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001. list	RE: COS/Senior Advisors [partial] (1 page)	10/15/1997	P3/b(3)
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Fast Track Updates

2017-0401-F
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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]

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- 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]
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THE WHITE HOUSE

Fast Track Reports

- Pat. Steele - USDA needed - called 12:15
- SBA called for work ahead
- Commerce - now saying difficult & do -
- Labor message left on Syam Voice Mail
- DOT left message w/ Sec.
- Energy Message T
- EPA Message 12:46
- UN left message
- USTR Message
- The Lantry - per 2 work ahead

Steve Rowell

456-7702 Ruler —

KRISTEN E. PANERALI

11/06/97 05:25:07 PM

Record Type: Record

To: Katherine Hubbard/WHO/EOP, Stephen B. Silverman/WHO/EOP

cc:

Subject: Dan Tarullo's fast track activites today

Per Steve Silverman's memo\ fax:

Dan Tarullo met with Representative McCollum and spoke with Representative Jerry Lewis on the phone today on fast track.



DEPARTMENT OF THE TREASURY
WASHINGTON, D.C.

ASSISTANT SECRETARY

MEMORANDUM FOR ERSKINE BOWLES
STEVE SILVERMAN

FROM: Howard M. Schloss *Howard Schloss / mxb*
Assistant Secretary for Public Affairs
Department of the Treasury

SUBJECT: Daily Fast Track Report

DATE: November 6, 1997

On November 6, Secretary Rubin will appear on *CNN's Moneyline* to discuss Fast Track and its critical importance for the U.S. economy. He will be interviewed by Lou Dobbs and will also discuss other current issues.

On November 6, *NBC, CBS, CNN, and Reuters* covered Secretary Rubin attending meetings on the Hill to discuss Fast Track Trade legislation with members.

On November 5, Secretary Rubin did radio interviews on Fast Track Trade Authority with *ABC Radio, CBS Radio, USA Radio Network, and CNN Radio*.

On November 5, Deputy Secretary Summers addressed the Japan Society in New York City and spoke about the U.S. and Japanese stake in a free and open Asian capital market.

On November 5, Secretary Rubin interviewed via telephone with Tom Plate, *Los Angeles Times*, about the global economy and Asia.

On November 5, Secretary Rubin participated in a closed press Business Leader's Roundtable on Fast Track and its importance for successful businesses.

On November 4, Secretary Rubin participated in President Clinton's Rose Garden press conference on Fast Track Trade legislation.

On November 4, Treasury Public Affairs called all editorial boards in Seattle, Los Angeles, Tennessee, and Minnesota. Secretary Rubin and Deputy Secretary Summers have both volunteered to speak to Editorial Boards and radio stations in these regions.

On November 4, Secretary Rubin participated in a APEC-CEO Business Roundtable Dialogue

**Office of Public Affairs
Office of the Secretary
U.S. Department of Commerce**

TEL: (202) 482-4883

FAX: (202) 482-5168 or (202) 219-4274

Facsimile Cover Sheet

TO: Steve SilvermanFROM: T. Pignatelli
DOC

DATE: _____

FAX: ~~456~~ 456-6704NUMBER OF PAGES (including cover sheet): 2COMMENTS: _____



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

OFFICE OF
THE ADMINISTRATOR

TO:

Stephen Silverman

FROM:

Doug Train

COMMENTS:

Number of Pages to follow: _____

Date: _____

Time: _____

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(202) 622-0631 FAX: (202) 622-2809

Date: November ⁶~~5~~, 1997
To: Steve Silverman
Fax #: 456-6704
From: Michelle Lynn Bonner
Special Assistant, Public Affairs
Subject: Daily Fast Track Report
Pages: 2 (excludes cover sheet)

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W = ASIA
SOUTH KOREA

m = moratio, monarch Butterfly

TOWH Fri: Kansas City
Future

C7E wed Canada/mexico, Bill Has

Mon Cincinnati

8/12

12: Press Conf
Health Development

13: Karsen
Medi

14: Advisory Council

Sat: Aff

Mon: White Lines wed:

THURS,

17: New Orleans

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mon, con

wed: Federal Site

Montreal

Marina Nig

Fri. New Orleans

Feb

Caspian Regions

12: Press Conference

Thursday

Teleconf

Tue 2/4

Working Mothers/Colon

Wed: Bell

Rep. Na

THURS: Speech, Law Conf

Replaying Vietnam Memorials, Tues

Fri

SBA advisory wed: Canada

holocaust

Kay Adm

Not Sec Counsel

Pyro Mess

57 2184

**Meetings and Telephone Calls to Congressional Members
regarding Fast Track Authority
(as of Thursday, 11/6/97, 9:00am)**

Thursday, October 30th

Rep. Bob Livingston
Sen. Harry Reid
Sen. Dick Durbin
Rep. Tom DeLay
Sen. Jesse Helms
Sen Tom Harkin

Friday, October 31st

Rep. Nita Lowey
Rep. Bill Hefner
Rep. Ike Skelton
Rep. Bob Clement

Monday, November 3rd

Calls to Senators-
Tom Harkin
John Kerry
Daniel Akaka
Max Cleland
Frank Lautenburg
Mike Enzi

Tuesday, November 4th

Rep Eva Clayton
Rep. Bob Livingston
Rep Nancy Pelosi
Rep. Matthew Martinez
Rep Chaka Fattah
Rep. Harold Ford, Jr.
Rep. Leonard Boswell
Rep. Bob Matsui
Rep. Karen McCarthy
Rep Bill Luther
Rep Ruben Hinojosa
Rep Ed Towns
Rep. Eddie Bernice Johnson



UNITED STATES MISSION TO THE UNITED NATIONS

799 UNITED NATIONS PLAZA
NEW YORK, N. Y. 10017-3505

November 6, 1997

TO: White House Cabinet Affairs

FROM: Vicki Rivas-Vazquez/USUN

RE: Fast Track Authority

Press Interviews

While on Capitol Hill this week, Ambassador Richardson has done a series of press interviews which include ABC, NBC, CBS, CNN, USA Today, AP, CBS' Telenoticias and Univision's public affairs program *Temas y Debates*. A TIME magazine reporter and photographer have covered several of his meetings with Congressional members for a profile scheduled to run next week.

In addition, Ambassador Richardson has four op-ed pieces pending publication tomorrow, Friday.

Congressional Meetings and Telephone Calls

Ambassador Richardson has met and/or placed telephone calls to over 55 Congressional members. (List is attached.)

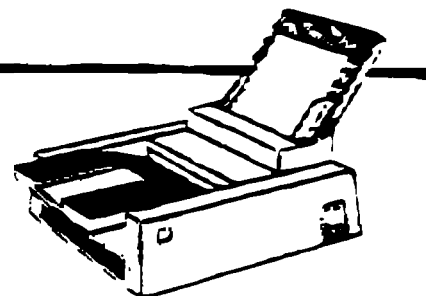


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Washington, D.C. 20590

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CARRIE HYUN / S. SULLIVAN

Comments:

Fast Track Activities by Secretary Slater on November 6.

Meetings:

Rep. Millender-McDonald (D-CA)
Rep. Martinez (D-CA)
Rep. Cook (R-UT)
Rep. Coble (R-NC)

Press: ABC and CBS network news
Rep. MacDonald and Secretary
Slater (part of larger story)

Phone Calls:

Rep. Emerson (R-MO)
Rep. Jackson (D-IL)

Kitty - Ken Kanjorski

November 6, 1997

MEMORANDUM FOR DISTRIBUTION

FROM: STEPHEN B. SILVERMAN

SUBJECT: Fast Track Summary - Daily Cabinet Update for November 6, 1997

Attached are media clips on today's Cabinet Activities.

Thursday, November 6, 1997

Cabinet Briefing

The Vice President and Erskine Bowles briefed the following Cabinet Members on Fast Track prior to their departure to Capitol Hill to meet with Members of Congress: Secretaries Albright, Rubin, Glickman, Daley, Slater, Peña, Deputy Secretary Higgins, Ambassadors Richardson and Barshefsky, Administrator Browner, Director Raines, Gene Sperling, Rahm Emanuel, Sylvia Mathews, Sandy Berger, Thurgood Marshall, Jr., and Stephen Silverman.

Administrator Alvarez

Attached is an interview that the Administrator did that appeared in the *Austin American Statesman*. There was a regional radio interview with Regional Administrator James Breedlove on "Suceso," a Spanish language show in Austin, Texas on station KYND.

Secretary Herman

The Secretary participated in a conference call for Texas and Florida and she will speak with editorial boards in Miami, Florida and Dallas, Greenbay, McAllister, and Brownsville, Texas to discuss the needs of Fast Track.

telephone w/ inter
secretary 11/5
Dan Tarullo

Mr. Tarullo met with Representatives McCollum and spoke with Representative Jerry Lewis on the phone today.

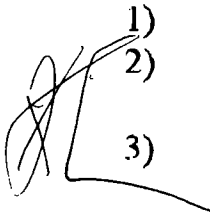
Administrator Browner

The Administrator contacted Representative Sue Myrick of North Carolina and Representative Anna Eshoo of California.

Visit - Jackson - Lee, Macdonald, Emmerson, Whitfield
Today (Dallas Morning News, Miami Herald)
TAA press conf. w/ POTUS
called Rangel, Dossett, Bishop, Jackson - Hillard

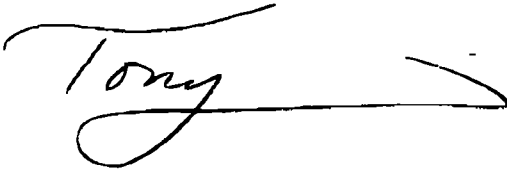
FAX

These are the Fast Track press activities of Sec. Daley for November 6, 1997:

- 
- 1) He participated in the White House Cabinet Fast Track event.
 - 2) He was interviewed by ABC and the Nightly Business Report while he was on Capitol Hill doing office visits.
 - 3) He was interviewed live on Fox Cable News at 4:40.

Thanks,

M. Anthony Phipps





Hi Steve Silverman!!

How are you!!!

Just wanted you to know we've been busy with our Fast Track stuff here at Labor....Secretary Alexis Herman talked with the *Miami Herald* and the *Dallas Morning News* today. Tommorrow Deputy Secretary Kitty Higgins will talk with two Texas papers, the *Brownsville Herald* and the *McAllen Monitor*.

We continue to serve.....

Hi to Emily!!!

Hope to see you guys soon,

Peggy Lewis (219-8211 or 219-7317 ext.121)

MEMORANDUM FOR THE PRESIDENT

FROM: DEPARTMENT OF COMMERCE

SUBJECT: FAST TRACK ACTIVITIES FOR NOVEMBER 6, 1997

Secretary Daley met with the following members:

Representative Roger Wicker
Representative Joseph Kennedy
Representative Richard Burr
Representative Lloyd Doggett

Secretary Daley spoke with the following members:

Representative Rod Blagojevich
Representative Rick Lazio
Representative Danny Davis

Secretary Daley did interviews with the following press:

ABC News
Nightly Business Report
Fox News Network



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

OFFICE OF
THE ADMINISTRATOR

November 6, 1997

NOTE TO: Stephen Silverman

FROM: Doug Tsao

SUBJECT: Administrator Browner's Activities on Fast Track

Administrator Browner made the following contacts ^{with both} ~~with members of Congress today.~~

1) Representative Sue Myrick (NC)

2) Representative Eshoo (CA) ^{to day}

If you have any questions, please call Doug Tsao at (202) 260-7960.



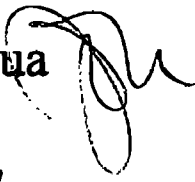
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U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

MEMORANDUM

To: Steve Silverman

From: Jon-Christopher Bua 

Date: November 6, 1997

Re: SBA activities on Fast Track today

1. ^{An} ~~Please find attached~~ the interview with Administrator Alvarez ~~which~~ appeared today in The Austin American Statesman (and was mentioned in a previous report)._____

^{and}
2. Regional Administrator, James Breedlove, did a radio interview today on "Suceso," a Spanish language show in Austin, Texas, on station KYND. Carlos Lopez was the host and his number is 713 373 1520.

**Department of Energy**

Washington, DC 20585

3166

TO: Kris Balderston,
Cabinet Affairs

FROM: Michelle del Valle,
Public Affairs

DATE: November 6, 1997

Following today's meeting on Fast Track at the White House, Secretary Peña met with Congresswoman Nydia Velásquez and Congressman Bill Hefner. He also spoke with Congressman Ralph Hall, Congressman Rick Hill, and Congressman David McIntosh.



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USDA

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FARM LEADERS PUSH 'FAST-TRACK' AUTHORITY

Wichita Eagle (WE) - Thursday, October 23, 1997

By: Tom Webb, Eagle Washington bureau

Edition: main Section: MAIN NEWS Page: 5A

Word Count: 448

TEXT:

WASHINGTON - Fighting a battle that hasn't been going their way, U.S. farm leaders rallied Wednesday to push Congress to grant so-called fast-track authority on trade deals.

Without fast-track authority, said Agriculture Secretary Dan Glickman, "it means we will become a second-rate power in agriculture, there's just no question about it."

Fast-track authority would make it easier to approve trade deals by requiring that Congress vote only yes or no, with no amendments allowed. Supporters, including many in the farm sector, say that kind of authority is essential if the United States is to be nimble enough to eliminate trade barriers and promote exports.

"The U.S. beef industry has become increasingly reliant on export markets," said Dana Hauck, a beef producer from Delphos who noted that U.S. beef exports have grown 360 percent in the past decade - producing a trade surplus of \$1.8 billion.

But critics who viewed trade deals like NAFTA and GATT as a sellout of America's workers are fighting fast-track authority, too. Organized labor has led the opponents, but many Democrats, Ross Perot supporters and Pat Buchanan-style Republicans are joining them.

A spokeswoman for the AFL-CIO said the legislation has gone from bad to worse because it explicitly forbids taking into account environmental and labor issues.

President Clinton and most Congressional Republicans want Congress to pass fast-track authority, but so far they appear to lack the votes. That leaves supporters like Glickman trying to stir up interest by noting why fast-track is important to agriculture. He appeared Wednesday on Capitol Hill with corn growers, hog farmers, beef producers, wheat growers and members of other commodity groups.

"Agriculture is the most export-dependent part of the U.S. economy," Glickman said, citing the \$60 billion in U.S. farm exports last year and robust trade surplus. But that bonanza will be undercut, he said, if Canada and the Europeans continue to make trade deals that the United States is not part of.

Sen. Pat Roberts, R-Kan., favors fast-track authority, especially now that some labor and environmental sections have been stripped from the legislation.

Sen. Sam Brownback, R-Kan., supports granting fast-track authority, his office said.

Rep. Todd Tiahrt, R-Kan., is undecided on fast-track authority, said spokesman Dave Hanna.

"These are difficult votes, and we're hearing from both sides," said Hanna.

Tiahrt and Glickman have some history on this turf. In 1994, when the two were campaigning to represent the Wichita area in Congress, Glickman opposed the GATT treaty and was hammered by labor unions for supporting NAFTA. Tiahrt opposed both, but now he's hearing from farm and aviation interests who support fast-track authority.

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tion. Others have taken to sponsoring alter- rously injured by a contaminated treat re

Agriculture boss: We can do more for food safety

Orlando Sentinel 10/31/97

By Dan Glickman

SPECIAL TO THE SENTINEL

Amid our national fervor for less government, many Washingtonians did double takes when a recent poll revealed that nearly two-thirds of Americans say they want their government to do more to ensure the safety of their food.

People look to their government to protect them from dangers beyond their control — to make sure plane engines work, banks are solvent and food is safe. With our food industry changing so dramatically, government's means of ensuring food safety have to change, too.

Americans are eating more food from around the world. And domestic food production now occurs on a massive scale in which, for example, a million pounds of hamburger (a day's work at the big plants) can quickly appear in restaurants and grocery stores throughout the country.

These changes require a more sophisticated food-safety strategy. This administration is moving forward on a number of fronts: international efforts to lift other countries' food-safety standards; research into the root causes of contamination; stepped-up consumer education; and expanded nationwide monitoring to detect and halt outbreaks of food-borne illnesses quickly.

For meat and poultry — the U.S. Department of Agriculture's arena — the major new weapon against food-borne illness is HACCP, short for Hazard Analysis and Critical Control Points. Forget the jargon. What it means is we're moving from century-old, touch-sight-and-smell inspections to a system that's based in the most advanced science. For the first time, we will test for invisible threats, such as E. coli bacteria and salmonella. For the first time, companies will be required not just to catch unsafe food but to close the safety gaps that invite contamination. For the first time, the focus is on prevention.

With this higher safety bar, no country will be allowed to export food to the United States unless that country provides the same high level of safety to our consumers.

HACCP is a giant step in the fight against food-borne illness. It will give us a more consistently safe food supply. But for this new approach to work, government must be able to enforce it.

Right now, when it comes to food, government has only what we call the "atomic bomb." In the case of meat and poultry, that's the power to withdraw inspectors and effectively shut down a plant's operations.

This all-or-nothing approach won't cut it under the new system. The fact is, the old rules worked well for a different time, but it's a whole new world out there. As industry strives to meet the new, higher standards, government needs degrees of power that ensure that companies pay attention to details

— from keeping good records to practicing each step in their safety plans.

Most plants are run by good people who understand that safe food sells. These folks correct small safety slips as soon as they're warned. Unfortunately, others need a stronger nudge. It's important that government provide it. The quicker we fix minor problems, the less likely they are to turn into major public-health incidents.

We also need to ensure that companies notify the government promptly when they suspect that contaminated food has entered the marketplace. Government can't do a thing to protect people until we know there's a problem. USDA uncovered a situation in which a company notified a restaurant chain about potentially unsafe food 48 hours before it told us. The result? The chain pulled the food two days before grocery stores and public-health officials even had a chance to act. That's two days when people could have become ill or worse.

Mandatory recalls are equally essential. They short-circuit the rare, bad actor who stalls when prompt action is necessary, and they ensure a rapid response throughout the commercial food chain. Given the volumes of food today's companies put out, even when everyone acts in good faith, it is a monumental undertaking to get all of the product back quickly. Mandatory recalls are consumers' insurance policy. If a voluntary recall fails, government has the power to demand that each corner store, supermarket, restaurant and cafeteria pulls the suspect food quickly.

Legislation now before Congress would grant government these long-overdue powers: to fine companies that violate food safety laws, to require prompt government notification when contaminated food may be on the market and to order mandatory recalls.

Although consumers embrace these measures, industry predictably has pounced on them as "big government." I think the company line is hard to toe today. The justification is more clear, as is the public support.

After all, when a car kills because of faulty manufacturing, or a plane engine fails, revealing critical safety gaps, or a toy harms the children it was meant to please, people like the fact that their government can act quickly and decisively to pull dangerous products from the marketplace and fine those who compromise our safety.

As the law stands today, government cannot use these same powers to protect you from unsafe food. In fact, in the case of civil fines, USDA has more authority to protect circus elephants than to protect consumers.

It's time to fix that. It's time to stop treating unsafe food differently from any other threat to the public health.

Dan Glickman is the secretary of the U.S. Department of Agriculture. He wrote this commentary for The Orlando Sentinel.



Glickman



ASSOCIATED PRESS

Agriculture Secretary Dan Glickman, left, and Health and Human Services Secretary Donna Shalala appeared with germ character BAC at a press conference yesterday in Washington.

New campaign stresses food safety

Cartoon 'germ' is centerpiece of U.S. effort

By CURT ANDERSON
Associated Press

WASHINGTON — A green germ cartoon character is the centerpiece of a new effort to educate consumers about protecting against foodborne illness at home.

The campaign, paid for mostly by some \$550,000 from the food industry, is called "Fight BAC," a reference to a globlike character that will be shown trying to spread contamination throughout a kitchen.

"The BAC character puts a face on foodborne bacteria, which we believe will help Americans remember that they have the power

to control bacteria in their home kitchens," said Health and Human Services Secretary Donna Shalala.

The most sophisticated testing and screening of food cannot guarantee it is free of harmful microbes, aptly demonstrated by this summer's recall of 25 million pounds of ground beef tainted with E. coli bacteria and by other events involving meat, berries and vegetables.

"Even as industry and government step up their food-safety activities, consumers need to understand that they are the last line of defense in assuring the safety of the foods they eat," Shalala said.

