope" is a high-technology manufacturing center with training and other community outreach arms, located in downtown Detroit. It is a powerful symbol of economic renewal. The Commerce Department and other federal agencies have supported this enterprise.
PREVIOUS PARTICIPATION:	Unknown
DATE AND TIME:	March 14, 1994, after speech to Jobs Conference (about noon)
DURATION:	One hour
LOCATION:	"Focus: Hope", 1355 Oakman Boulevard, Detroit Michigan
PARTICIPANTS:	President Clinton, Secretary Brown, Senator Levin
OUTLINE OF EVENTS:	Walk through, view manufacturing test-bed and training facility
REMARKS REQUIRED:	None
MEDIA COVERAGE:	Open
1st LADY'S ATTENDANCE:	Welcome, but not necessary

VICE PRES. ATTENDANCE:	Encouraged, due to the high-technology aspect of this event
RECOMMENDED BY:	Rob Stein, Chief of Staff, Department of Commerce
CONTACT:	Dalia Traynham -- 482-5880, Fax 482-0052 Director of Scheduling Department of Commerce

UNITED STATES DEPARTMENT OF COMMERCE
Office of the Secretary
Washington, D.C. 20230

February 14, 1994

MEMORANDUM FOR Christine Varney

FROM: Rob Stein RS

SUBJECT: Presidential Scheduling Request

Attached is a scheduling request for the President to tour a community based manufacturing and training center in Detroit, Michigan, with Secretary Brown and Senator Levin. This event is in connection with the G-7 Jobs Conference to be held in mid-March, in Detroit.

Steve
Army
Flo

red dot
by msgr
3/9/94

Document No.________________

WHITE HOUSE STAFFING MEMORANDUM

DATE: 3/9/94 ACTION/CONCURRENCE/COMMENT DUE BY: 9:00AM, THURS. 3/:

SUBJECT: 2ND DRAFT/PROPOSED OUTLINE FOR DETROIT G-7 SPEECH

	ACTION	FYI		ACTION	FYI
VICE PRESIDENT	☑	☐	NUSSBAUM	☐	☐
McLARTY	☐	☐	QUINN	☐	☐
LADER	☑	☐	RASCO	☐	☐
ICKES	☑	☐	RUBIN	☑	☐
PANETTA	☐	☐	SEGAL	☐	☐
BAGGETT	☑	☐	SEIDMAN	☐	☐
EMANUEL	☐	☐	STEPHANOPOULOS	☑	☐
GEARAN	☑	☐	TYSON	☑	☐
GERGEN	☑	☐	VARNEY	☑	☐
GIBBONS	☐	☐	WATKINS	☐	☐
GRIFFIN	☐	☐	WILLIAMS	☑	☐
HALE	☐	☐	DREYER	☑	☐
HERMAN	☑	☐	WALDMAN	☑	☐
LAKE	☑	☐	SPERLING	☑	☐
LINDSEY	☐	☐	ROSNER	☑	☐
McGINTY	☑	☐	GALSTON	☑	☐
MYERS	☐	☐	LANE	☑	☐
			KUSNET	☑	

REMARKS:
COMMENTS DIRECTLY TO DAVID KUSNET (x62777) NO LATER THAN 9:00 AM THURSDAY, MARCH 10. THANK YOU.

RESPONSE:

JOHN D. PODESTA
Assistant to the President
and Staff Secretary
Ext. 2702

<u>**PROPOSED OUTLINE FOR DETROIT G-7 SPEECH**</u>

* **Introduction/historic moment.** There have been many international conferences, on many important subjects. In the past, these sessions have addressed military security, global finance, geopolitics. Today, we are here to talk about jobs.

* **Jobs in the industrial age.** From the end of World War II to the end of the Cold War, we produced jobs a certain way. It was the industrial age -- an era of mass production, when economies of scale made our largest corporations successful, our workers secure, and our countries prosperous.

- Detroit was for so long a symbol of the industrial age: birthplace of the assembly line, great corporations, and great unions.