Foodborne pathogens such as E. coli, campylobacter, listeria and salmonella cause up to 9,000 deaths and 33 million illnesses a year, according to the Agriculture Department.

Along with TV ads featuring BAC, there will be posters, store

brochures and refrigerator magnets. There is also an Internet Web site (<http://www.fightbac.org>) that will offer the latest news and tips on foodborne illness and food safety.

The food industry sees consumer education as more important in preventing illnesses than increased government enforcement in recalling products and punishing companies.

"You do need to remember to take some basic precautions," said Sara Lilygren of the American Meat Institute.

The campaign will stress these four steps:

- Wash hands and table surfaces often.
- Prevent cross-contamination between foods.
- Cook foods to the proper temperatures.
- Refrigerate food promptly.

09298118

FOOD-SAFETY CAMPAIGN URGES CLEANLINESS, THOROUGH COOKING

Rocky Mountain News (RM) - Saturday, October 25, 1997

By: Julie Vorman Reuter

Edition: Final Section: News/National/International Page: 42A

Word Count: 270

TEXT:

WASHINGTON - The U.S. government launched a campaign Friday to urge consumers to prevent food poisoning by washing their hands, thoroughly cooking meat and taking other basic precautions in the kitchen.

The heads of the U.S. Agriculture Department and the Health and Human Services Department said the advertising campaign was part of a wide-ranging effort to improve food safety from farm to fork after a series of recalls of tainted meat this year.

Food safety is a complicated issue. There is no one silver bullet," Agriculture Secretary Dan Glickman said. There has to be responsibility at every stage of the food production, processing and delivery chain."

The public education campaign urges consumers to fight bac" - short for bacteria - by washing their hands before cooking, separating raw meat from vegetables and cooking foods thoroughly. Posters and a public-service announcements feature a cartoon depiction of a bacterium.

Glickman said the Agriculture Department, which created the Smokey Bear character the U.S. Forest Service uses, hopes the green, fuzzy bacterium will become just as well-known.

The Centers for Disease Control and Prevention estimates that more than 9,000 Americans fall sick each year to food-borne illnesses. That costs the U.S. economy nearly \$35 billion in lost work and medical costs, some experts say.

Food safety was thrust back into the spotlight this year when an outbreak of E. coli 0157:H7 illness in Colorado forced Hudson Foods to recall a record 25 million pounds of frozen hamburger patties.

About 450,000 pounds of contaminated hamburger was recalled last month by BeefAmerica, and South Korean officials found tainted hamburger in a shipment of U.S. imports.

LIB2

TIMES PICAYUNE FRONT PAGE
OCTOBER 22, 1997



Dr. Michael Felton, on TV, chats with Vice President Gore, in background, via a satellite hookup at the LSU Medical Center's New Orleans auditorium. Felton told how he treated a patient using the center's telemedicine system. STAFF PHOTO BY MICHAEL DEMOCKER

Medicine goes online to help small-town docs

By JOHN POPE
Staff writer

Deep in Cajun country, nearly 200 miles west of New Orleans, Dr. Michael Felton knew he had a big problem on his hands when Sally Sonnier came to his Church Point office complaining of chest pains and shortness of breath.

Her abnormally enlarged heart wasn't at a life-threatening stage, but it threatened to get there, he

said Tuesday, because Sonnier, 53, would have had to wait months to see one of the few cardiologists in that part of southwest Louisiana. Another possibility, entering the Charity hospital system, would have taken nine months.

"She wouldn't have made it," he said.

But Felton had another option. Even though he practices family

medicine in a small town, he hooked up to the statewide television and computer network that Louisiana State University Medical Center operates to fight the barriers of time and distance. As a pioneer in the field of telemedicine, the LSU system connects rural doctors to specialists at its medical schools in New Orleans and Shreveport.

Without leaving New Orleans, Dr. Frederic Helmcke, a cardiologist, was able to study Sonnier's echocardiogram in June 1996 and prescribe treatment that would let her move with relative ease and breathe without an oxygen tank.

"I can't zydeco dance, but I can get around pretty well," she said.

Sonnier and Felton were hardly alone in discussing their triumph. A satellite hookup let people eavesdrop on television monitors at 35 sites in 25 states. One listening post was LSU Medical Center's New Orleans auditorium, where Vice President Al Gore and Agriculture Secretary Dan Glickman announced nearly \$10.2 million in grants and loans to underwrite more telemedicine programs that not only help rural doctors but also let doctors and other health-care workers in small towns learn from specialists in big-city hospitals.

Glickman was present because the grants and loans, including nearly \$639,000 for five rural Louisiana sites, come from his department.

With telemedicine, "the only thing that you can't do is touch the patient," said Lee Bairnsfather, LSU Medical Center's director of telecommunications.

"You can do almost everything else with a (telemedicine) consultation," he said. "You can look at an X-ray; you can listen to heart and chest sounds; you can look at an ultrasound. Any instrument that ends in 'end' can be used."

Starting with three sites in 1994, the LSU telemedicine system will grow to 40 around the state this year, said Dr. Richard Ferrans, chief of telecommunications at LSU's medical school in New Orleans.

Through the network, which includes a site at the Louisiana State Penitentiary at Angola, the medical center has logged more than 1,000 patient visits and presented more than 2,000 educational programs, he said.

"We're breaking down the walls of isolation for the 1 in 4 Americans who live in rural areas," said Gore, a native of Carthage, Tenn., which has fewer than 2,500 residents. "We're harnessing these new technologies to support our oldest values."

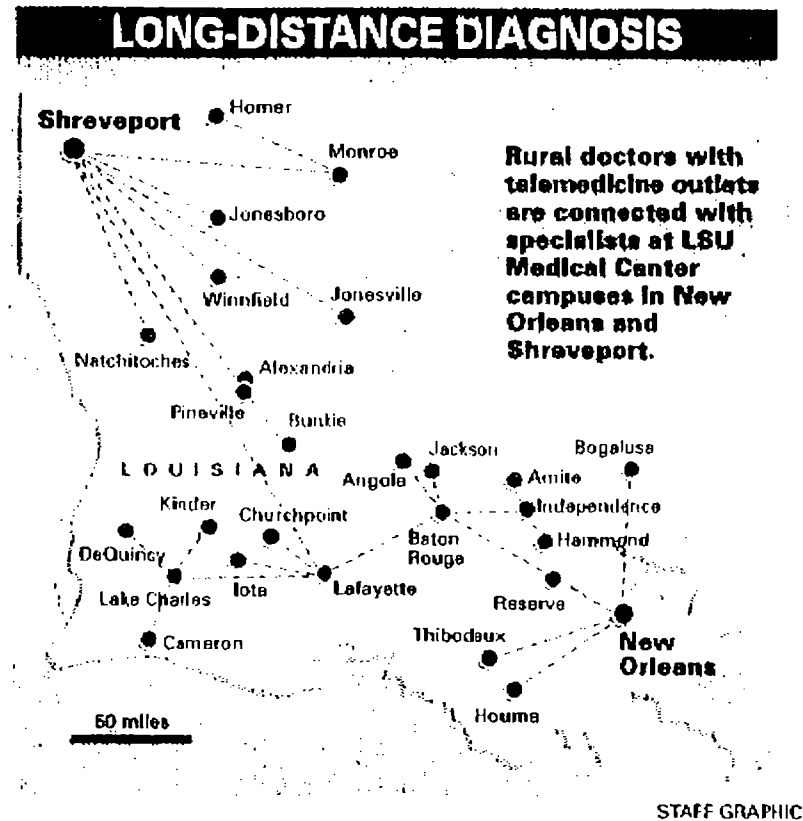
Within minutes via this technology, Felton said, "we're able to go from 'This test is needed' to 'This test is done.'"

Felton and other rural doctors in the auditorium said that, besides helping in emergencies, the statewide network performs an abiding service: It lets them stay

See GORE, A-9

Core: Announces \$10 m'l'n in telemedicine grants, loans

From Page 1



in the communities they love.

Felton, for instance, is a New Orleans native. But he said he chose Church Point because "I wanted to go someplace where I could make a difference, make a significant contribution instead of just being one of many."

"God bless you," Gore said as sustained applause rang out in the auditorium.

During a question-and-answer

session with Gore and Glickman, Tricia Quinn, a senior LSU medical student at Shreveport, said telemedicine made her feel good about returning to practice in her hometown, DeQuincy, population about 800.

"Through telemedicine, I feel a great comfort knowing I'll be able to be hooked up to staff at LSU in New Orleans and LSU in Shreveport," she said.

Grants, loans to aid La. schools, hospitals

By JANET McCONNAUGHEY
Associated Press writer

NEW ORLEANS — Computers are carrying big-city knowledge into little country hospitals and schools, bringing the country together. Vice President Al Gore told 300 people in New Orleans and more on a computer hookup Tuesday.

"We can reach out across the country ... not only with information but shared values and shared vision," he told the audience at LSU Medical School in New Orleans and 35 other sites in 25 states.

Gore and Agriculture Secretary Dan Glickman announced \$10.2 million worth of grants to hospitals and schools in 30 states. They included \$827,000 in grants and \$81,000 in loans for five Louisiana projects, including one that will link five schools in four southwest Louisiana school districts.

That project will let certified teachers at any one of those schools teach advanced science and math classes that the other four couldn't otherwise offer, one school official told Gore during the session.

"I'm a senior, so I probably won't be able to be in this tele-learning thing ... but it gives us lots of options we wouldn't have, because we live in a rural area," said Pitkin High School student Lindsey White.

Gore also talked to a doctor in Church Point, 170 miles west of New Orleans, and a patient who was diagnosed and treated by a doctor at LSU Medical School via a telemedicine hookup.

Dr. Michael Felton said that a year ago Sallie Sonnier was so ill that she could not be unhooked from an oxygen tank.

But Church Point, a town of 4,500, has no cardiologists. It would have taken a couple of months to get an appointment with a cardiologist in Lafayette,

or nine months at the charity hospital there.

"She would not have made it nine months, and she would have died," Felton said.

"This way, in 1½ weeks, we had the test done and she saw the best cardiologist this state has to offer."

He put her echocardiogram on the screen, and Dr. Frederick Helmcke, the cardiologist who diagnosed Sonnier, explained what it showed: that the right side of her heart, usually smaller than the left, was the larger side.

Medicines and other treatment have let her go off of oxygen and get more exercise, he said. "She's now able to go out and go zydeco dancing!"

Sonnier made certain that Gore knew what really had happened: "I can't zydeco dance, but I can get around very well," she said.

Gore asked if the quality of her life had improved, and if knowing that she was diagnosed by a leading expert made her more confident of the diagnosis.

"Yes, sir, it does. We need all the help we can get," she said.

Gore also made an unannounced stop at a Mother's Restaurant in New Orleans, where he tried out some New Orleans fare: gumbo, shrimp and fried oysters.

From then it was on to the \$5,000-a-plate fund-raising dinner held by the Democratic National Committee. About 40 supporters came to hear Gore tout the party line — giving Democrats credit for everything from a better economy to falling crime rates.

Gore also took the opportunity to take a swipe at Republicans for refusing to accept the "will of the people" in the challenge of the Louisiana election that elected U.S. Sen. Mary Landrieu, D-La.

"The intensity on the other side is very high," Gore said. "Are we up to the challenge? Will we bring the requisite intensity?"

Agriculture Dept. announced Tues. \$10.2 million in loans and grants for telecom projects in health and education. Vice President Gore, speaking at La. State U., said grants are designed to help rural areas. La., home state of House Telecom Subcommittee Chmn. Tauzin (R), House Appropriations Committee Chmn. Livingston (R) and Senate Commerce Committee member Breaux (D), will be one of largest recipients, with \$827,000 in grants and \$81,000 in loans.

Communications Data 10/22/97

passes, it would increase the district's \$315 per student. Match the district's use with about conference average Rumpza said. is very low com- referendum in was in the 1970s. also had a general-

obligation bond referendum that passed in 1991. The referendum — were it to pass — would also increase property taxes. The owner of a home worth \$40,000 would pay \$23 more per year for 10 years. The owner of a home worth \$100,000 would pay \$57 more per year for 10 years. A homestead would cost \$40 more per year for 10 years; a homestead worth \$400,000 would cost \$186 more per year.

One resident of the Blooming Prairie school district, Sheila Donnelly, said she probably will vote against the referendum because it doesn't address certain needs of the students. "The only way I would vote for it is if it brought in more things for the music program," Donnelly said. "They don't have any place for the kids to hangout or things for them to do after school. They need extracurricular activities."

Donnelly is also a mother of six children, and money is never a surplus in her household, she added. For this reason, it makes voting for a tax increase difficult. Rumpza, however, will vote for the referendum. "I definitely do support it," she said. "For our kids' education, it's candy money." The next public hearing is 7:30 p.m. Friday at First Lutheran Church in Blooming Prairie.



Lee Bonorden/Daily Herald

Society volunteers bag bird seed at rally in Austin for sale Saturday at the downtown parking lot.

offer black sun- country mix, country mix, by smaller birds. cardinals, thistle sunflower hearts power and country

mix will be available in five- and 50-pound bags. All others will be available in five-pound bags only. Also, there will be specialty feed- ings, including three-pound bags of ear corn, five-pound bags of finch blend, seed and suet cakes and peanut and suet cakes.

ntler' caucus system

the bureau- the process."

not Chairman Jim Schmidt

will be asked Party Principles ratified at the not Convention committees will new search com- large to actively get involved at leadership.

be using a common set of simplified rules. Based on the success of this pilot project, the state DFL will consider adopting the plan for state-wide use in the 2000 caucus cycle. "This is a historic step in rebuilding the caucus system in Minnesota," Schmidt said. "The alternative to a grassroots caucus system is a television based primary filled with 30 second commercial bought and paid for by interest groups and millionaires."

Local consortium receives funding via satellite hook-up

By LEE BONORDEN
Daily Herald

Vice President Al Gore awarded a grant of \$279,617 to an innovative, Austin-based telemedicine collaborative Tuesday. Gore was in New Orleans, La., and the grant recipients were at Riverland Community College.

Through interactive television, a ceremonial check was handed to the recipients in Austin as were checks to recipients in 23 other states.

Gore said he hopes the health education and business learning projects will help "break down the walls of isolation" that exist in America.

The U.S. Department of Agriculture made the University of Minnesota's Hormel Institute and Hubert H. Humphrey Institute of Public Affairs, in conjunction with KSMQ-TV, recipients of the grant, part of the USDA's Rural utilities Service distance learning and telemedicine program.

Dr. Harald Schmid, director of the Hormel Institute in Austin, and Dr. G. Edward Schuh, director of the Freeman Center at the Hubert H. Humphrey Institute, received the check.

Gary DeCramer, the USDA's state director in Minnesota, made the presentation locally as part of a live, video satellite telecast from the campus of the Louisiana State University Medical Center, where Gore and USDA Secretary Dan

Glickman were speaking to a nationwide audience.

"Many rural areas of our state have a critical need for this type of service," DeCramer, a former state legislator, said. "But the neediest communities often lack the financial resources to acquire them on their own."

"The financial assistance provided to the Hormel Institute and University of Minnesota from USDA Rural Development will help create a major advancement in the quality of rural life in our state."

The project will deliver instructional programming over the Internet for both healthcare professionals and consumers.

Hormel Institute will act as the fiscal agent for the project and provide the Internet delivery of the project's content.

The Humphrey Institute will coordinated community participation for the project and the content will be developed and produced by KSMQ-TV.

"Building on its five-year production history with the television program, Healthline, QTV Public Television will develop a 13-week series of programs that will be 'Webcast' live over the Internet," Richard Sailors, QTV's general manager, said.

Desktop video conferencing systems with large monitors will be installed at public meeting places in the Jackson County Central, LeSueur-Henderson, Windom, Sleepy Eye and St. James school districts.

Participants will go to the sites, view the live presentation, and have the capability to ask questions.

Minnesota Gore: Grant may help 'break down the walls'

RURAL HEALTH CARE, EDUCATION TO RECEIVE \$10.2 MILLION

As part of the U.S. Department of Agriculture's Distance Learning and Telemedicine (DLT) program, Vice President Albert Gore has announced the allocation of \$10.2 million in grants and federal telecom loans to rural health care providers and educational institutions. Mr. Gore said the \$10.2 million would improve health care and education services for more than 1.7 million rural Americans.

He said \$8.6 million would be allocated as grants and that \$1.6 million would be issued in loan/grant combinations. The Agriculture Department's latest DLT appropriation brings the program's total to \$50.2 million and marks the first time the initiative has issued federal loans.

*Telecommunications
Reports
10/22/97*

NO ANSWER, A-3

Rural clinics will access PCH through telemedicine

By GREG JORDAN
of the Daily Telegraph staff

PRINCETON - Hours of driving to a hospital will not be a problem for many using rural clinics, thanks to \$300,000 in loans and grants presented Tuesday to Princeton Community Hospital.

Vice President Al Gore and Secretary of Agriculture Dan Glickman announced the awards during a special nationwide broadcast. PCH officials watched the presentation at the Princeton Public Library Annex via satellite

from Louisiana State University Medical Center in New Orleans.

The \$145,948 grant and \$154,054 loan will be used to develop the telemedicine concept in remote areas lacking immediate access to physician specialists and state-of-the-art diagnostic technology. PCH will install diagnostic imaging technology in the Pineville and Oceana offices of Dr. Sam Muscari and the Mountain State Family Practice of Dr. Richard Shorter in Peterstown. Other



Staff photo by John Nelson

Rural, A-3

Bobby Lewis (center) watches Gore's teleconference.

Bluefield, WV

Rural...

Continued from A-1

sites are under consideration.

Funding was awarded by the USDA's Distance Learning and Telemedicine program.

"We'll have computerized X-ray processing machines at these rural doctors' offices," said Steve Curry, director of Medical Imaging at PCH. "The images will be sent to Princeton Community Hospital over the phone."

Instead of waiting for days to schedule an X-ray at a facility far from home, patients will go to a nearby clinic. The system makes immediate diagnosis and proactive medical treatment possible, Curry said. Local doctors will consult specialists at the same time.

"What could take days could take as little as 15 or 20 minutes," he said. "We'll start working on this immediately. We've already done the legwork to get the equipment prepared. Now all we have to do is purchase it. I believe it will take 90 days to be in full operation."

Gore said too many Americans in isolated areas do not have access to medical specialists or advanced education programs. Telecommunications will put both within easier reach.

"Too many parts of our great nation are isolated," Gore said. "Communities with one or two general practices have no reasonable access to specialized medical care."

"With today's grants, more children will be ready for the world economy, and more people of all ages will have longer, healthier lives," he said.

"Today's announcement by Vice President Al Gore is exciting news for patients and doctors in West Virginia," U.S. Sen. Jay Rockefeller, D-W. Va., said later. "Extending telemedicine links to health clinics in rural areas means patients get better care, because their family doctors can consult quickly and easily with specialists who might otherwise not be available."

stolen property

to help with the event.

able toilet was
tion site in the
sion near Leland
the Jacksonville
ne "Rent-a-John"

Proceeds from the sale will be used
to help further boating safety and edu-
cation in Brunswick County. "There
will be many interesting items for
sale, so come early and stay late,"
Kowalczyk invited.

its Scheduled ing Beach Baby Genetic Disorder

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MMH-101

GENERAL SERVICES ADMINISTRATION

As a show of support for the Small-
woods, family and friends have sched-
uled a benefit luncheon dinner for Oct.
24 from 11 a.m. until 5 p.m. Each
plate will cost \$5, and delivery is av-
ailable, Hatley said.

Hatley and other friends and family
members are also seeking donations
for a Nov. 9 auction to be held at the
Oak Island Moose Lodge to benefit
the family. Auction organizers are ask-
ing for donations of any products (old
or new) or services such yard work,
house cleaning, boat rides or dinners
to be auctioned.

To donate items for the auction or
to make a cash donation to the Ander-
son Smallwood Bone Marrow fund,
send donations to P.O. Box 116, Long
Beach, N.C. 28465, or call Frances
Clerpici at 846-9418; Gail Hatley at
278-4012; or Suzy Smallwood at 278-
5474.

BCC Receives Share Of Federal Utilities Grant

The University of N.C. at Wil-
mington was awarded more than a
quarter of a million dollars Monday
by the Rural Utilities Service of the
U.S. Department of Agriculture for the
proposal "Global Access: A Vision for
Connecting Southeast North Caroli-
na," which will allow Brunswick
Community College to obtain access
to global information through an in-
formation highway system.

The award of \$251,295 will be uti-
lized by BCC, Bladen Community
College, Bladen County Schools and
James Sprunt Community College to
connect to the N.C. Information High-
way.

The award was announced Monday
by Vice President Al Gore and Secre-
tary of Agriculture Dan Glickman via
live satellite transmission from Louisi-
ana State University Medical School
in New Orleans. Officials from all
schools involved in the program were
gathered at UNCW to hear the an-

nouncement.

Delane Johnson, technical assis-
tance specialist in the USDA Rural
Development Office in Raleigh, was
in Wilmington to present a ceremonial
check.

Each of the community colleges
has devised unique initiatives based
on their own resources and needs.

Brunswick Community College
plans to build a strong Agricultural
Extension Program using linkages
with UNCW and N.C. State Univer-
sity. BCC also plans extensive edu-
cation/industry partnerships to devel-
op work force training programs to
meet industry needs in its Industrial
Education Center in Leland. College
officials say they hope that the addi-
tion of the distance learning classroom
at that facility will help increase en-
rollment, enhance the number of
courses the college will offer and con-
tribute to the economic growth of the
region.

Landowners

the cost of establishing approved prac-
tices.

Eligible Conservation Reserve Pro-
gram offers are ranks using an envi-
ronmental benefits index composed of
six factors—wildlife habitat cover,
water quality, on-farm benefits of re-
duced erosion extending beyond the
contract period, air quality and conser-
vation priority—in addition to cost.

Interested producers and landown-
ers should contact the Brunswick
County Farm Service Agency office at
P.O. Box 110, Bolivia NC 28422, or
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North Carolina

UNCW lands grant to link rural schools to state

By AARON HOOVER

Staff Writer

UNCW has landed a grant to connect three nearby community colleges and a school system to a state computer network in what officials hailed as a boost to educational opportunities for students in poor rural areas.

The \$261,295 grant will connect Bladen Community College, Bladen County schools, Brunswick

Community College and James Sprunt Community College to the N.C. Information Highway, officials said at a Tuesday press conference.

That will give the community colleges and school system access to information from around the world, other institutions in their communities and UNCW, the officials said.

"A rural system that is as remote as ours has limited resources, and we're always looking

for ways to give our students the advantages" of students in more urban, wealthier areas, said Byron Lawson, superintendent of Bladen County schools.

The grant is similar to a grant UNCW received in 1993 to connect institutions in six counties to the state network. Both grants were awarded by the Rural Utilities Service, a branch of the U.S. Department of Agriculture.

Each community or school sys-

tem has different plans for using its part of the grant.

Among other projects, Bladen County plans to use its collection to gain access to some 130 interactive video classrooms on the state network, according to information presented at the press conference.

Brunswick Community College plans to build an agricultural extension program connected to UNCW and N.C. State University.

Rural clinics will access PCH through telemedicine

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of the Daily Telegraph staff

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Staff photo by John Nelson

Rural, A-3

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Rural...

Continued from A-1

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"Today's announcement by Vice President Al Gore is exciting news for patients and doctors in West Virginia," U.S. Sen. Jay Rockefeller, D-W.Va., said later. "Extending telemedicine links to health units in rural areas means patients for better care, because their family doctors can consult quickly and easily with specialists who might otherwise not be available."

10-2-77

THE DAILY WORLD ABERDEEN, WASH.

Grays Harbor College to get \$300,000 in grants for electronic classroom

A U.S. Department of Agriculture representative was at Grays Harbor College today to announce a package of grants and loans to help set up an electronic classroom.

Clinton Kaasa of the USDA was to announce a package exceeding \$300,000, part of the distance learning plan, according to Jane Goldberg, GHC's communications director.

Goldberg said the package comes as a result of the work of

Van Slaby, who formerly worked at the Small Business Development Center and also has done grant-writing for the college.

"(The USDA) is offering this as a program for underserved areas to provide additional outreach for education," said Goldberg.

The announcement ceremony will feature simultaneous long-distance communications with other grant recipients from the program, according to Goldberg.

Tennessee

The Commercial Appeal -

10 22 97

Grant will link UT-M with rural mothers, doctors

By Mary Powers
The Commercial Appeal

Ultrasound harnesses sound waves to provide a window into the body. Now Memphis educators plan to make it a long-distance window.

Three University of Tennessee, Memphis, family medicine department faculty members Tuesday were awarded a \$127,173 federal grant to build a digital network linking Memphis doctors with patients and colleagues in two West Tennessee clinics.

Next year the researchers expect to begin transmitting ultrasound images to Memphis from family medicine centers in Ripley and Covington. Ultimately they hope to expand the network and expand services, making it easier for rural physicians and patients to consult with Memphis specialists.

Nationally Tuesday, the U.S. Department of Agriculture awarded nearly \$10.2 million in grants and loans to 50 schools, colleges, libraries, hospitals, medical centers and other health providers. Officials predicted the new resulting technology

links would benefit more than 235,000 students and nearly 1.5 million patients.

The telemedicine efforts are designed to electronically link rural patients with specialists based in cities and expand medical education opportunities. The education grants are expected to widen educational offerings to rural students.

Vice President Gore announced the grants during a speech at Louisiana State University Medical Center in New Orleans. UT-Memphis was the only Tennessee program to receive funding.

UT-Memphis will use the money to link family medicine training programs based in the Memphis medical center and Saint Francis Hospital with practice centers in Covington and Ripley.

The technology will initially be used to transmit moving ultrasound images.

"Moving (ultrasound) pictures transmit more information" than the snapshot provided by the current technology of transmitting still photos taken from ultrasound, said Dr. Wm. MacMillan Rodney, who is one of the researchers and the UT-Memphis family medicine department chairman. "Diagnosis and therapy will be assisted by this more powerful method."

Ultrasound is widely used during pregnancy to check for twins or birth defects or to estimate a woman's due date.

To reach reporter Mary Powers, call 529-2383 or E-mail: powers@gomemphis.com

South DAKOTA

FRONT PAGE: EMPIRE SECTION SIOUX FALLS ARGUS LEADER 10/22/97 USD med school gets grant for acclaimed new library

By JOYCE TERVEEN
Argus Leader Staff

A \$209,205 federal grant will equip the University of South Dakota medical school to serve the state with its new medical information library.

The U.S. Department of Agriculture grant, announced at a news conference Tuesday in Sioux Falls, will help establish a computerized network for the Wegner Health Science Information Center being built at 22nd Street and Grange Avenue. The center is expected to open in January.

"It's to establish equipment and technology to be able to deliver health information to any rural

community, in fact any rural practitioner, and any citizen in this state," said Dr. Robert Talley, USD School of Medicine dean.

The South Dakota grant came along with the national announcement of \$10.2 million in federal telecommunications loans and grants to 29 states. The presentation was made by Vice President Al Gore and Agriculture Secretary Dan Glickman in a news conference televised to telemedicine links in 35 sites across the nation, including a site at Sioux Valley Hospital.

The \$2.7 million Wegner Health Science Information Center is on the Sioux Valley Hospital campus.

The three-level structure will have space for 100,000 volumes, 1,300 journal subscriptions, 1,000 individual study stations and 70 computer workstations.

Health professionals and citizens will be able to get the latest medical information through the library with computers, telephones or faxes.

"We need the equipment to allow access from rural South Dakota," Talley said. "We also need equipment to make the connection to wherever the information is stored. This building is a gateway to all the world's medical information."

OPTIONAL FORM 39 (7-90)

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1 of 2 pages 4

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GENERAL SERVICES ADMINISTRATION

Morning Star

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October 22, 1997

UNCW lands grant to link rural schools to state

Copyright 1997 Wilmington Star-News, Inc.

By AARON HOOVER, Staff writer

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Morning Star

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Cheboygan

Michigan

Daily Tribune

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Wednesday, October 22, 1997

Shirley Haring
For
Life

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 RURAL DEVELOPMENT

12 PAGES 50¢

Cheboygan school receives \$106,500

It's the only school district in Michigan to get these federal funds

By BRENDA WEBB
 Tribune Staff Writer

CHEBOYGAN -- Sometimes, one doesn't mind standing alone. Cheboygan Area Schools is the only school district in Michigan to share in a total of \$10.2 million in federal telecommunications loans and grants that were announced Tuesday.

Cheboygan will receive \$106,500. Vice President Al Gore said in a broadcast that was downlinked from New Orleans. Of that, \$50,659 will be in the form of a loan and \$55,841 will be a grant.

Cheboygan was one of 35 downlink sites in 25 states to simultaneously hear the official news of the \$0 total grants made nationwide, he said.

Funding for the distance learning and telemedicine (both of which make use of two way television) grants and loans is through the United States Department of Agriculture Rural Development.

The funds provides the district curriculum development opportunities, said board President Mary Neff. It gives the school a chance to offer what larger districts can already in terms of things like advanced education.

More college courses could be offered at the high school, and Cheboygan could become a site for teaching advanced education classes that other schools could access.

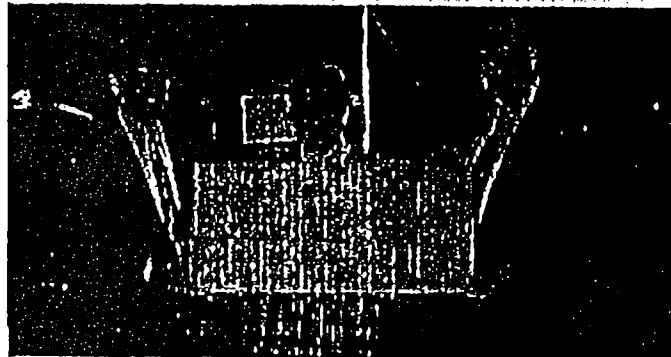
Entire programs can be taught through distance learning, said Neff. "I feel it's a start in the direction of distance learning, something that we wanted to do for a long time, but couldn't afford it," said Cheboygan Superintendent John Palmer.

Providing assistance for communities like Cheboygan is especially important, Gore said.

"We're breaking down the walls of isolation for the one in four Americans that live in rural areas," he said.

"This is going to make a difference in the lives of people and families with today's grants," said Gore. "More children will be prepared for the new economy."

Too many students in rural areas don't have the chance to get the education they need in order to compete in the global economy that



Donald L. Hare of the United States Department of Agriculture presents Cheboygan Area Schools Superintendent John Palmer and board President Mary Neff with a "check" for \$106,500 Tuesday. The district is receiving the grant and loan funds for the installation of distance-learning technology.

Tribune photo by Brenda Webb

exists today, he said.

"Today we're reaching a place where there are no geographic boundaries," Dan Glickman, USDA secretary, said in the same live broadcast. "We cannot afford to leave behind small towns and rural communities."

Helping students in rural areas get the same education as those in urban settings is the goal, he said.

With the grant and loan funds, Cheboygan Area Schools will try to overcome its remoteness by implementing a fiber optic backbone for a wide-area network and distance learning capabilities, according to a USDA report.

In addition, providing the school district with access to library resources over the Internet is also the intent, it said.

"Expanded access to distance learning will be achieved through 'direct connect' with Michigan College Telecommunications Association, which is an organization currently supporting over 14 distance education offerings at state colleges."

Connecting with MCTA will give the school and the community not only more career and educational opportunities, but access to more than 500 distance learning sites throughout the Midwest.

Only one other community in the state is receiving USDA funds this year, but not for education.

Scheurer Hospital in Pigeon, located in the Thumb area, is receiving \$152,684 for telemedicine, which allows rural medical facilities to link up with facilities that have more advanced feasibility.

For example, a specialist in Ann Arbor could, via telemedicine, examine and talk to a patient in Pigeon.

In this case, Scheurer Hospital and its four clinics will be furnished with computers that will transmit patient data to both the emergency room in the hospital and each clinic.

So, instant access to records, histories, treatments and vital statistics will be provided to all physicians and staff.

"The fact is, people in rural areas ought to be connected by some of the new technology that we have to (medical resources)," said Gore.

"When someone is critically ill, every second matters," he said. "Telemedicine technology will help save lives by providing the same quality health care for rural Americans that is enjoyed by people who live close to urban areas."

Technology coordinator Dave McCauslin wrote Cheboygan's grant application with Palmer's assistance.

But, the district's foresight in putting together a Technology Plan made the grant possible, according to Palmer.

"Without it, we wouldn't have been to first base," he said.

Senator Carl Levin was also instrumental in the application's success, according to Donald L. Hare of the USDA.

Other recipients of grant funds include the University of California, Los Angeles, University of Tennessee-Memphis, Ascension Parish Library, Appalachian Regional Health Care, Inc., and Tohono O'odham Nation.

CTo

Columbia Daily Tribune

TUESDAY, OCTOBER 21, 1997, COLUMBIA, MISSOURI

24 PAGES — PRICE 5

TODAY
■ Hank Waters wonders how far MU should go to control drinking.
■ Drinking flap amazes Forrest Rose.
— Page 4A

Grant to Boone Hospital to buy telemedicine units

Rural patients of Boone Hospital Center soon won't have to go to the hospital for basic health care. The hospital will come to them.

Through a system known as telemedicine, doctors will be able to see a patient from afar with a monitor the size of an answering machine. The monitor can take a patient's blood pressure, temperature and blood sugar levels by remote, hospital spokesperson Mary Becker said.

"It allows people to take care of themselves," Becker said.

The hospital has won a \$174,210 grant from the U.S. Department of Agriculture for the monitors. Missourians in Camden, Macon, Monroe, Morgan, Pettis and Shelby counties will receive them, Becker said.

The grant will pay for an estimated 60 telemedicine units for placement in homes. The program should be under way within a month, Becker said.



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Tribune

— and THE LAKE TAHOE NEWS —

Tuesday, October 28, 1997

Tahoe pact to bring feds and state closer

What

Agreement stemming from Lake Tahoe Presidential Summit

Who

Secretary of Agriculture Dan Glickman, introduced by Nevada Gov. Bob Miller

When

Wednesday, 9 a.m.

Where

Aboard the M.S. Dixie II, Zephyr Cove

By Patrick McCartney

Tribune Senior Staff Writer

The agreement to be signed at Lake Tahoe Wednesday by Secretary of Agriculture Dan Glickman could close the distance between promises to restore Lake Tahoe made by President Clinton and the governors of California and Nevada in July.

As chairman of the Tahoe Federal Interagency Partnership, Glickman will sign a document that spells out how the federal government plans to follow through on the Lake Tahoe Presidential Forum.

The memorandum of agreement between the administration, six federal agencies that are active in the basin, the two states and the Washoe Tribe of Nevada and California will spell out the details of the actions Clinton announced at Lake Tahoe.

Dan Glickman

The Secretary of Agriculture will spell out Wednesday how the U.S. government will help Lake Tahoe



Doug Wheeler, California's secretary of natural resources, criticized the federal plan after Clinton unveiled it, saying the \$26 million in funding over two years fell short of what is needed to restore Lake Tahoe's beleaguered environment.

Wheeler said Clinton ignored the ambitious Environmental Improvement Program, prepared by the Tahoe Regional Planning Agency, that is a blueprint for achieving nine major environmental standards. The program calls for nearly 500

environmental projects with a total price tag of more than \$900 million over 10 years, a third of which would be paid by the federal government.

His remarks were dismissed by administration officials as partisan gamesmanship, since Gov. Pete Wilson, a Republican, had briefly campaigned for president in 1992.

Four days before the presidential forum, Wilson and Gov. Bob Miller of Nevada signed an agreement that committed them to pursuing funding to pay for the states' share of the TRPA plan. The Environmental Improvement Program identifies \$275 million in spending needed by California and \$82 million by Nevada.

But, by spelling out the federal government's plan to restore Lake Tahoe, the agreement to be signed Wednesday comes closer to committing the federal government to TRPA's environmental plan.

"The whole interagency partnership is

See Pact, Page 2A

the basis of the agreement, and supporting the EIP is part of the overall agreement," said Linda Massey, public information officer for the Forest Service's Lake Tahoe Basin Management Unit.

Wilson is traveling and will not attend Wednesday's ceremony, but a spokesman for Wheeler said the Wilson administration would welcome a federal commitment to the Environmental Improvement Program.

"Wheeler will be delighted if Glickman comes out and endorses the EIP," said Jim Youngman, a resource agency assistant secretary for communications. "If he does, then the issue will turn to dollar amounts and how the money will be spent."

Federal elected officials are expected to pass on the mid-week ceremony because both the House and Senate are still in session. Among local officials, Nevada state Sen. Lawrence "Jake" Jacobsen, R-Gardnerville, will attend. Nevada's longest-serving elected official represents Lake Tahoe, and has been a member of Nevada's Lake Tahoe oversight committee.

Also attending will be Jim Lyons, the Agriculture Department's undersecretary for natural resources, and Tom Tuchmann, western director for the secretary of agriculture.

10/29/97

Indian tribe will regain link to Tahoe shore today

By Stephen Magagnoli
Bee Staff Writer

Today, the Washoe Tribe of California and Nevada will get back a prime piece of Lake Tahoe, where for 400 generations they hunted, fished, gathered herbs and medicines and gave thanks to the Creator.

In a partnership agreement with the U.S. Forest Service, the Washoe Tribe will get immediate access to 350 acres of meadow along Meeks Bay on the lake's

southwestern shore and 110 acres near Taylor Creek, east of Emerald Bay.

The agreement marks the end of the Washoes' century-long struggle to regain access to Lake Tahoe, which the Washoes called "Da awa a ga," meaning lake's edge, or big waters.

"This is the sacred union of the Washoe people and the place (where) we came into being," said Washoe Tribe Chairman Brian

Continued from page A1

Wallace, whose tribe once occupied much of eastern California and western Nevada.

In the 1860s, after the discovery of the Comstock Lode near Virginia City, the Washoes were nearly wiped out by silver miners. Today, their reservation is based in Gardnerville, Nev., east of the lake, with inland parcels scattered throughout both states.

The Washoes will sign a five-year special-use permit that allows them to use these public lands to gather plants for basket-making, performing ceremonies and teaching tribal youth about botany, biology and traditional herbal medicines.

The 1,640-member tribe - which includes 400 members in Sacramento and the Bay Area - plans to build a cultural center, with lake access, near Taylor Creek.

But the tribe and the federal government are still at odds over the long-term future of the land.

"This is a first step in gaining control of the land," Wallace said.

However, the government has no plans to transfer ownership of public lands to the Washoe Tribe, said U.S. Forest Service spokeswoman Linda Massey.

Next year, the tribe hopes to take over the lease of the popular Meeks Bay resort, marina and campground, where the Washoes traditionally camped in summer.

But the Forest Service owns the resort, and the tribe would need another special permit to lease and operate it, Massey said. "It's a

whole separate action."

No gambling will be allowed, and the general public will still have access to the Meeks Meadow area, Massey said.

Despite these limitations, the deal is "very significant," said Robert Hunter, superintendent of the Western Nevada Indian Agency. "It's a matter of justice and moral obligation that the country is finally returning part of the original land back to the tribe."

Wallace said the tribe has no plans to open a casino. "We're returning to Lake Tahoe not as developers, we're returning more as a relative. The land's going to tell us what to do there."

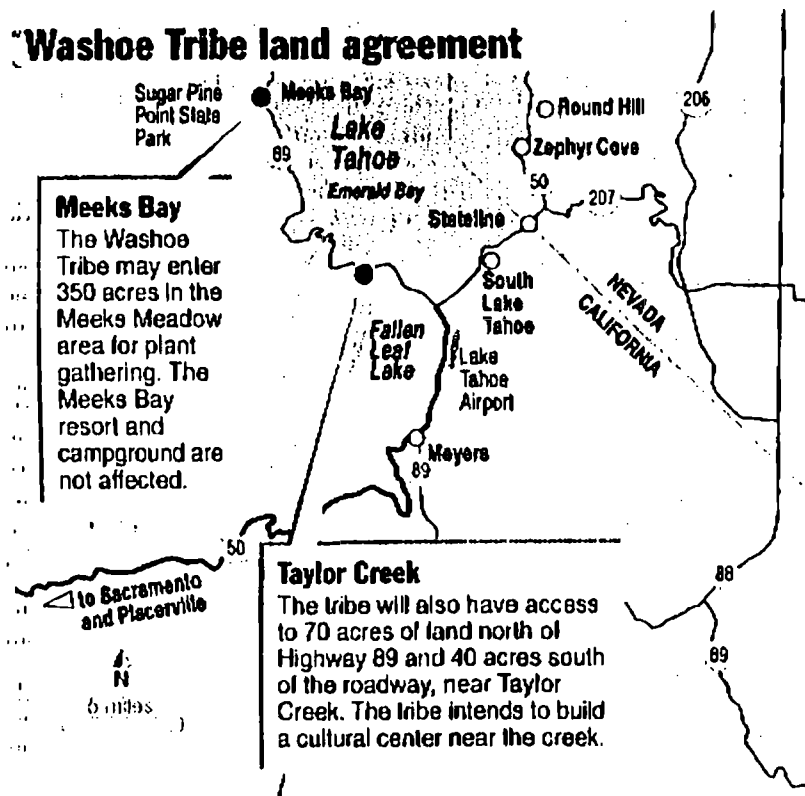
Before anything can be done with the land, the Forest Service will have to prepare an environmental impact report, which Wallace hopes will be completed within a year.