- I am sure that the achievements, the problems, and the resilience of communities like Detroit are familiar to all of you. *[cite the "Detroit" of each nation]*

* **Change.** For twenty years, this settled world has been buffeted by ever-stronger winds of change.

- Technology.
- Globalization of commerce.
- rise of developing nations.

- This region, like the industrial heartlands of so many of our nations, took it on the chin.

* **The choice we face.** The industrialized nations each face a stark choice about how to address this change: to hunker down, build walls of protection, seek subsidies, slash wages, all in a futile effort to hold on to the jobs of yesterday . . . or seize the opportunity of the economic transformation, and create the jobs of tomorrow.

* **Here in our country.** We believe we know what we must do in this new economy. In our country, and in your country, people are groping toward the new way of creating jobs -- high-skill, high-wage jobs.

Midwest rebirth. Here in the industrial Midwest, while too many families are still hurting, America's businesses and workers have already begun to make that choice. [Introduce *economic heros -- workers and businesspeople from around the midwest who are examples of the "new" way of doing things*]

- First, we had to create the *stable foundation for growth* -- put our economic house in order

- we reduced deficit,
- lowered interest rates and helped contribute to a more pro-growth world economy.
- expanding trade

Result: deficit, interest rates and inflation is down, jobs and growth is up

-

We have to all do what we can in terms of responsible macro-economic policies to facilitate world growth.

But for our nation to create a true foundation for creating the high wage, high skill jobs of the future, we need to do much more. We need to invest in the technology that are the tools for our workers to compete; we need to equip our people with the skills and education they need to make our nations a magnet for the jobs of the future.

* **Confronting the real obstacles to change.** But let's frankly confront the real obstacles to making change work, the real obstacles to creating these millions of high-wage new jobs.

1. *Many of our people are ill-prepared for the jobs of the future -- and they know it.* First, trained workers are necessary for a high wage economy. Second, people need to be prepared for high-skill, high-wage jobs. And, third, people who are prepared for the new economy will have the confidence to support change, not stop it.

That's why last week I proposed the centerpiece of my economic program for this year -- a reemployment act

lifelong learning: Goals 2000, school-to-work

Learn from Germany and Europe (apprenticeship, retraining)

2. *People think that they are threatened by productivity.* There's resistance, for good reasons: people do get replaced by machines; too many companies have treated people like disposable parts; and too many people are unprepared to work with new technologies. But we can't stop productivity, any more than we can stop gravity. And we will all benefit from productivity. That is why we have a strong and comprehensive technology policy (examples). Yet, we also have the obligation to show people that productivity and technology are the tools to a higher standard of living -- not the enemy., This is not something that government can do alone -- we need to reinvent the workplace.

We have examples here in Michigan of how the private sector does this:

3. *Reconciling work with family.* The third thing that is happening in

advanced economies is that people are demanding that work and the economy value their families. How do we do this without introducing crippling rigidities?

We must provide health care because our basic sense of civility demands it. But we must do so in a way that promotes a dynamic economy -- not one that stifles it. My health care plan does that. It lowers business costs, it prevents distortions from cost-shifting, it stops job lock, it encourages our poorest people to choose work over welfare. We can provide security to our family and make our economies more dynamic.

*** So ultimately, here is the challenge we face: how to protect and help people while harnessing the energy and dynamism of the marketplace.**

*** Why this conference?**

- We have to learn from each other. This is a new age; we don't know what it will look like, what the outcome will be. Must act in a spirit of "bold, persistent innovation" (FDR)

- And we must embrace this new era <u>together</u>. If we do not equip our people for change, they will demand protection from change. We could once again face a spiral of protection and recrimination that will drag us all down.

*** So . . . challenge to the conferees**

- come back to us in Naples in July with principles for job creation

- Let's make the right choice. World War I, wrong choice: protectionism and isolationism, yielding Depression and War. World War II, right choice: global engagement led to global growth and the rise of the middle class. Today, end of Cold War, let's make the right choice.