Most of the land is undeveloped shore and back shore threaded with streams and surrounded by trees, Wallace said.

The agreement - the culmination of a promise made by President Clinton at the Tahoe Summit last summer - is expected to be signed today on the M.S. Dixie paddle wheeler at Zephyr Cove, Nev.

"It's a step in the right direction to help the Washoe re-establish a more viable presence here at Lake Tahoe," Massey said. "If they have some special access to some areas that are just for them and their special needs, it helps them re-establish a connection with the lake."

Washoe Tribe land agreement



Bee graphic

■ **Zephyr Cove, Nev.**

Secretary of Agriculture Dan Glickman will fulfill a commitment by President Clinton when he signs an agreement Wednesday formalizing the federal promise to restore Lake Tahoe.

He's the chairman of the Tahoe Federal Interagency Partnership, a panel created by a Clinton executive order at the Lake Tahoe Presidential Forum in July to coordinate activities of six federal agencies active in the Tahoe Basin.

He will also present a package of specific goals for the federal agencies to accomplish over the next few years. That includes \$26 million in aid and projects Clinton promised during his July visit.

The agreement commits the federal government to support the TRPA's goal to achieve nine major environmental goals, or thresholds. The estimated cost is nearly \$1 billion over 10 years, of which the federal government would be expected to fund about \$300 million.

—Associated Press

FAST TRACK:

IN THE INTEREST OF AMERICA AND AMERICAN WORKERS

"[T]o keep America growing, to continue creating jobs and opportunities, we must continue to expand exports. We must use every tool we have to pry open foreign markets to American-made products. We must act now, to continue our progress so our new economy works for all Americans. America must continue to fight for open trade around the world -- and that means Congress must renew the President's traditional authority to negotiate trade agreements."

-- President Clinton, 9/10/97

Fast Track Will Create More Higher Paying Jobs For America's Workers.

The United States needs fast track to continue to create higher-paying jobs for more of its workers. Without it, America's role as the largest exporter in the world will be put in jeopardy. And with new markets opening around the world, it is more important than ever to give the President traditional trade authority to break down foreign trade barriers. These barriers put American products made by American workers at a disadvantage.

Fast Track Background

Q: *What is fast track?*

A: *Fast track legislation is essentially an agreement between Congress and the President on how Congress will consider trade agreements negotiated by the President. As part of that arrangement, the President agrees to extensively consult and coordinate with Congress throughout trade negotiations. In return, Congress votes on legislation implementing trade agreements on an up or down basis, with no amendments. This ensures that other countries will give us their bottom line best offer. Every President since 1974 has had fast track authority.*

President Clinton Has Helped American Workers...

President Clinton has a strong record of helping the families of American workers. The President's record includes: ensuring low-income families received tax relief in the form of a child tax credit in this year's balanced budget deal; securing a 20% tuition tax credit in the balanced budget agreement; creating a \$1,500 HOPE Scholarship to make college universally available; doubling dislocated worker funding; and obtaining the largest Pell Grant increase in two decades.

...And Will Continue To Ensure That All Workers Benefit From Expanded Trade

President Clinton will continue to build on his strong record of supporting American workers and ensuring that all workers benefit from expanded trade by fighting for increased training and education opportunities. The Administration is currently developing a comprehensive plan to help communities and workers who have been affected by trade.

Fast Track Will Ensure America's Role As Global Leader.

The fast track debate is about much more than trade. It is about American leadership in the world. It is a test of whether the United States intends to maintain our half century of leadership -- or retreat and turn inward. And while our economy is currently the envy of the world -- once again the world's most competitive economy -- we cannot afford to take this success for granted. We need to continue to open and expand markets in order to maintain our position as the global economic leader.

Failure To Lead On Trade Will Hurt Our Foreign Policy.

Fast track is a test of our foreign policy. America's failure to lead on trade will have harmful effects on our ability to lead in other areas as well. For example, if Latin America is permitted -- by default in our leadership -- to turn increasingly to Europe and Asia for trade relations, the U.S. relationship with Latin America will weaken. As the sole remaining superpower, the United States has a fundamental interest in aiding both security and prosperity around the world -- particularly in our own hemisphere.

-- Fast Facts --

- ▶ Exports support over 11 million American jobs, including one in five manufacturing jobs.
- ▶ One third of America's economic growth over the past five years has come from exports.
- ▶ The United States is once again the world's most competitive economy; the world's leading exporter; the largest producer of automobiles and semiconductors.
- ▶ Export related jobs pay on average 15% more than non-export related jobs.
- ▶ Expanding trade is increasingly tied to America's future economic growth; 96% of world's consumers live outside the U.S.

FAST TRACK AND AMERICAN LEADERSHIP

Overview

- **The fast track debate is about much more than trade. It is about American leadership in the world.** Other governments, particularly those in Latin America, view fast track as a test of whether the United States intends to maintain our half century of leadership -- or retreat and turn inward.
- **A failure of U.S. leadership would be a huge mistake.** For over 50 years, we have led the world toward freer markets -- reducing average tariffs from 40% at the end of World War II to about 5% today. That has led to a 90-fold increase in trade, which has enormously benefitted the U.S. We must not turn our back on that progress.
- **American leadership is not divisible. If we fail to lead on trade, our influence will suffer in other areas.** The patterns of trade developed in the coming decades will create patterns affecting our national security, foreign relations and political interests. If Latin America is permitted -- by default in our leadership -- to turn increasingly to Europe and Asia in its trade relations, it will weaken our relationship with Latin America. Rejecting fast track would also send a terrible signal to emerging markets, undermining the developing world trend toward free market policies and democracy.

Exports and U.S. Growth

- **For the U.S., the case for fast track is clear: if we are to sustain our economic growth, we must export.** Since 1993, one-third of our growth has come from exports. Over the next decade, the economies of Latin America and Asia are expected to grow at three times the rate of the U.S. economy. In a world where 96% of the world's consumers live outside our borders, we must export to grow. It's that simple.
- **We are in a perfect position to compete. Our economy is the envy of the world.** We are once again the world's most competitive economy, the world's largest exporter, the leading producer in key industries like automobiles, semiconductors and pharmaceuticals. It makes no sense to sideline ourselves now.
- **But we cannot afford to take our economic leadership for granted.** Throughout the world, other countries are moving to reach trade deals opening their markets. We can either lead this process -- or watch it proceed without us:
 - In Latin America and Asia alone, other countries have reached more than 20 preferential trade agreements without us. Today every major economy in the hemisphere has a preferential trade deal with Chile, except the U.S.
 - The EU is seeking a preferential trade agreement with MERCOSUR, a market of over 200 million people and a GDP exceeding \$1 trillion. President Chirac has declared "the future of the region rests with Europe, not the United States."

Fast track and U.S. Foreign Policy

- **Fast track is a test of our foreign policy.** As the sole remaining superpower, the United States has a fundamental interest in aiding both security and prosperity around the world -- particularly in our own hemisphere. Stable trading relationships are critical to that end. In the post Cold-War world, trade agreements serve some of the same purposes security pacts played during the Cold War: They bind nations together through a set of shared interests and common objectives.
- **If the U.S. fails to lead, we risk losing influence by default. The trade patterns set in coming decades will have enormous strategic importance too.** That is part of the strategy behind FTAA and APEC processes. They are not just economic: they are also intended to reinforce broader U.S. engagement in Latin America and Asia, two regions where U.S. foreign policy strategic and security interests are deeply implicated. Rejecting fast track would signal retreat from these initiatives.
- **That would clearly undermine broader U.S. interests.** Latin America sees trade as the linchpin of a stronger hemispheric relations -- our failure to engage would undermine cooperation on a range of issues including drug interdiction, immigration, environmental protection and corruption. In Asia, the industrialization of 3.5 billion people in the arc from Korea to Pakistan will be perhaps the greatest development of the 21st Century. It is critical to America's economic and security interests that we be deeply engaged in the transformation. Without fast track, we are crippled in that effort.
- **The cause of democracy and free markets would also suffer.** After decades of failed experiments and anti-Americanism, many of the world's emerging markets today are embracing free markets, democracy and other American values. Today -- for the first time in history -- one half of the world's population lives under elected rulers. But this fragile progress will continue only if we continue to press countries to embrace free trade policies, build stronger middle classes and strengthen the building blocks of democracy. Rejecting fast track would send a terrible signal that we are not serious about trade liberalization and reform.

Conclusion

- **The United States faces a critical choice.** We can continue to make our economy the model for the rest of the world, open foreign markets, and reaffirm our global leadership. Or we can convince ourselves that we cannot compete, turn inward, and cede that leadership to others eager to take our place. The choice is that stark -- and that important.

KEEPING AMERICA AND ITS WORKERS THE MOST COMPETITIVE IN THE WORLD

America Needs Fast Track to Continue to Create Higher-Paying Jobs for More Americans. Without it, America's role as the largest exporter in the world will be put in jeopardy. And with new markets opening around the world, it is more important than ever to give the President traditional trade authority to break down trade barriers that put American products made by American workers at a disadvantage. We will continue to ensure that America's workers will benefit from expanded trade by fighting for increased training and education opportunities.

I. AMERICAN WORKERS STILL FACE A DISADVANTAGE BECAUSE TOO MANY FOREIGN COUNTRIES PLACE RESTRICTIONS ON AMERICAN GOODS. WE NEED FAST TRACK TO LEVEL THE PLAYING FIELD FOR AMERICAN WORKERS.

What We Inherited. In 1993, President Clinton came into office at a time when, even as the U.S. continued its commitment to free and fair trade, other countries still maintained high tariffs and other obstacles to fair trade -- to the disadvantage of America's workers.

President Clinton Has Moved to Address this Disadvantage by Completing the Uruguay Round and Successfully Pursuing an International Technology Agreement -- Both Under Fast Track Authority. We have worked to level the playing field by negotiating tough, fair agreements -- securing more concessions from our trading partners than we had to give up. For example, Australia has cut its tariffs five times more than we have had to, Korea six times more, and Peru ten times more than the U.S. Because of the ongoing benefits from the Uruguay Round, it is estimated that trade will continue to grow by an average of 9% per year until 2000.

Even So, American Workers Still Face a Disadvantage. Even with this substantial progress, American exports still face higher tariff rates than our own. For instance, tariffs on U.S. agricultural exports average 38%, while our own rates average 11%. Tariffs on U.S. electric machinery exports average 5%, while our rates average under 2%. Without fast track authority, these conditions will only persist -- especially as other countries negotiate their own preferential trade deals to the detriment of our workers and firms. American workers deserve better.

Open and Fair Trade is in the Best Interest of American Workers and their Families. As the American people prepare for the challenges of the 21st century, we face a critical choice: We can meet the challenges of the future, write the trade rules and continue America's remarkable economic growth -- or we can turn our back on the world and fail to compete for new markets, new contracts, new business and new jobs. All over America, jobs have been created in small, medium and large companies that would not exist today if we did not have the ability to negotiate fair trade agreements.

- Over the last four years, American manufacturing exports rose 42%, high technology exports jumped 46%, service exports climbed 33% and farm exports rose 41%.
- From 1990-1996, U.S. auto exports to the biggest emerging markets (excluding Mexico) rose \$500 million and are estimated to reach \$6.1 billion by 2010. U.S. parts exports to these emerging markets are expected to more than triple from the current \$3 billion to \$10 billion in 2010.
- The U.S. dominates 75% of the global software market. More than one-half million workers are employed in the industry -- double the level a decade ago. This industry is expected to grow 9% *per year* worldwide over the next decade.

- The U.S. once again dominates the world's semiconductor industry -- after trailing Japan for years. More than one-quarter million American are employed in the semiconductor industry -- up 13% over the last three years. The global semiconductor market nearly tripled in size between 1990 and 1995 -- and sales are expected to reach \$200 billion by the year 2000 -- a fourfold increase over a decade.
- Exports of goods and services have risen from about 4% of GDP in the early 1960s to over 13% today. Over 15% of the total American workforce is employed in the manufacturing sector. U.S. exports have grown three times faster than Japan's and five times faster than Germany's since the mid 1980s.

II. TO ENSURE THAT ALL AMERICAN WORKERS BENEFIT FROM EXPANDED TRADE, THE CLINTON ADMINISTRATION HAS FOUGHT FOR INCREASED TRAINING AND EDUCATIONAL OPPORTUNITIES.

We need a growth strategy in which we take every action possible to ensure that all Americans can benefit from economic change. We need to break out of the old arguments that say you are either for blocking change or you are for the market, but everyone has to fend for themselves. Government needs to help workers, communities and those not in the job market realize the benefits of expanded trade.

- **The Administration is developing a comprehensive plan to help communities and workers who have been affected by trade.** President Clinton is building on his strong record of helping workers and families secure more opportunities to improve their educations and obtain higher paying jobs. The President will announce his plan early next week.

A Record of Strong Action to Help Families and Workers

- **Fought To Ensure Low-Income Families Benefitted from Child Tax Credit.** Because of the President's efforts, 13 million children from families with incomes below \$30,000 will receive the tax credit -- up to 7.5 million more than under the House plans. Families making under \$30,000 -- such as young teachers, police officers, farmers, nurses and others who work hard and play by the rules -- will now receive the child credit.
- **20% Tuition Tax Credit.** The balanced budget deals provides for a 20% tuition tax credit applied to the first \$5,000 of qualified education expenses and to the first \$10,000 thereafter for college juniors, seniors, graduate students, and working Americans pursuing lifelong learning.
- **\$1,500 Hope Scholarship Tax Credit.** The balanced budget deal also includes a \$1,500 Hope Scholarship to make the first two years of college universally available. For a student attending the average four-year college, the Tuition Tax and HOPE Scholarship tax credits will provide tax savings of up to \$5,000.
- **Doubled Dislocated Worker Funding.** The funding for dislocated workers has been doubled, from \$651 million in FY93 to \$1,286 million in FY97. This year, the dislocated worker program will assist 580,000 workers, up about 300,000 since President Clinton took office.
- **Largest Pell Grant Increase in Two Decades.** The Balanced Budget agreement boosts the maximum 1998 Pell grant from \$2,700 to \$3,000, and expands the program to more poor independent students -- that's the largest increase in two decades.

III. IF THE PRESIDENT DOES NOT HAVE THE SAME NEGOTIATING AUTHORITY THAT EVERY PRESIDENT HAS HAD SINCE 1974, OUR COMPETITORS, NOT AMERICAN WORKERS, WILL REALIZE THE BENEFITS FROM EXPANDED TRADE.

Today, we have the opportunity to permanently create the types of jobs that pay more and provide our workers with more security -- if we continue to increase our exports and open more markets. But if the President does not have the authority to negotiate tough and fair trade agreements with Congress' consent, our competitors will create the best jobs for their workers -- while the U.S. will be relegated to the sidelines.

- **Without fast track, the U.S. will lack credibility to push for a fast start on global negotiations scheduled to start at the end of 1999. The United States stands the most to gain in these negotiations because of its comparative advantage in agriculture, commercial services, and government procurement.**
 - ☞ **Agriculture.** Agricultural exports support nearly a million U.S. jobs. Agriculture remains one of the most protected and subsidized sectors in the world economy. American exports still continue to face trade barriers through high tariffs and preferential trade deals that exclude the U.S.
 - ☞ **Commercial Services.** Service exports of U.S. firms supported nearly 4 million jobs in 1996. Unless negotiated away, barriers will inhibit increased U.S. service exports. In Korea, a number of service sectors remain restrictive for foreign investment including telecommunications and insurance. Brazil has restrictive investment laws, lack of transparency in administrative procedures and limits on foreign capital participation. Distribution in the domestic market is restricted in Indonesia.
 - ☞ **Government Procurement.** Some sectors relating to government procurement include civil aircraft, energy equipment, environmental technologies and services and medical equipment which employ over 2 million American workers. The vast majority of low and middle-income countries have not signed the WTO Government Procurement Code and the U.S. cannot negotiate government procurement obligations in plurilateral negotiations.

WHY AMERICA WON'T GET ITS FAIR SHARE OF JOBS WITHOUT FAST TRACK

America needs fast track to continue to create higher-paying jobs for more Americans. Without it, America's role as the largest exporter in the world will be put in jeopardy. And with more markets opening around the world, it is now more important than ever to give the President traditional trade negotiating authority to break down foreign trade barriers to American goods and services.

The U.S. needs to maintain its leadership role in opening markets through tough, fair trade agreements.

- **Since 1992, 49 states have experienced an increase in overall goods exports and 45 states have experienced an increase in jobs supported by trade.**
- **46 states have higher exports to Mexico and 47 states have higher exports to Japan.**

In the upcoming WTO negotiations, President Clinton needs fast track to have the flexibility to negotiate agreements in **agriculture, commercial services, and government procurement**. In each of these areas, the U.S. is the most competitive nation in the world and stands to benefit the most from writing the rules of trade.

AGRICULTURE

The U.S. is the world's largest agricultural exporting country -- shipping a record \$60 billion in exports abroad. In 1996, total world agricultural exports totaled \$600 billion. While reaching record levels, U.S. exports still accounted for only 10% of that.

- **U.S. agricultural exports support nearly a million jobs and this number is rising.** Since 1990, the value of U.S. agricultural exports has increased by \$20 billion, or nearly 50%. Each week last year, on average, American producers and processors shipped out more than \$1.1 billion in farm and food products to foreign markets.
- **Last year, our agricultural exports were twice the level of our imports -- a claim no other sector can make.** Dollar for dollar, we export more corn than coal, more wheat than steel, more meat than aluminum, and more fruits and vegetables than CDs, records, and tapes. U.S. exports are growing more than three times as fast as domestic demand for foods.
- **U.S. agriculture will pay a high price if fast track is not granted.**
 - ☞ More than 20 bilateral and regional trade agreements are already in place in the Western Hemisphere, and the U.S. is party to only one. While these preferential trade agreements multiply, the U.S. share of the region's total agricultural imports is declining.
 - ☞ Chile has already signed trade agreements with Bolivia, Colombia, Ecuador, Mexico, Venezuela, MERCOSUR and most recently Canada. The U.S. has already lost an estimated \$500 million in exports to other countries that have duty preferences in place.
 - ☞ Chilean fresh fruit pays a 2% duty when entering Venezuela (due to the Chile-Venezuela FTA), whereas American producers pay a 15% tariff. The U.S. Embassy estimates that the U.S. market share would grow from its current 39% to 67% if U.S. producers had equivalent access to the Venezuelan market.

Without fast track, the U.S. will lack the credibility to push for a fast start on WTO agricultural negotiations, scheduled to start at the end of 1999. Agriculture remains one of the most protected and subsidized sectors in the world economy. American exports still continue to face trade barriers through high tariffs and preferential trade deals that exclude the U.S. **Since 1992, in Latin America and Asia alone, our competitors have negotiated 20 trade agreements that do not include the United States.**

The best way we can continue to increase our agricultural exports and create more higher-paying jobs is through broad trade negotiations where the U.S. has the ability to seek additional commitments from other countries to reduce their barriers to American agriculture.

COMMERCIAL SERVICES

Exports of services by U.S. firms supported an estimated 3.9 million U.S. jobs in 1996. U.S. service exports have more than doubled over the last ten years, increasing \$135 billion since 1987 and \$84 billion since 1990 to \$250 billion in 1996. In 1995, U.S. service exports accounted for 16% of global service exports; our closest competitors that year were France (8%) and Germany, Italy, Japan and the U.K. (between 5% and 6% each).

- **U.S. exports to emerging markets have grown at impressive rates:** nearly 30% to China, Taiwan and Korea, and over 20% to Hong Kong and Argentina. The U.S. also exported over \$1 billion in 1995 to the emerging markets of Argentina, Brazil, China, Hong Kong, the Philippines, India, Indonesia, Korea, Malaysia, Singapore and Thailand.
- **Service exports are estimated to reach \$300 billion by 2005 and \$350 billion by 2010.** With the expanding electronic commerce market, the growth trend in the service sector may easily surpass these estimates. For example, look at the health care services industry. In 1994, exports reached \$812 million. The industry is estimated to grow to \$1.03 billion by 1998 and continue its growth to \$1.4 billion by 2002.
- **Unless negotiated away, barriers will inhibit increased U.S. service exports.** In Korea, a number of service sectors remain restrictive for foreign investment, including audio-visual services, insurance, telecommunications and advertising. Brazil has restrictive investment laws, lack of transparency in administrative procedures and limits on foreign capital participation. Distribution in the domestic market is restricted in Indonesia and many other countries.

Fast track will strengthen U.S. efforts to reduce trade barriers and expand these international markets -- key to maintaining U.S. competitiveness and innovation.

GOVERNMENT PROCUREMENT

- **In 1996, government procurement totaled \$200 billion in U.S. exports in 1996 in a total world market of \$600 billion.** Sectors relating to government procurement include civil aircraft, which supports over 450,000 high-wage jobs, energy equipment supporting 350,000 workers, environmental technologies and services supporting 1.3 million workers, and medical equipment employing over 260,000 workers.

Environmental Technologies and Services

- **U.S. exports increased 26% from \$11.5 billion in 1994 to \$14.5 billion in 1995 -- making the U.S. the world's largest supplier.** Growth in exports was responsible for 40% of the \$7.5 billion in 1995 environmental technology industry growth. The global market is projected to grow from about \$440 billion in 1995 to approximately \$600 billion by the year 2010. While the U.S. enjoys over \$14 billion in environmental exports only 8% of the U.S. environmental industry's revenue comes from exports. Major competitors, such as Germany and Japan, export in excess of 20%.
- **Opportunities abound for U.S. environmental technology.** The market in Indonesia exceeds \$1.3 billion of which \$300 million is from the U.S.). Thailand's market exceeds \$1 billion (U.S. exports account for two-fifths of that) and could double over the next five years. Malaysia's market is around \$700 million and is expected to grow at 15-20% per year through 2000.
- **Competition isn't waiting for U.S. leadership.** \$10 billion in new investment is expected through the year 2000 in Brazil. U.S. exports last year amounted to about \$100 million. Tariffs range up to 18%, although MERCOSUR partners receive duty free treatment and other Latin American countries receive a 60% duty reduction.

Medical Equipment

- **Total medical device exports reached \$11 billion in 1996 -- a 14% rise from 1995.** Exports as a share of industry shipments were 20% in 1990 and are expected to be 30% by 2005. Since 1990, U.S. medical devices exports to China, ASEAN and the other big emerging markets (excluding Mexico) doubled, reaching \$2 billion in 1996. Thailand's medical device market exceeds \$600 million, and Indonesia's market has been growing by over 10% annually. Malaysia has budgeted \$1.4 billion this year to upgrade health care quality, and Singapore has over \$500 million earmarked for redevelopment projects.
- **The industry faces tough barriers in low and middle income countries** which include approval procedures for imported devices; government health care reimbursement policies which discriminate against U.S. products; and non-transparent government procurement policies. MERCOSUR countries are developing import and standard regulations which will negatively impact U.S. medical device manufactures.

Fast track will strengthen U.S. efforts to reduce trade barriers and expand these international markets which are key to maintaining U.S. competitiveness and innovation.

- The vast majority of low and middle-income countries have not signed the WTO Government Procurement Code and the United States cannot negotiate government procurement obligations in plurilateral negotiations.
- Current WTO negotiations on establishing elements of a transparency agreement offer the opportunity to secure more transparency in foreign government bids, to the benefit of U.S. firms and workers.

Civil Aircraft

- **One out of every two civil aircraft manufactured in the U.S. is exported.** Asia has become the fastest growing foreign market for U.S. civil aircraft, accounting for about 45% of U.S. exports in 1996. Korea is in the midst of a major civil aviation expansion -- a ten year procurement program plans the purchase of some 230 aircraft worth about \$20 billion. With ASEAN, there is a large and growing demand for airport and ground support equipment. The Philippines has initiated a \$3 billion refleet and modernization program. Almost all of Thailand's demand must be met by imports.
- **High tariffs and government subsidization are major barriers.** Low and middle income country tariffs range from 3 to 40% while the U.S. has no tariffs.
- **Competition isn't waiting for U.S. leadership.** Canada is competitive in Latin America, especially in the business and regional jet aircraft sectors. Canada already has a Free Trade Agreement with Chile which will provide a three percentage point tariff advantage over U.S. suppliers by 1997. This tariff differential, which will increase to 11 percentage points when the FTA is fully implemented, provides the Canadian industry a significant advantage in certain segments of the market.

Energy Equipment

- **Since 1990, U.S. exports of energy equipment have doubled reaching \$15.5 billion in 1996 with a trade surplus of \$6.5 billion.** U.S. exports to the big emerging markets, China and FTAA countries more than doubled since 1990. Exports account for an estimated 34% of the U.S. industry's product shipments. By 2005, energy equipment exports are expected to exceed domestic shipments.
- **The demand for energy in low and middle income countries is expected to grow at more than twice the rate of industrialized countries.** Thailand is expected to invest \$22 billion in new power plants; Indonesia is spending \$40 billion developing a natural gas field; China and India represent even larger potential markets as each country attempts to meet increasing demand.
- **Competition isn't waiting wait for U.S. leadership.** MERCOSUR countries are in the process of privatizing the electricity sector and expect increased demand for generation and distribution equipment. Imports supply approximately one-fifth of the equipment demand, and the U.S. supplies one-third of that. Yet, with tariffs ranging up to 24%, U.S. companies will be at a significant disadvantage if other countries are given preferential access.

With U.S., German and Japanese companies providing almost equal shares of energy equipment in world markets, any preferential access to developing countries by our competitors will hurt U.S. workers and companies.

- **Fast track will strengthen U.S. efforts to reduce trade barriers and expand these international markets which are key to maintaining U.S. competitiveness and innovation.**

'97 OCT 30 PM 12:12

Draft 10/30/97 11:45am

**PRESIDENT WILLIAM J. CLINTON
REMARKS ON INTERNATIONAL TRADE
RIVIERA BEACH, FL
October 31, 1997**

Acknowledgments: Gov. Chiles (for Enterprise Florida's endorsement of fast track, which he will mention in his remarks), Rep. Peter Deutsch, Rep. Mark Foley.

Thank you for that great welcome. I thought you might be all cheered out after all the celebrations this week for your Florida Marlins. How 'bout them Marlins?! You realize, this fabulous team -- the best in the Major Leagues -- got its start right about the time that Al Gore and I got our start in the White House. Personally, I don't think that's a coincidence.

Six years ago, when I announced my candidacy for President, I said that America had a vital mission for the 21st century -- to keep the American Dream alive for every person responsible enough to work for it; to keep America the world's strongest force for peace and freedom and prosperity; and to bring our people together across all the lines that divide us, into one America.

We started with a new economic policy for the new economy, putting in place a bold three-part strategy to shrink the deficit, invest in our people, and lower unfair trade barriers to our goods. The philosophy was solid and simple: remove the impediments that have restrained the American people and then give them the tools and training to help them race ahead. By reducing the nation's massive deficits, we would free our people of the deadweight from the 1980s that slowed their every step. By investing in their education and health, we would help enable them to run fast and strong over the long course of their lives. By reducing trade barriers, we would knock down the unfairly high hurdles they have had to leap over for far too long.

The strategy has succeeded. More than 13 Million new jobs. Deficits down 90%, even before the balanced budget law saves a single cent. America leading the world in auto production once again. Unemployment below 5%. Wages and incomes on the rise. All-time highs in home-ownership. The biggest decrease in welfare rolls in history. Dramatic drops in crime year after year.

Just this morning we received more outstanding news. We learned that the economy is growing at the annual rate of TK%. With strong growth and low inflation, it's clear that our strategy of balancing the budget, investing in education, and, yes, expanding exports through trade, is working. And we know this: Over the past year, exports have accounted for half our economic growth -- the difference between 1 1/2% growth and 3% growth. That's the difference between an economy that is struggling -- and an economy that is strong. I am determined to keep America's economy strong.

And that is why I am fighting for the continued authority to tear down foreign barriers to products that are Made in America. One week from today, Congress will decide whether or not to keep America's exports growing.

The arithmetic of the new economy is this: We have 4% of the world's population and 20% of its income; 96% of the world's consumers live outside the United States; the developing countries are growing three times as fast as the developed countries. If we want to keep our income, with our population base, we have to sell even more to the other 96%, especially those who are growing most rapidly.

You certainly know that here in Florida. Exports from this state have increased over the past four years by more than 50% -- and that's one reason why the Florida economy has been able to create a remarkable one Million new jobs during that period. [*details on Port of Palm Beach, Tropical, Sikorsky's export growth.*]

Make no mistake: this export success has been spurred, in part, by more than 200 tough trade agreements we have negotiated to open new markets to American products. We signed more than 20 agreements with Japan alone, and in those areas our exports grew by 80%. We made it clear to them that if they wanted access to our open markets, they were going to have to open theirs. [*insert example of benefits to a S. Florida company*]

Our markets have been open for decades. Even today, agricultural exports, like the ones Tropical Shipping transports, face tariff rates around the world nearly four times our own. We owe it to businesses like those represented here today -- and all their workers -- to level the playing field for trade. When our workers are given a fair chance, they can outcompete anyone in the world.

Congress must not take away this opportunity to compete. For more than 20 years, Congress has granted every American President "fast track" authority to negotiate trade agreements and submit them to Congress for a simple up or down vote. If Congress grants fast track authority, we can use it to open trade in areas where American firms are leading, such as computer software, medical equipment, environmental technology. America can use it to open foreign markets to our agricultural products. America can use it to open the markets of Chile and other Latin American nations to our goods and services.

If we don't seize these opportunities, our competitors surely will. Last year, for the first time ever, Latin American nations had more trade with Europe than with the United States. Now that Canada has negotiated a trade agreement with Chile, every major economy in this hemisphere has duty-free access to Chilean markets but one -- ours. That's a bad deal for our businesses and workers. It's "America Last" -- and it's unacceptable.

Every time there is a trade agreement, we hear dire predictions of the consequences. Remember the "giant sucking sound"? Well, the only sound I hear is the sound of 13 million jobs being created. In the past two months alone, America has created more jobs than even the gloomiest critic claims we lost as a result of NAFTA over the past four years. It may be Halloween time, but we don't have to let them scare us with horror stories.

And to those who worry about the impact of trade on workers or the environment all around the world, I say: We must do better to raise living standards everywhere. This trade authority will give me the leverage to negotiate agreements that do that. The bills now waiting for a vote on the floor of the House and Senate offer the most detailed and concrete authority to negotiate these issues

ever included in this kind of legislation. And because we know that expanded world trade does not always benefit all Americans equally, we're working with members of Congress to develop new initiatives to bring more Americans into the winner's circle. With these initiatives, we will increase our investment in communities that suffer from dislocation and in those workers who lose their jobs because of a trade agreement, technology, or any other reason.

But walking away from this opportunity will not create or save a single job. It will not keep a single child in another country out of a sweat shop. It will not clean up a single toxic site in another nation. Turning away will not expand our economy, enhance our competitiveness, empower our workers. It will give away markets and jobs. It will jeopardize America's preeminent position in the world.

America faces a critical choice. This week, more than ever, we have been reminded that America will not prosper without a strong world economy; and the world will not prosper without a strong America. We can rise to the challenges of the future, write the trade rules, and continue America's remarkable economic growth -- or we can turn our back on the world and fail to compete for new markets, new contracts, new business, and new jobs. Right now, members of Congress are facing severe pressure to "no" vote on fast track. I believe that Congress will stand up to this pressure. I believe Congress will take a courageous stand for America's long-term prosperity.

Over the past four and a half years, our three-part strategy for security and growth has worked even better than we had hoped. We have reduced the deficit to the lowest level since the early 1970s. We have invested in our people, with historic new commitments to the education and health of all Americans. And we have raised American living standards by opening new markets to quality American goods and services. Thanks to this strategy and the hard work of the American people, we stand poised at the threshold of a new century stronger than ever before. America must not retreat on the strategy that has brought us to this place of promise. America must not return to a mindset rooted in the past. Instead, America must move forward on all three crucial elements of our strategy. And as you are doing here in West Palm Beach, America must boldly seize the opportunities of the future.

*** TX REPORT ***

TRANSMISSION OK

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CONNECTION ID		
ST. TIME	10/30 18:40	
USAGE T	02'26	
PGS. SENT	4	
RESULT	OK	



OFFICE OF CABINET AFFAIRS

Date: 10/30/97

To:

Chief of Staff

From:

Brian Hubbard

Facsimile:

Telephone:

Subject:

Pages:

04

(Including this Cover Sheet)

Comments:

PLEASE LET LOELL WEISS

*** TX REPORT ***

TRANSMISSION OK

TX/RX NO	0368	
CONNECTION TEL		93954549
CONNECTION ID		
ST. TIME	10/30 18:43	
USAGE T	01'35	
PGS. SENT	4	
RESULT	OK	



OFFICE OF CABINET AFFAIRS

Date: 10/30/97To: Chief of StaffFrom: Brian Hubbard

Facsimile: _____

Telephone: _____

Subject: _____

Pages: 04 (Including this Cover Sheet)Comments: PLEASE LET LOELL WEISS

*** TX REPORT ***

TRANSMISSION OK

TX/RX NO	1728	
CONNECTION TEL		9622 0073
SUBADDRESS		
CONNECTION ID	TREASURY	
ST. TIME	10/30 17:35	
USAGE T	02'42	
PGS.	4	
RESULT	OK	



OFFICE OF CABINET AFFAIRS

Date: 10/30/97

To: Chief of Staff

From: Bobb Hubbard

Facsimile: 622-0073

Telephone: _____

Subject: _____

Pages: 04 (Including this Cover Sheet)

Comments: PLEASE LET LOELL WEISS
KNOW IF YOU HAVE ANY QUESTIONS
BY TONIGHT! HE IS IN
PRESIDENTIAL SPEECH WRITING

MEMORANDUM FOR DISTRIBUTION

FROM: STEPHEN B. SILVERMAN
BIBB HUBBARD
DAVID BEAUBAIRE

SUBJECT: Upcoming Fast Track Events

*Fast Track Future Events Scheduled
As of October 24, 1997*

Friday, October 24, 1997

- The White House will release endorsements of former Presidents, Secretaries of State, Treasury, etc.
- The Treasury Department releases report on impact of Fast Track on economy and incomes of American workers and their families.
- White House releases Fast Track fact book including updated talking points, endorsements, and editorials.
- Administrator Alvarez will be interviewing with **KFNN Financial News Radio, The Arizona Business Gazette, The Tucson Business, and The Arizona Republic.**
- State Department mailed to 150 editorial boards, Governor's offices, fact sheets and Secretary Albright's speech.

Monday, October 27, 1997

- Secretary Rubin will be interviewed by Nightly Business Report
- Secretary Daley will have breakfast with Congressman Bentsen
- Secretary Daley will speak to the DLC
- Secretary Herman will attend DLC event
- The President delivers major address at the DLC which will include comprehensive plan to help workers and communities affected by trade.
- Secretary Herman will do background briefing along with Gene Sperling
- Administrator Alvarez will speak at the National Association of Small Business Investment Companies

Tuesday, October 28, 1997

- Secretary Daley will make calls
- Secretary Albright will host a breakfast for Members of Congress
- Secretary Albright will appear on Larry King Live
- Secretary Rubin will appear on Larry King Live
- Secretary Herman will have a press conference on the Hill with Members of Congress.
- Administrator will interview with WNYE radio.

Wednesday, October 29, 1997

- Secretary Daley will have breakfast with Congresswoman McCarthy and make calls
- State Department interviewing with *Denver Post*, *Rocky Mountain News*, *Denver Business Journal*

Thursday, October 30, 1997

- Secretary Daley will have breakfast with Congresswoman Eshoo and make calls
- Administrator Alvarez is schedule to deliver the keynote address at the Houston Baptist University, 7th Annual Financial Symposium
- Ambassador Richardson is planning to blanket the Hill from this day forward with meetings - he has opening up his schedule to do nothing but Fast Track.

Friday, October 31, 1997

- Secretary Daley will make calls all day
- Administrator Alvarez will interview with WQBA radio in Miami
- Administrator Alvarez will interview with Florida Radio Network

Wednesday, November 5, 1997

- Administrator Alvarez with Fleet Financial Group Community Development Symposium

Thursday, November 6, 1997

- Administrator Alvarez will speak at the National Association of Government Guaranteed Lenders Conference

Friday, November 7, 1997

- Administrator Alvarez will speak at the National Small Business United Conference.
- Secretary Peña will discuss Fast Track in his address to the National Council of State Legislators

Monday, November 10, 1997

- Secretary Peña will discuss Fast Track at a Hispanic Leaders Luncheon

Other

- Secretary Albright is scheduled to participate in one or two round table interviews with key journalists and perhaps a satellite television tour.

Withdrawal/Redaction Marker

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. list	RE: COS/Senior Advisors [partial] (1 page)	10/15/1997	P3/b(3)

COLLECTION:

Clinton Presidential Records
Cabinet Affairs
Kris Balderston
OA/Box Number: 15322

FOLDER TITLE:

Fast Track Updates

2017-0401-F
db4702

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]

FAST TRACK

COS/Senior Advisors

as of October 15, 1997



DEPT	SECRETARY	COS/SR ADVISOR	PHONE	FAX	ROOM
✓ State	Madeleine Albright	Elaine Shocas	647-5548	736-4535	7234 A
✓ Treasury	Robert Rubin	Mike Froman	622-1906	622-0073	3408
Defense	William Cohen	Robert Tyrer	(703) 695-5261	(703) 697-9080	3 E880
Justice	AG Janet Reno	John Hogan	514-3892	616-5117	5119
Interior	Bruce Babbitt	Anne Shields	208-7351	208-6956	6144
✓ USDA	Dan Glickman	Greg Frazier	720-3631	720-2166	202 A
✓ Commerce	William M. Daley <i>Carrie Doherty</i>	Paul Donovan	482-4246	482-2741	5858
✓ Labor	Alexis Herman <i>Suzanna Valley</i>	Ted Mastroianni	219-8271	219-7659	S2018
HHS	Donna Shalala	William Corr	690-7431	401-5783	606G
HUD	Andrew Cuomo	Jon Cowan	708-2713	708-2476	10000
DOT	Rodney Slater <i>Steve Palmer</i>	Michael Huerta <i>586-4576</i>	366-1103	366-3956	10200
✓ Energy	Federico Peña <i>Amy Krulewicz</i>	Elgie Holstein	586-6210	586-7644	7A-257
Education	Richard Riley	Leslie Thornton	401-7773	401-2098	6153
VA	Hershel Gober	Harold Gracey	273-4808	273-4877	1000
✓ EPA	Adm Carol Browner <i>Dang Tsao</i>	Peter Robertson	260-4700 <i>No 2nd</i>	260-0279	1200
CEA	Chair Janet Yellen	Michele Jolin	395-5084	395-6958	314
OMB	Dir Frank Raines	Jill Blickstein	395-5883	395-3174	253
UN	Amb William Richardson <i>Rebecca Cooper</i>	~~Rebecca Cooper~~	736-7555	736-7551	6333
✓ USTR	Amb Charlene Barshelsky <i>Rebecca Cooper</i>	Nancy Leamond	395-6850	395-4549	209
ONDCP	Dir Barry McCaffrey <i>No 2nd</i>	Janet Crist	395-6732	395-6708	8th fl
✓ SBA	Adm Aida Alvarez	Paul Weech	205-6605	205-6802	7000
WHO CoS	Erskine Bowles	Victoria Radd	456-7176	456-1213	1st fl/www
Counselor	Mack McLarty	Nelson Cunningham	456-2000	456-2464	grfl/www
		(b)(3)			
FEMA	Dir James Lee Witt	Jane Bullock	646-3923	646-3930	828
OPM	Dir Jim King	Leigh Shein(acting)	606-1000	606-4489	5305
USIA	Dir Joe Duffey	Joyce Kravitz	619-4742	619-6705	800
GSA	Adm David J. Barram	Martha Johnson	501-0800	219-1243	6147
SSA	John J. Callahan (acting)	Brian Coyne	358-6013	358-6076	714
DPC	Bruce Reed	Paul Weinstein	456-5577	456-7028	218A
NEC	Gene Sperling	Kathy Wallman	456-5385	456-2878	2nd fl/www
NSC	Sandy Berger	Jim Steinberg	456-9461	456-9460	

[001]



Department of Energy

Washington, DC 20585

October 23, 1997

FAX MEMORANDUM FOR DAVID BOBAIRE, CABINET AFFAIRS, c/o Sean 456-6704

FROM: AIMÉE CHRISTENSEN, SPECIAL ASSISTANT, HEMISPHERIC AFFAIRS

RE: FAST TRACK UPDATE

Per your request, here is the information on Fast Track. Please call, 586-4576. Should it now be our understanding that the Secretary should use every available opportunity to talk up Fast Track? He is also willing to do press and congressional calls/outreach. Just let me know. Thank you.

On September 17, Secretary Peña gave a keynote address to Hispanic Business Magazine's Annual CEO's Conference. In the keynote he discussed the merits of Fast Track to the energy sector as well as its broader trade and economic benefits.

Two week outlook:

On November 7, Secretary Peña will discuss Fast Track in his address to the National Council of State Legislators.

On November 10, Secretary Peña will discuss Fast Track at a Hispanic Leaders Luncheon.

cc:
Vicki
Russell
Bob





OFFICE OF CABINET AFFAIRS

Date: 10/23/97

To: Russell Horwitz & Vicki Radt

From: Sean O'Shea

Facsimile: 67929 & 62878

Telephone: _____

Subject: Fast Track Update

Pages: _____ (Including this Cover Sheet)

Comments:

I will fix the short ones.

Sean

Russell**Department of Energy**

Washington, DC 20585

October 23, 1997

FAX MEMORANDUM FOR DAVID BOBAIRE, CABINET AFFAIRS, c/o Sean 456-6704

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*** TX REPORT ***

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RESULT	OK	

**Department of Energy**

Washington, DC 20585

October 23, 1997

Radd

FAX MEMORANDUM FOR DAVID BOBAIRE, CABINET AFFAIRS, c/o Sean 456-6704

FROM: AIMÉE CHRISTENSEN, SPECIAL ASSISTANT, HEMISPHERIC AFFAIRS

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*** TX REPORT ***

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CONNECTION TEL 62878
CONNECTION ID
ST. TIME 10/23 17:04
USAGE T 00'37
PGS. SENT 2
RESULT OK



OFFICE OF CABINET AFFAIRS

Date: 10/23/97

To:

Russell Horowitz + Vicki Radd

From:

Sean O'Shea

Facsimile:

67929 & 62878

Telephone:

Subject:

Fast Track Update

Pages:

(Including this Cover Sheet)

Comments:

Amend the short ones.

To: Cabinet Affairs /BIBB Hubbard
cc:
From: Cynthia Coogan/DOT/GOV
Date: 10/23/97 06:45:00 PM
Subject: Department of Transportation Fast Track Events

MEMORANDUM TO STEVE SILVERMAN CABINET AFFAIRS

FROM: Michael Huerta
Chief of Staff

SUBJECT: Fast Track Events

DATE: October 24, 1997

The following is information on Fast Track. Please contact Suzanne Sullivan at 366-2223 or Cynthia Coogan at 366-5742 if you have any questions.

SECRETARY

Speeches

On September 7-8, Secretary Slater and Counsel to the President and Special Envoy to the President to Latin America, Thomas McLarty, led a United States Government mission to the Universal Congress of the Panama Canal. During that visit, Secretary Slater focused on various transportation issues, including free trade.

Secretary Slater has been proactive in the specialty press, particularly in the African American media. Specifically, on September 12-13, he delivered three speeches to the Congressional Black Caucus, one of which focused primarily on Fast Track.

On September 26, Secretary Slater addressed the "Second Summit of Mayors to Promote the International Trade Corridor Partnership" via video. The Secretary emphasized the need for fast track legislation.

When appropriate, the Secretary in his activities relating to the President's Africa Initiative, amplifies trade. During a mini summit on Africa on October 8, Secretary Slater highlighted the importance of transportation in supporting economic growth in Africa and increased trade with the United States.

On October 10, Secretary addressed the Port of Seattle Aviation Conference via video and emphasized Fast Track.

On October 16-17, Secretary Slater attended the North American Intermodal Transportation

Summit in Denver, CO emphasizing free trade and Fast Track.

Congressional Outreach

Since July, Secretary Slater has made the following outreach calls concerning Fast Track to members of Congress:

Rep. Oberstar, Rep. Rangel, Rep. Millender-McDonald, Rep. Vic Synder, and Rep McIntyre.

DEPUTY SECRETARY

Speeches

On September 23, Deputy Downey addressed the American Association of Port Authorities in Jacksonville FL, and stressed the importance of the President's trade legislation.

On October 23, Deputy Secretary Downey addressed the American Chamber of Commerce in Moscow, Russia and specifically spoke about the Fast Track Initiative.

On October 22, Deputy Secretary Downey addressed the American Chamber of Commerce in Berlin, Germany and specifically spoke about the Fast Track Initiative.



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

Memorandum

Date: October 23, 1997

To: Steve Silverman
Paul Weech

From: Jon-Christopher Bua *WTE FOR*
Director of Communications

Re: Support on Traditional Trading Authority (Fast Track) and
Race Reconciliation

This memo is to bring you up to date on the media activity that has been accomplished by Aida Alvarez and additional supportive activities. It also details the events that the Administrator has scheduled during the next two weeks at which she will discuss Fast Track.

I. Completed Events

Administrator Alvarez:

10/15/97	POTUS Arrival Ceremony
10/16/97	Meeting with Buenos Aires Stock Exchange
10/16/97	State Dinner
10/16/97	Article appeared in the Caribbean Business News Paper
10/17/97	Business Leaders Breakfast
10/17/97	Embassy meeting with POTUS
10/21-22/97	Addressed the District Directors of SBA at the Annual DD's Meeting

10/23/97

National Advisory Council Conference (Scottsdale, Arizona)

Additional media outreach in coordination with the SBA Regional Administrators, District Directors, and SBA Senior Managers is attached.

II. Future Fast Track Events

Thus far, the Administrator has on her schedule the following events during the next two weeks at which she will discuss Fast Track:

Monday, October 27 - National Association of Small Business Investment Companies.

Tuesday, October 28 - Radio Interview with station WNYE.

Thursday, October 30 - 7th Annual Financial Symposium at Houston Baptist University with Federal Reserve Bank and Deloitte and Touche.

Friday, October 31 - Radio Interview with station WQBA in Miami.

- Radio Interview with Florida Radio Network.

Wednesday, November 5 - Fleet Financial Group Community Development Symposium.

Thursday, November 6 - National Association of Government Guaranteed Lenders conference.

Friday, November 7 - National Small Business United Conference.

cc:
Rudd
Russell
Bee 10/23

SBA OFFICE OF PUBLIC COMMUNICATIONS

Unified Communications System Calendar of Events

Contact: Jon-Christopher Bua
Director of Communications
U.S. Small Business Administration
(202) 205-7013

10/6/97 - 10/22/97

Date of Event	Name of Event	Contact Person	Participant	Topic
Mon. 10/6/97	News Interview KVDA Channel 60 San Antonio, TX	Ciro Villareal (210) 340-8860 F: (210) 341-2051	Henry Cardenas, PIO	"New Initiatives for Hispanic Loans" Aired 10/7/97
Mon. 10/6/97	Phone Interview Austin American Statesman. Austin, TX	Kim Tyson (512) 445-3642 F: (512) 445-3971	Henry Cardenas, PIO	"New Initiatives for Hispanic Loans" plus statistics for article to be printed on 10/8/97
Mon. 10/6/97	Mayor's Meeting (St. Petersburg Initiative) St. Petersburg, FL	Charles Anderson, District Director 305/536-5533	Charles Anderson, District Director, Daryl Dennis, Counselor to the Administrator, Mayor Fisher	Provide information about SBA's role and accomplishments in the St. Petersburg Initiative. Solicit feedback.
Mon. 10/6/97	St. Petersburg Chamber of Commerce Meeting (St. Petersburg Initiative) St. Petersburg, FL	Charles Anderson, District Director 305/536-5533	Charles Anderson, District Director, Daryl Dennis, Counselor to the Administrator, Russ Sloan, President of the Chamber of Commerce	Provide information about SBA's role and accomplishments in the St. Petersburg Initiative. Solicit

				feedback.
Mon. 10/6/97	St. Petersburg Lenders Meeting (St. Petersburg Initiative) St. Petersburg, FL	Charles Anderson, District Director 305/536-5533	Charles Anderson, District Director, Daryl Dennis, Counselor to the Administrator, St. Petersburg Lenders	Provide information about SBA's role in the St. Petersburg Initiative. Solicit feedback.
Mon. 10/6/97	Press Interview Valley Morning Star, Harlingen, TX	Bill Hethcock (956) 423-5511 F: (956) 430-6204	Sylvia Zamponi, Acting District Director	Presentation of Award to San Benito Bank & Trust
Mon. 10/6/97	Albuquerque Hispano Chamber of Commerce	Arlene Roybal (505) 842-9003	Susan Chavez, PIO	Success Story Write-up in Chamber newsletter "Weck's for Breakfast & Lunch"
Mon. 10/6/97	Press Interview The Monitor, McAllen, TX	Steve Stein (956) 686-4343 F: (956) 618-0520	Sylvia Zamponi, Acting District Director	Presentation of Award to San Benito Bank & Trust
Mon. 10/6/97	Research and Discussion Sanger Herald Sanger, CA	Dorian Ogden, Reedley Exponent Cheri Chastain, P: (209) 875-2511	Melende Ward, PIO (209) 487-5791	Upcoming National Business Women Week Series
Mon. 10/6/97	Speech Merced, CA	American Legion	John Hodges, EDS (209) 487-5791	Veterans Information SBA Programs
Mon. 10/6/97	Lender Roundtable ShowLow, AZ 10:00 am	Mark Engle SBDC P: (520) 524-2772 F: (520) 537-3059	Ron Harbour, ED Specialist (602) 640-2293	Conduct Meeting
Mon. 10/6/97	Meeting AZ Small Business Association Phoenix, AZ 9:00am	Tom Gunn Executive Director P: (602) 265-4563 F: (602) 265-2406	Philip D. Mahoney, Acting DD (602) 640-2400	Ace Net Program
Mon. 10/6/97	Success Story Information Clovis Independent,	Earl Wright P: (209) 298-8081	Melende Ward, PIO (209) 487-5791	Newspaper is starting a Friday Small Business Feature and

	Clovis, CA			would like to include SBA stories in the features. First feature this coming Friday 10/17/97
Mon. 10/6/97	Hispanic Chamber of Commerce 8 th Annual MED Wk Event Buena Park, CA, 8am - 4pm	Raul Medrano, Chairman P: (714) 973-0690 F: (714) 543-1339	Sandy Sutton District Director, 714-550-7420, ext. 3101; BOOTH attended by SADO, SCORE, SBDC, and Govn't Contracting	Award Presentation to Minority Small Business Person of the Year and BOOTH
Mon. 10/6/97	Interview Excelsior del Condado de Orange Santa Ana, CA 10:15 am	Lydia Cano Administrator P: (714) 704-4308 F: (714) 953-0345	Sandy Sutton District Director (714)550-7420, ext. 3101	Minority Owned Businesses
Mon. 10/6/97	Article "The Hire Source" San Diego, CA	Nesta Aharoni, Editor P: (760) 433-9220 F: (760) 433-9221	Delores Braswell, PIO 619 557-7250 ext.: 1147	SBA loan programs available to entrepreneurs, particularly start- ups
Mon. 10/6/97	Discussion, GEMS Television (Spanish Language & Int'l), Los Angeles, CA	Burke Berendes, Western Regional Sales Manager (310) 226-7563 (310) 226-7584	Sandy Sutton, DD (714)550-7420, ext. 3101	Propose Interview
Mon. 10/6/97	Cincinnati Courier Cincinnati, OH	Mike Hennesy TEL: (513) 621-6665 FAX: (513) 621-2462	Darrell Mowery	Data on Tri-State SBA Activity.
Mon. 10/6/97	Literature Distribution Pleasant Hill, CA	David Tucker, DD P: (510) 602-1880	Viola I. Canales, Regional Administrator (415) 744-1958	SBA Programs and Services
Mon. 10/6/97	West Va. State Wide Public Service Announcement	Business Editors, News Directors	Public Service Announcement	Registration Deadline for Minority Small Business Summit Oct. 20, 1997

				Pipestem State Park
Mon. 10/6/97	Women In International Trade Luncheon	Janet Kopenhaver (703) 528-7822	Administrator Aida Alvarez on behalf of Jay Berman	Fast Track/Race Reconciliation
Tues. 10/7/97	Phone Interview Texas Hispanic Business Journal, Dallas, TX	Denise Nuno (214) 350-4774 F: (214) 358-0018	Henry Cardenas, PIO	Small Business Week Nominations
Tues. 10/7/97	San Antonio Business Journal, San Antonio, TX	Mark Mensheha (210) 341-3202 F: (210) 341-3031	Rodney Martin, District Director	Number of SBA Loans Drops, but Total Value Rises. Published on 10/13/97
Tues. 10/7/97	Phone Contact Baltimore	Lorraine Mirabella Sun Paper 410-332-6672	Joyce Evans, PIO	Questions about the Franchise Agreement Central Registry
Tues. 10/7/97	Phone Contact Baltimore	John Guardiana Daily Record 703-522-9163	Joyce Evans, PIO	Realignment of Md's SBDC's
Tues. 10/7/97	Prepared Congressional Resource Book Las Vegas, NV	Congressman Ensign	Viola I. Canales, Regional Administrator (415) 744-1958	SBA Programs and Services
Tues. 10/7/97	Speech Pepperdine University Irvine, CA	Dr. Bruce Samuelson, Instructor (213) 568-5539	Sami Morcos, Chief, Finance, 714-550-3802	Financing a small business
Tues. 10/7/97	Presentation to City Executives Walterboro, SC 11:00am	Luder Messervy SBA (803) 727-4668	Luder Messervy BRC Manager	SBA & SBRC Programs & Services
Wed. 10/8/97	Press Release to West Va. Northern Panhandle	Business Editors, News Directors	Press Release	Disaster Declaration on Frost and Freeze damage 4/10/97
Wed. 10/8/97	Congratulatory Letters to Tibbetts Winners CA, AZ, NV, HI	Tibbetts Winners List	Viola I. Canales, Regional Administrator (415) 744-1958	SBA Recognition
Wed. 10/8/97	Press interview Valley Morning	Bill Hethcock (956) 423-5511	Sylvia Zamponi, Acting District Director	SBA Award Presentation

	Star, Harlingen, TX	F: (956) 430-6202	and Dr. Carlos Marin 1997 Minority Small Bus. Person of the Year	
Wed. 10/8/97	Press Interview New Mexico Business Journal, Albuquerque, NM	Charles Poling (505) 771-0471	Robert Blaney,. District Director and Chevo Contreras, BIC Coordinator	SBA Programs to be published in the Dec. issue.
Wed. 10/8/97	Speech	Rudy Schaschmidt, SCORE Modesto, CA (209) 521-9333 (209) 521-9373	Ronald E. Truly, DDD (209) 487-5791	Presentation on SBA Programs
Wed. 10/8/97	Radio KPPC-AM Pasadena City College NPR station	Jackie Oclaray P: (626) 585-7916 F. (626) 585-7821	Alberto G. Alvarado 818 552-3289	Featured personality on 30 min. "Talk of the City Show" to discuss small business issues
Wed. 10/8/97	Business Life magazine Burbank, CA	John Krikorian, Pub. P: (818) 240-7088 F. (818) 240-7320	John Tumpak (818) 552-3203	Phone meeting to discuss future articles
Wed. 10/8/97	Los Angeles Times LA, CA	Karen Klein P: (818) 359-9460 F. (818) 358-8845	John Tumpak (818) 552-3203	Phone meeting to discuss article on one of our Success Stories
Wed. 10/8/97	SBA Hispanic Heritage Kick-off	Andrew Rivera (202) 205-6605	Administrator Aida Alvarez	Race Reconciliation
Wed. 10/8/97	League of United Latin American Citizens (LULAC) Meeting	Irma Munoz Director of Marketing SBA (202) 205-6740	Administrator Aida Alvarez	Race Reconciliation
Wed. 10/8/97	ASPIRA National Conference	Debra Silimeo Deputy, Associate Administrator for Office of Communications and Public Liaison (202) 205-6697	Administrator Aida Alvarez	Race Reconciliation
Wed. 10/8/97	Newspaper Interview <u>THE</u> <u>MISSOULIAN</u> Telephone	Jim Ludwick Business Editor The Missoulian (406) 442-0400	David Davidson, Acting District Director	1997 year-end lending results for local lenders and communities

	Interview Missoula, MT			
Wed. 10/8/97	Radio Interview, KH20 Radio (Tacoma, WA) "South Sound Today"	Sharon Gang, APAC; Steve Gomes, KH20 (253/383-8850	Gretchen Sorensen, RA	World Disaster Reduction Day
Wed.- Thurs. 10/8- 9/97	Boise Chamber of Commerce Trade Show, Boise, ID	Pat Hunt, Boise PIO (208) 334-1696	Sherry Sugden, Boise BIC Manager	Presentati on on SBA resources
Wed. 10/8/97 thru Sat. 10/12/97	Fall Conference Keystone, Colorado All Day	SBDC of SC (804) 777- 4907	Liz Taylor, SBDC Project Officer	The National Delivery System
Wed. 10/8/97	Media invitation Jacksonville, FL	Faxes and calls to 17 selected media.	Claudia D. Taylor	Extended invitation to Council Meeting - have lunch, meet the members, stay for meeting.
Thurs. 10/9/97	Keynote Speech/Photo Op	Lehigh Valley Media	Phila. DDD Mike Wilkin	Speech and presentation to Allentown Economic Development Corp. Press release and photos sent to media no-shows
Thurs. 10/9/97	Distribute Literature Congresswoman Woolsey	Gregory Harrison P: (415) 507-9554	Viola I. Canales, Regional Administrator (415) 744-1958	SBA Services and Programs
Thurs. 10/9/97	SBA Booth/Speech Fresno, CA	Central California Hispanic Business Conference	Antonio Valdez, DD	Presentation on SBA Programs

		(209) 485-6640		
Thurs. 10/9/97	Speech Fresno, CA	Etta Tews, Edison High School, Bus Team Coordinator, (209) 441- 6779	Reynold Johnson, EDS (209) 487-5791	Presentation on SBA Programs
Thurs. 10/9/97	4 th Annual Hispanic Financial Symposium" - Marketing Strategies for Emerging Businesses San Diego, CA	Krista Lemos, Board of Directors, San Diego County Hispanic Chamber of Commerce, P: (619)527-7345 F: (619)263-4236	Anthony Vigil, Deputy District Director, San Diego DO, 619-557- 7250 ext.: 1152, Delores Braswell, PIO, 619-557-7250 ext.: 1147	SBA loan programs, SCORE & other resources
Thurs.- Sat. 10/9/97 10/11/97	National ASBDC Meeting Keystone, CO	Johnnie Albertson, AA/SBDC P: (703)448-6124 F: (703)383-3038	Philip D. Mahoney, Acting DD (602) 640-2400 Ron Harbour, SBDC Program Manager (602) 640-2293	Meeting Participants
Thurs. 10/9/97	Speech Bay Area Government Guaranteed Lenders San Francisco CA	Ralph Barnett, President (408) 725-2322 (408) 725-2322	Barbara Bizani, ADD/FI	SBA Loan guarantees
Thurs. 10/9/97	Meeting with ASBDC Executive Board	Johnnie Albertson Associate Administrator for Small Business Development Centers (SBDC) (202) 205-6766	Administrator Aida Alvarez	Fast Track
Thurs. 10/9/97	St. Petersburg Times interview with Charles Anderson, District Director St. Petersburg, FL	Adam Smith, Reporter St. Petersburg Times 813/892-2273	Readers of the St. Petersburg Times	To cover the 1- year anniversary date of civil unrest in St. Petersburg; discuss accomplishments of St. Petersburg Initiative; report SBA activities and loans made in the affected area.

Thurs. 10/9/97	WOKV-AM Jacksonville, FL	Beth Campbell (904) 781-1820	DD Wilfredo J. Gonzalez and Advisory Council member Jacquelyn Allen	Advisory Council Meeting on 10/9/97, Jacksonville, FL Interviewed for newscast in reference to Advisory Council duties and goals.
Thurs. 10/9/97	60 Southeastern TV stations Region IV	PSA Coordinators	Tom MacKenzie, Regional Public Affairs COordinator	Contacted stations to determine usage of PSA by Billy Max Paul, Regional Administrator
Thurs. 10/9/97	Caldwell Chamber of Commerce New Member Orientation, Caldwell, ID	Pat Hunt, Boise PIO	Pat Hunt, Boise PIO	SBA programs and services
Thurs. 10/9/97	Minority Enterprise Development Week lunch, Portland, OR	Don Matsuda, Portland DO	Gretchen Sorensen, RA	SBA assistance for minorities (speech)
Thurs. 10/9/97	Procurement Workshop for Women; Portland, OR	John Gilman, Portland DD; Diane McClelland (503/292-6055	Gretchen Sorensen, RA	SBA assistance for women in federal procurement (workshop presentation)
Thurs. 10/9/97	Newspaper Interview The Denver Post Denver, Colorado	Bob Schwab, Business Reporter, The Denver Post. (303) 820-1410/fax 820- 1334	Aida Alvarez, Administrator	Discussed SBA programs, and loans to minorities
Thurs. 10/9/97	Newspaper Interview Urban Spectrum	Bea Harris, Publisher of the Urban Spectrum Newspaper	Aida Alvarez, Administrator	Discussed loans to underserved markets

	Newspaper Denver, Colorado African-American Paper	(303) 292-6446		
Thurs. 10/9/97	Newspaper Interview Rocky Mountain News Denver, Colorado	Erika Gonzalez, Business Reporter with the News (303) 892-2631/fax 895- 2538	Aida Alvarez, Administrator	Discussed Administrator's speech in Houston, and agency's goals to increase loans to underserved markets
Thurs. 10/9/97	Newspaper at event La Voz Newspaper Denver, Colorado	Rachael Moreno, Editor La Voz Newspaper (303) 936-8556/fax 933- 9632	Aida Alvarez, Administrator	Reported on Denver Community Roundtable
Thurs. 10/9/97	Communittee Rounddtable Englewood Herald Englewood, Colorado	Pete Lewis, Editor Englewood Herald (303) 794-7877/fax 794f- 1909	Aida Alvarez Administrator	Reported on Denver Community Roundtable
Thurs. 10/9/97	Radio Interview <u>RON</u> <u>ELLINGSON</u> <u>SHOW</u> KGVO Radio Missoula, MT	Susan Reneau Newsroom KGVO Radio (406) 721-1290	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, Missoula YES Conference on 10/31
Thurs. 10/9/97	SBA Lender Training Columbia, SC 9am-12Noon	Theresa Singleton (803) 765-5377 F:(803) 765-5962	SBA Economic Development Staff	SBA Programs & Services
Fri. 10/10/97	Photo Op.	Northeast PA and SE PA print and minority press	PIO Cleek	MED Week Awards at Philadelphia MBEC Luncheon; PIO Cleek took photos and issued press release
Fri. 10/10/97	WOWK-TV Huntington, WV	Samantha Cozy (304)343-6138	Joe Williams SBA 8(a) Contractor	Minority Small Business Summit

			(304)523-1587	Oct. 20, 1997 Pipestem State Park
Fri. 10/10/97	Press Release Radio PSA	Entire Dela. Media list	PIO Cleek	Issued press release and PSA's to radio on 1998 DE SBW nominations
Fri. 10/10/97	WVAH-TV Hurricane, WV	Katherine Kukura (304)757-0011 or Rita	Aaron Hairston, Jr. EDS, Charleston Branch Office (304)347-5220 James Hale SBA 8(a) Contractor (304)253-0082	Minority Small Business Summit Oct. 20, 1997 Pipestem State Park
Fri. 10/10/97	Scheduled Meeting Congressman Xavier Becerra Los Angeles, CA	Eva Garcia P: (213) 483-1425	Viola I. Canales, Regional Administrator (415) 744-1958	SBA Programs and Services
Fri. 10/10/97	Speech	Tuolumne Incubator Hope Hill, Tuolumne, CA (209) 533-2452	Jim Henderson, EDS, (209) 487-5791	Conference guest speaker small business start-up and existing SBA services presentation.
Fri. 10/10/97	Article, Orange County Business Journal Newport Beach, CA	Sandi Cain, Reporter P: (714) 833-8373 F: (714) 833-8751	Vicki L. May, EDS 714-550-7420, ext. 3711	Resources for starting a small business
Fri. 10/10/97	Disaster Check Presentation	R.P. Griffin Jr. (312) 886-0705	Anthony J. McMahon, Chicago Deputy District Director	Checks distributed first 20 persons receiving SBA loans
Fri. 10/10/97	1997 Commercialization Best Practices Planning Forum; Spokane, WA	Sharon Gang, APAC	Gretchen Sorensen, RA; David Giuliani, National Small Businessperson of the Year	Keynote speech on SBA programs and their role in Technology Commercializati on

Sat. 10/11/97	NADCO Conference Regions I, II, III 100 attendees	Thomas M. Bettridge, RA, RII	Thomas M. Bettridge, RA, RII	504 Program FY 97 Performance Goals
Sat. 10/11/97	Speech - Two Rivers Group - American Business Group, Des Moines, IA	Two Rivers Group	Dawnelle Conley	Remarks, SBA Programs & Services
Sun. 10/12/97	TV Interview McAllen Cable Network, McAllen, TX	Neo Canales (956) 686-6551 F: (956) 631-1682	Mickey Sepulveda, SCORE Chairman	SCORE assistance to small businesses wanting to trade with Mexican firms.
Sun. 10/13/97	Editorial Commentary, Anchorage, AK	Ron Veltkamp, Anchorage PIO	Peter Barca, RA	Placement of editorial in Alaska Journal of Commerce regarding regulatory fairness board
Tues. 10/14/97	Press Interview New Mexico Business Journal, Albuquerque, NM	Charles Poling (505) 771-0471	Robert Blaney, District Director	SBA Programs (follow-up to interview on 10/8/97)
Tues. 10/14/97	Conference on Finance for Technology Businesses Stonybrook, NY 70 attendees	Judith McEvoy, Stonybrook SBDC Director T: (516) 632-9070	Thomas M. Bettridge, RA, RII	Fast Track, Export, Finance, SBIR
Tues. 10/14/97	Philadelphia Region Telephone Inquiry	Crystal Dentamore, Guaranteed Lender 804- 977-1888	APAC Elizabeth Williamson	Questions on CoreStates Bank SBA lending
Tues. 10/14/97	20 Minute Speech- SCORE Pre-Bus Workshop, Des Moines, IA	SCORE - Des Moines	Dave Lentell, PIO	20 minute speech - SBA Programs & Services
Tues.	Exhibit at Kansas	Wichita DO	Liz Auer, Wichita DD	SBA Programs

10/14/97	Business Expo 97 Wichita, KS & Attendance Minority Breakfast		& other staff	
Tues. 10/14/97	Radio Interview <u>COFFEE BREAK</u> Telephone Interview Helena, MT	Jay Scott, Host Newsroom KBLR Radio (406) 442-6620	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, SBW Nominations
Tues. 10/14/97	Radio Interview <u>KMSL Radio</u> Great Falls, MT	Troy Mellinger (406) 727-5900	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, SBW Nominations
Tues. 10/14/97	Radio Interview KLTZ-AM Glasgow, MT	Eric Grewe Newsroom KLTZ Radio (406) 228-9336	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, SBW Nominations
Tues 10/14/97	Radio Interview KATL-AM Miles City, MT	Rick Shultz Newsroom KATL Radio (406) 232-2280	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, SBW Nominations
Tues. 10/14/97	Jacksonville Business Journal Jacksonville, FL	Connie Dixon (904) 396-3502	Claudia D. Taylor North Florida PIO	Top 25 Loan follow-up, she needed to know addresses & purpose of loans.
Tues. 10/14/97	Print Interview Jacksonville Business Journal Jacksonville, FL	Jane Bennett (904) 396-3502	Claudia D. Taylor North Florida PIO	Recap of Advisory Council Meeting on 10/9/97
Tues. 10/14/97	Radio Interview KXGN-AM Glendive, MT	Ed Agre Newsroom KXGN Radio (406) 365-3377	Jo Alice Mospan District Director	1997 year-end lending results for local lenders and communities, SBW Nominations

Tues. 10/14/97	SCORE Chapter Annual Meeting, St. Joseph, MO	Paul Jenner, Chapter Chairman	Dorothy Kleeschulte, KC DD	SBA/SCORE Relationship
Wed. 10/15/97	Cable TV Interview <i>Cablevision</i> , Middletown, NY	Tracy Baxter, News Director T: (914) 692-6781 F: (914) 692-0778	Thomas M. Bettridge, RA, RII	Fast Track FY 97 Loan Volume
Wed 10/15/97	Coverage of Montana MED Awards - Billings MT	Jan Falstad, Business Editor (406) 657-1306	Jo Alice Mospan District Director	1997 MED week and Montana MED Awards
Wed. 10/15/97	30 Minute Presentation	SBDC Iowa Meeting (regional to 12 SBDC Directors)	Conrad Lawlor, Des Moines DD	SBA Update and Report on Baking in the Millennium
Wed. 10/15/97	Presentation	Economic Conference, West Plains, MO	James Combs, Branch Manager	SBA Programs/Rural Economic Development
Thurs. 10/16/97	Junior Achievement- Empowerment Zone Project	R.P Griffin Jr. (312) 886-0705	Anthony J. McMahon (see above)	SBA "adopts" a Chicago public elementary school in Chicago's Empowerment Zone and SBA employees volunteer as JA "teachers"
Thurs. 10/16/97	News Interview - KXEL Radio (aired Mon., Oct 20)	Mike Todd KXEL 319-234-6397	Jim Thomson, Cedar Rapids DD	Loan production, Women's Pre- Qual, Administrator's SBA Agenda
Thurs. 10/16/97	Speech - Overland Park Chamber of Commerce	Debbie Green, Program Coordinator 913-491- 3600	Dorothy Kleeschulte, KC DD	SBA Programs/Services
Fri. 10/17/97	WNET Conference, Boise, ID	Pat Hunt, Boise PIO	Pat Hunt, Boise PIO	Promotion of SBA's programs via display table
Fri. 10/17/97	WCIX TV CH 6 News	Meg Ryan (305)593-0606	Charles Anderson, District Director,	Interview w/ Charles

	<i>(Airs on NBC Channel 6 @ 11 p.m. EDT)</i> Miami, FL	Starting a Small or Home-based Business	(305)536-5533	Anderson, District Director, about vital info for starting new and home-based businesses.
Fri. 10/17/97	Published list of top lenders for FY 1997 Charlotte Business Journal Charlotte, N.C.	Business Editors (704)347-2340 f:(704)344-2350	Eileen Joyce Charlotte PIO	Top 25 SBA lenders list
Fri. 10/17/97	Published list of top lenders for FY1997 Triangle Business Journal, Raleigh, N.C.	Business editors (919)878-0010 f:(919)790-6885	Eileen Joyce Charlotte PIO	Top 25 SBA lenders list
Fri. 10/17/97	Radio interview, KBNP, Portland, OR (taped)	Sharon Gang, APAC; Keith Lyons (KBNP) 503/227-1410	Gretchen Sorensen RA	First of weekly radio feature on SBA; today's topic: Optiva Corp. named fastest growing company by Inc. magazine
Sat. 10/18/97	Starting a Small or Home-based Business <i>(Airs on NBC Channel 6 @ 9 a.m EDT.)</i> Miami, FL	Meg Ryan (305)593-0606 Starting a Small or Home-based Business	Charles Anderson, South Florida District Director, (305)536-5533	Interview w/ Charles Anderson, District Director, about vital info for starting new and home-based businesses.
Mon. 10/20/97	Participant, Micro Enterprise Program, KC, KS	Christina Selk, University of Kansas 785-864-4720	Patty Ingram, KC District PIO	Local Resources and SBA Programs
Wed. 10/22/97	Conference for Women Entrepreneurs 12:00 Noon	SBA District Office (803) 765-5377 F:(803) 765-5962	Theresa Singleton, ADD/ED	SBA Women's PreQual Program

October 20, 1997

The Department has actively engaged in fast track outreach, including a major speech by the Secretary on September 18. During the past two months, Department officials participated in over 50 radio and editorial board interviews as well as close to three dozen speaking engagements. The Secretary's September 18th speech and several key fast track fact sheets were distributed to over 100 editorial boards. This material also was sent to governors, mayors, and chambers of commerce. An op-ed which was drafted by PA for the Secretary recently ran in *Diario Las Americas*.

Under Secretary Stu Eizenstat recently debated Pat Choate. He also drafted an editorial which ran in Sunday's *Washington Times*. We continue to track all articles, editorials and op-eds on this issue and maintain a summary of the results. We distribute this matrix and accompanying articles to the White House, the NSC, USTR, Commerce, Treasury, and within the Department at least once per week - often more frequently. All major newspapers have endorsed fast track trading authority.

The Department's homepage has been updated and now includes revised fact sheets and other material. It also links directly to fast track site on White House's homepage. Finally, in close collaboration and coordination with EB, we have obtained the endorsements of all former Secretaries of State and several former Presidents. Many of these "formers" have also volunteered to submit op-eds on this issue.

Looking Ahead: Secretary Albright will be hosting two breakfasts' (10/23 and 10/28) for members of Congress. Most likely she also will participate in one or two roundtable interviews with key journalists and perhaps a satellite television tour. EB and S/P have drafted a 'white paper' for distribution to the Hill and the press. This paper cogently outlines the major policy reasons for supporting fast track as well as articulate the cost of inaction.

CC:

Vicki Dodd
Russell Hawley

10/23/97

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Fast Track Speaking Schedule

9/8 El Paso, TX Hugo Llorens
World Trade Business Center, Mexican Business Representatives- U. Texas- El Paso

9/11 Baltimore, MD David Rogus
The Conference Board

9/16 Jacksonville, FL AS Jeffrey Davidow
World Affairs Council- U. Jacksonville

9/18 Washington, DC The Secretary
Institute of International Economics

9/18 Madison, WI Amb. Richard Brown
WI Int'l Development Bureau
World Affairs and Global Economy
WI Manufacturers & Commerce
WI State Legislature
Community Meeting

9/19 Milwaukee, WI Amb. Richard Brown
Int'l Institute of WI
WI World Trade Center
Milwaukee Mayor

9/22 In Department Peter Romero
World Affairs Council of Northern California

9/25 Las Vegas, NV Terrell Miller
Rotary- U. Nevada

9/26 Miami, FL Amb. Richard Brown
American University Alumni Conference

9/30 Norfolk, VA David Miller
Virginia Port Authority

10/6 Boston, MA Nick Burns
Wellesley Club and other appointments

10/6 In Department Peter Romero
Defense Orientation Conference Association

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- 10/7 Boston, MA Nick Burns
Harvard University and other appointments
- 10/16 Boston, MA Michele Manett
New England Latin American Council
- 10/15-17 New Orleans, LA Donald McNally (Econ, EMB. Honduras)
International Trade Conference
- 10/16 Houston, TX Amb. Donald Planty
Conference on Guatemala Trade and Investment
- 10/17 San Diego, CA Amb. Richard Brown
International Visitors Council (Economic Summit VIII, Hispanic, Mexican & Greater
San Diego Chambers of Commerce)
- 10/19 Corpus Christi, TX Amb. Richard Brown
Texas A&M University
- 10/21 San Antonio, TX John Sammis
State Economic Development Office (Austin Council on Foreign Affairs, U. TX LBJ
School)
- 10/22 Kansas City, MO David Rogus
Chamber of Commerce of Greater Kansas City/Chile-American Chamber of Commerce
- 10/22 Raleigh, NC Hugo Llorens
Duke University
- 10/25 Lexington, KY Amb. Richard Brown
Appalachian Regional Commission, Southern Growth Policies Board, KY State
Economic Development Office
- 10/27 San Jose, CA David Marchick
California Association of Manufacturers
- 10/27 Pleasanton, CA David Marchick
Meeting with Business Reps from Tausher's district
- 10/29 Denver, CO John Hamilton
Council on Foreign Relations
- 10/30 Colorado Springs, CO John Hamilton
Air Force Academy

4

MEDIA OUTREACH

September/October 1997

CITY/STATE	RADIO/TV/ NEWSPAPER	INTERVIEWEE	
Fast Track			
El Paso, TX	<i>El Paso Times</i>	Hugo Llorens	9/8
Seattle, WA	<i>Seattle Times</i>	Greg Craig	9/10
Portland, OR	<i>Portland Oregonian</i>	Greg Craig	9/10
San Diego, CA	<i>San Diego Union Tribune</i> ed board	Stu Eizenstat	9/10
Houston, TX	<i>Houston Chronicle</i>	David Marchick	9/10
Houston, TX	KRTK Houston	David Marchick	9/10
Dallas, TX	<i>Dallas Morning News</i>	David Marchick	9/10
Miami, FL	<i>Diario Las Americas</i> editorial board	Lula Rodriguez	9/10
Washington, DC	ECO Spanish Television	Lula Rodriguez	9/10
Union City, NJ/Miami, FL	WQBA Radio (Spanish)	Lula Rodriguez	9/10
Washington, DC	USIA "On the Line"	David Marchick	9/11
El Paso, TX	<i>El Paso Herald Post</i>	Greg Craig	9/11
El Paso, TX	<i>El Paso Times</i>	Greg Craig	9/11
El Paso, TX	KTSM Radio	Greg Craig	9/12
Jacksonville, FL	U Jacksonville	Amb. Davidow	9/16
Washington, DC	Inst. Of Int'l Econ.	Secretary Albright	9/18
Madison, WI	WI State Journal	Amb. Brown	9/18
Milwaukee, WI	Milwaukee Jml Sentinel	Amb. Brown	9/19
Milwaukee, WI	Business Journal	Amb. Brown	9/19
Houston, TX	KPRC Radio	David Marchick	9/19
Des Moines, IA	WHO Radio	David Marchick	9/19
Atlanta, GA	<i>Atlanta Journal</i> editorial board	David Marchick	9/23
Atlanta, GA	<i>Atlanta Constitution</i> editorial board	David Marchick	9/24
Memphis, TN	<i>The Commercial Appeal</i>	Stu Eizenstat	9/25
Houston, TX	<i>Houston Chronicle</i> editorial board	Stu Eizenstat	9/25
Dallas, TX	<i>Dallas Morning News</i>	Stu Eizenstat	9/25
Atlanta, GA	<i>Atlanta Journal and Constitution</i>	Stu Eizenstat	9/25
Tampa, FL	<i>The Tampa Tribune</i>	Stu Eizenstat	9/25
New Orleans, LA	<i>Times-Picayune</i>	Stu Eizenstat	9/25
Los Angeles, CA	KABC Radio/ Michael Jackson	Stu Eizenstat	9/25
Las Vegas, NV	<i>Las Vegas Review</i>	Terrell Miller	9/25
Pittsburgh, PA	KQV Radio	David Marchick	9/26
New York, NY	<i>New York Times</i> editorial board	Secretary Albright	9/26
Miami, FL	Amer. U. Alumni Conf.	Amb. Brown	9/26

Miami, FL	<i>Diarios Las Americas</i> op-ed	Secretary Albright	9/29
Seattle, WA	KUOW (NPR Affiliate)	Stu Eizenstat	9/29
Hartford, CT	WINY Radio	Jay Ziegler (USTR)	9/29
Norfolk, VA	<i>The Virginian Pilot</i>	David Miller	9/30
Boston, MA	<i>El Mundo</i>	Michele Manett	10/16
Houston, TX	The Monitor	Donald Planty	10/17
Corpus Christi, TX	KRIS-TV	Donald Planty	10/17
Corpus Christi, TX	KSAB Radio	Donald Planty	10/17
Corpus Christi, TX	Caller Times	Donald Planty	10/17
San Francisco, CA	KQED Radio	David Marchick	10/20
San Antonio, TX	<i>Express News</i>	John Sammis	10/21
Kansas City, MO	WDAF-TV	David Rogus	10/22
Kansas City, MO	<i>Kansas City Business Journal</i>	David Rogus	10/22
Denver, CO	<i>Denver Post</i>	John Hamilton	10/29
Denver, CO	<i>Rocky Mountain News</i>	John Hamilton	10/29
Denver, CO	<i>Denver Business Journal</i>	John Hamilton	10/29

Note: Mailing sent to 150 editorial boards, governors offices, with fact sheets and Secretary Albright's speech.

STUART EIZENSTAT

Benefits riding on the fast track

When I was a kid growing up in Atlanta, I loved collecting baseball cards. If I was offered a mint condition Hank Aaron rookie card in exchange for, let's say, a tattered Bob Uecker card, I would take that deal in a minute. On a grand scale, international trade is like trading baseball cards — you want to get more than you give.

The U.S. Congress is presented with a similar choice on the issue of fast track, which would grant the president traditional authority to negotiate new trade agreements. Do we continue negotiating strong market-opening agreements to boost U.S. exports and create higher-paying American jobs or do we sit on the sidelines while others move ahead? The choice is clear. By granting fast track authority, which has been given by Congress to every president since 1974, the United States will get more than it gives.

Simply put, fast track is a good deal for the United States. Our market already is far more open for foreign products while foreign markets remain closed to our products. Since our tariffs are lower and our non-tariff barriers are less formidable than barriers our products

The choice is clear. By granting fast track authority, which has been given by Congress to every president since 1974, the United States will get more than it gives.

face around the world, virtually every trade agreement will create greater market access while giving little in return. For the United States, this is a winning proposition.

With fast track authority, the president seeks further market-opening trade agreements. With 96 percent of the world's consumers living outside the United States, it is in our overwhelming interest to

do so. Consumers throughout the world want our products, but without fast track, we may never have the opportunity to sell our products at competitive prices.

Fast track is also a key to continued job growth in the United States. An increasing number of U.S. jobs, some 11 million, now depend on exports. These jobs tend to be higher-paying than those not related to exports. Over the past four years, exports have created 1.7 million new American jobs. To ensure that this growth continues, the president needs the tools to negotiate further market-opening trade deals.

Fast track is also a foreign policy imperative. As Congress debates this measure, our competitors and trading partners are standing by to see if the United States will continue to take the lead in creating open markets, economic reforms and rising prosperity throughout the world — or will the United States simply withdraw from global competition? President Clinton believes that, given a level playing field, U.S. companies can outcompete anyone in

the world. Fast track will enable us to level the playing field.

Congress' decision on fast track will send a message to economic reformers around the world. For decades, we have had bipartisan support for encouraging economic and political reform in Eastern Europe, Africa, Latin America and Asia. Many countries have only recently begun heeding our words and have made the tough decisions to open their economies, privatize state-run enterprises, and make progress on economic reforms. Failure to move forward on fast track would empower opponents of economic reform throughout the world to the peril of future economic cooperation and commercial progress. It would signal retreat for the United States and the principles of reform we have so long advocated.

The signal we send has political as well as economic implications. It is in our national interest for developing countries to grow and prosper, to build strong democratic institutions and to be capable of resisting threats like those posed by

international crime and drug trafficking. The trade agreements of the post-Cold War era are the equivalent of the security pacts of the Cold War period. They are the best weapon to advance stability, prosperity and democracy in the world. Market-opening trade pacts reinforce efforts to create a common global stake in freedom, stability and prosperity. They knit together the countries whose livelihoods depend upon each other, creating a disincentive to peace and stability.

Our economy, now blessed with the lowest combined rates of unemployment and inflation since the 1960s, is the envy of the world. In order to keep this prosperity going, we need to continue to expand exports and raise our standard of living. To do so, in our economic and foreign policy interests, the president needs fast track authority.

As Congress debates this important issue, we have a chance for the mint-condition Hank Aaron rookie card. America has a chance to get more than we give. Let's not drop the ball.

Stuart E. Eizenstat is undersecretary of state for economic, business and agricultural affairs.

Washington Times, 10/19

Fast Track Articles/Editorials **October 1-20, 1997**

City	Paper	Date	Author	Type of Article	Title/Summary	Pro/Con
Arlington, VA	USA Today	10/7/97	Paul Wiseman & Susan Page	News	Administration pushes hard as fast-track comes to fore	Neither
Arlington, VA	USA Today	10/8/97	Paul Leavitt	News	House panel votes today on 'fast track' issues	Neither
Arlington, VA	USA Today	10/10/97	Bill Nichols	News	Clinton heading to S. America	Neither
Arlington, VA	USA Today	10/16/97	Pat Choate	OpEd	Trade on wrong track	Con
Arlington, VA	USA Today	10/16/97	Editorial	Editorial	Trade barriers, erected in fear, hurt U.S. workers	Pro
Arlington, VA	USA Today	10/17/97	Opiniononline	Opiniononline	Latins open arms to 'fast-track' trade	Neither
Arlington, VA	USA Today	10/20/97	Bill Nichols	News	Clinton's trip garners mixed reviews	Neither
Atlanta, GA	Atlanta Journal & Constitution	10/12/97	Editorial	Editorial	Fast track to better trade	Pro
Austin, TX	Austin American-Statesman	10/4/97	Martin Crutsinger	News	White House courts Democrats on trade	Neither
Baltimore, MD	Baltimore Sun	10/11/97	Frida Berrigan	Ltr to Editor	'Fast track' cheats all but trade moguls	Con
Baltimore, MD	Baltimore Sun	10/14/97	Editorial	Editorial	Flying down to Brasilia	Pro
Bangor, Maine	Bangor Daily News	10/15/97	Editorial	Editorial	Slow the fast track	Con
Bergen Country, NJ	The Record	10/11/97	Scott Moritz	News	Pascrell opposes fast track legislation for NAFTA	Con
Boston, MA	Boston Globe	10/6/97	Edward Morris	Ltrs to Editor	Fast track world labor, environmental standard	Con
Boston, MA	Boston Globe	10/11/97	Richard Kindleberger	News	Ready to fight; US Chamber of Commerce chief in Boston pushes 'fast track' trade bill	Pro

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Boston, MA	Christian Science Monitor	10/1/97	Peter Grier	News	Exports: rocket fuel of U.S. economy	Pro
Boston, MA	Christian Science Monitor	10/2/97	Editorial	Editorial	Fast track & green track	Pro
Boston, MA	Christian Science Monitor	10/7/97	Lawrence J. Goodrich	News	House is hurdle for Clinton 'fast track'	Neither
Boston, MA	Christian Science Monitor	10/10/97	Grace Braley	Ltrs to Editor	Self-importance drives US policies	Con
Boston, MA	Christian Science Monitor	10/14/97	Robert Bryce	News	Under NAFTA, pigs are big on border	Neither
Boston, MA	Christian Science Monitor	10/17/97	Editorial	Editorial	Latin America to the Fore	Pro
Brasilia, Brazil	Gazeta Mercantil	10/3/97	None	News	What Brazil expects from Clinton's visit	Con
Charleston, WV	The Charleston Gazette	10/4/97	Mary McGrory	OpEd	'New' Gephardt fiery about trade laws	Neither
Charleston, WV	The Sunday Gazette Mail	10/12/97	Jim Wright	OpEd	Free trade, fair trade may not be compatible	Neither
Chattanooga, TN	Chattanooga Times	10/13/97	Thomas Friedman	OpEd (NYTimes)	Save jobs! Down with chips!	Pro
Chicago, IL	Chicago Tribune	10/1/97	Bruce Colburn & David Ranney	OpEd	Fast-track trade is the wrong track	Con
Chicago, IL	Chicago Tribune	10/8/97	AP	News	Free trade; Clinton, House GOP reach compromise	Neither
Dallas, TX	Dallas Morning News	10/13/97	Jim Landers	News	'Globophobia' threatens fast-track trade measure	Neither
Dayton, OH	Dayton Daily News	10/4/97	None	News	Plan looking up	Neither
Denver, CO	The Denver Post	10/16/97	Donald Blount	News	Commerce official urges 'fast-track' OK	Pro
Detroit, MI	The Detroit News	10/8/97	None	News	Trade agreements	Neither
Fort Lauderdale, FL	Sun-Sentinel	10/17/97	Ellen Forman & Doreen Hemlock	News	Union chief pays a call; Lauderdale supporters urged to push for end to fast-track	Con

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					trade authority	
Greensboro, NC	News & Record	10/5/97	James Andrews	Ltrs to Editor	If you liked NAFTA, you'll love fast track	Con
Greensboro, NC	News & Record	10/5/97	Clarence Alston	Ltrs to Editor	Once around the track is enough for one man	Con
Lakeland, FL	The Ledger	10/12/97	Carl Hulse	News	Fast-track request finds less favor with FLA lawmakers	Con
London, UK	Financial Times	10/2/97	Nancy Dunne	News	Clinton boost on fast-track	Neither
London, UK	Financial Times	10/8/97	Nancy Dunne	News	Boost for Clinton's fast-track hopes	Neither
London, UK	Financial Times (London)	10/10/97	Editorial	Editorial	Heading south	Pro
London, UK	Financial Times (USA Ed)	10/10/97	Nancy Dunne	News	'Fast track' vote fuels war of words	Neither
London, UK	Financial Times (London)	10/20/97	Mark Suzman	News	Clinton set on fast-track for trade deals	Neither
London, Uk	The Guardian	10/6/97	Mark Tran	News	American notebook: Republicans revel in free trade battle	Neither
London, UK	The Guardian	10/6/97	Charlotte Denny	News	Economists run into trouble trying to sell free trade to the Americans	Neither
Los Angeles, CA	Los Angeles Times	10/3/97	Elizabeth Shogren	News	Clinton urges laws on safety of food imports	Neither
Los Angeles, CA	Los Angeles Times	10/8/97	None	News	Nation in brief; White House yields on 'fast track' bill	Neither
Los Angeles, CA	Los Angeles Times (Wash Edition)	10/14/97	Robert Kuttner	OpEd	A Double standard in trade	Neither
Los Angeles, CA	Los Angeles Times (LA Edition)	10/16/97	Art Pine	News	Despite attacks on 'fast track,' global economy has its backers	Neither
Madison, WI	Wisconsin State Journal	10/15/97	Stephen J. Siegel	News	Clinton not receiving	Neither

					Wisconsin support on getting fast-track OK	
New York, NY	Business Week	10/20/97	None	Wash Outlook	Fast-track fatalism	Neither
New York, NY	Journal of Commerce	10/8/97	Dennis T. Avery	OpEd	Farmers' fast track blunder	Pro
New York, NY	Journal of Commerce	10/16/97	David J. Steinberg	Ltr to Editor	Taking free trade to state capitals	Pro
New York, NY	Newsday	10/1/97	Matthew Carolan and Raymond Keating	OpEd	LI economy needs trade, not limits	Pro
New York, NY	Newsday	10/1/97	James Toedtman	News	Gingrich: trade bill in trouble	Neither
New York, NY	Newsday	10/4/97	Kenneth Crowe	News	Protest at Swingline/ union blasts fast track as firm turn to Mexico	Con
New York, NY	Newsday	10/12/97	William Douglas	News	Clinton's southern strategy	Neither
New York, NY	Newsday	10/14/97	Editorial	Editorial	Muddy track	Pro
New York, NY	Newsday	10/19/97	Editorial	Editorial	Free traders, evaders and retro-graders	Pro
New York, NY	Newsweek	10/20/97	Robert J. Samuelson	OpEd	There is no trade debate	Pro
New York, NY	New York Times	10/1/97	David Sanger	News	Republican Chiefs say the trade bill is in big trouble	Neither
New York, NY	New York Times	10/2/97	Neil A. Lewis	News	Senate panel lets trade bill easily clear first hurdle	Neither
New York, NY	New York Times	10/4/97	George Miller, Congressman (CA)	Ltrs to Editor	Tropical forests are ravaged by free trade	Con
New York, NY	New York Times	10/5/97	Thomas J. Duesterberg	OpEd	Selling the free-trade story	Pro
New York, NY	New York Times	10/6/97	Thomas L. Friedman	OpEd	Down with chips!	Pro

New York, NY	New York Times	10/8/97	AP	News	Clinton and GOP reach deal on trade	Neither
New York, NY	New York Times	10/9/97	Steven Lee Myers	News	House panel backs wide powers for President in trade deals	Neither
New York, NY	New York Times	10/9/97	Peter Passell	News	Economic Scene	Pro
New York, NY	New York Times	10/14/97	James Bennet	News	Clinton predicts he'll win new powers for trade	Neither
New York, NY	New York Times	10/13/97	Michael J. Stuart	OpEd	First, fix Nafta	Con
New York, NY	New York Times	10/17/97	Neil A. Lewis	News	Labor rally opposes wide trade power for Clinton	Neither
New York, NY	New York Times	10/20/97	Victor Menotti	Ltr to Editor	Amazon Rain Forest is global responsibility; fast-track destruction	Con
New York, NY	Wall Street Journal	10/2/97	Bob Davis	News	Senate panel votes to give President 'fast track' negotiating authority	Neither
New York, NY	Wall Street Journal	10/3/97	Bob Davis	News	Is fast track plea just another fast one?	Con
New York, NY	Wall Street Journal	10/6/97	Greg Hitt	News	To California vintners, promised a rose garden, fast-track bill is wreathed in grapes of wrath	Con
New York, NY	Wall Street Journal	10/16/97	Jackie Calmes	News	If Clinton doesn't get 'fast track' now, he'll never get it, Commerce Chief says	Neither
Norfolk, VA	The Virginia Pilot	10/5/97	Christopher Dinsmore	News	Port looks to South America	Pro
Norfolk, VA	The Virginia Pilot	10/5/97	Christopher Dinsmore	News	The business of the State Department is business	Neither

W

Phoenix, AZ	The Arizona Republic	10/8/97	Jim Wright	OpEd	NAFTA effects shape debate on new free-trade pact	Neither
Raleigh, NC	The News and Observer	10/1/97	None	News	Etheridge, Price feel some heat	Neither
San Diego, CA	San Diego Union-Tribune	10/9/97	Finlay Lewis	News	California industry demands fair shake from a new fast track law	Neither
San Diego, CA	San Diego Union-Tribune	10/15/97	Mark Weisbrot	OpEd	The many faces of protectionism	Con
Sacramento, CA	Sacramento Bee	10/8/97	Herbert Sample	News	Feinstein to oppose Clinton on trade bill	Neither
San Francisco, CA	San Francisco Examiner	10/2/97	Editorial	Editorial	Truth and tall tales	Pro
San Francisco, CA	San Francisco Examiner	10/9/97	Russ T. Berk	Ltrs to Editor	Ltrs to the Editor	Con
Sarasota, FL	Sarasota Herald Tribune	10/12/97	Dan Miller (Congressman)	Ltrs to Editor	Take the fast track to expand Florida's markets	Pro
Seattle, WA	The Seattle Times	10/5/97	Stephen Dunphy	News	How do you spell exports?	Neither
Seattle, WA	The Seattle Times	10/5/97	Jonny Hahn	Ltrs to Editor	Democracy -- fast track authority preempts full, open debate in democracy	Con
Seattle, WA	The Seattle Times	10/13/97	None	News	More than ever, economics is linking the hemisphere	Neither
Springfield, IL	The State Journal-Register	10/16/97	Editorial	Editorial	Clinton, nation need fast track approval	Pro
St. Louis, MO	St. Louis Post-Dispatch	10/5/97	Mary McGrory	OpEd	Gephardt's hot; Gore's cooling	Neither
St. Louis, MO	St. Louis Post-Dispatch	10/15/97	Seung H. Kim	Commentary	Free trade would boost America's economy	Pro
St. Louis, MO	St. Louis Post-Dispatch	10/15/97	Mark Weisbrot	OpEd	'Protectionism' isn't a dirty word	Con
St. Louis, MO	St. Louis Post-Dispatch	10/19/97	Jon Sawyer	News	Gephardt's preaching on trade pushes him further	Neither

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					from Clinton	
Tampa, FL	The Tampa Tribune	10/9/97	Thomas L. Friedman	Commentary	Blame technology, not free trade, for lost jobs	Pro
Toronto, Ontario	Financial Post	10/1/97	Peter Morton	News	Canadian wheat exports blamed for U.S. trade deficit	Neither
Washington, DC	Roll Call	10/13/97	Juliet Eilperin	News	Angered by line-items, Dems may withdraw trade votes	Neither
Washington, DC	The Hill	10/15/97	Albert Eisele	News	Tracking Dole on the 'Via Rapida'	Neither
Washington, DC	The Washington Post	10/2/97	Paul Blustein	News	Senate committee passes 'fast track' trade bill	Neither
Washington, DC	The Washington Post	10/2/97	Paul Blustein	News	Does being open to trade mean being open to a trade gap?	Neither
Washington, DC	The Washington Post	10/3/97	Peter Baker	News	Clinton calls for changes on produce	Neither
Washington, DC	The Washington Post	10/5/97	Mary McGrory	OpEd	Gephardt bets on slowing down the fast track	Neither
Washington, DC	The Washington Post	10/7/97	Editorial	Editorial	Pushing for Open Trade	Pro
Washington, DC	The Washington Post	10/8/97	Terry M. Neal	News	Democratic votes on trade still scarce	Neither
Washington, DC	The Washington Post	10/8/97	Paul Blustein	News	Clinton, house GOP leaders agree on 'fast track' trade authority	Con
Washington, DC	The Washington Post	10/9/97	Paul Blustein	News	'Fast track bill clears house panel'	Neither
Washington, DC	The Washington Post	10/9/97	Clyde Prestowitz	OpEd	Keeping on top of trade	Pro
Washington, DC	The Washington Post	10/12/97	Bernard Aronson	OpEd	The 'morning after' in Latin America	Pro
Washington, DC	The Washington Post	10/12/97	Editorial	Editorial	Keeping up with the Latins	Neither
Washington, DC	The Washington Post	10/15/97	Robert J.	OpEd	'Globalization' on the march	Pro

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			Samuelson			
Washington, DC	The Washington Post	10/17/97	Terry M. Neal	News	Ad Watch: Trade Policy	Neither
Washington, DC	The Washington Post	10/19/97	Brent Scowcroft	OpEd	Say yes to fast track	Pro
Washington, DC	The Washington Post	10/20/97	AP	News	On way home, Clinton calls lawmakers to push fast-track trade bill	Neither
Washington, DC	The Washington Times	10/2/97	Alan Tonelson	OpEd	Warning whistles on fast track	Con
Washington, DC	The Washington Times	10/5/97	Jim Moran	OpEd	Fast track benefits for localities	Pro
Washington, DC	The Washington Times	10/6/97	Patrick Buchanan	Commentary	Fast track and the crisis on the right	Con
Washington, DC	The Washington Times	10/10/97	Clifford M. Sobel	OpEd	Ardent nationalists would derail fast track	Pro
Washington, DC	The Washington Times	10/12/97	Warren P. Strobel/Tom Carter	News	U.S. is looking south	Neither
Washington, DC	The Washington Times	10/14/97	Warren P. Strobel	News	Clinton ties social justice to fast-track trade policy	Neither
Washington, DC	The Washington Times	10/19/97	Stuart Eizenstat	OpEd	Benefits riding on the fast track	Pro
Washington, DC	The Washington Times	10/20/97	Donald Lambro	OpEd	Securing the global economy	Pro
Washington, DC	The Washington Times	10/20/97	Joyce Price	News	Traveling Clinton pushes trade bill	Neither
Worcester, MA	Sunday Telegram	10/5/97	Andi Esposito	News	Exports up, but potential is higher	Neither

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FAX TRANSMISSION

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Date: October 21, 1997

Fax #: 456-2525

Pages: 2, including this cover sheet.

From: Allison Fansler

Subject: fast track events

COMMENTS:

Attached is a list of the fast track media and events that Secretary Rubin and Deputy Secretary Summers have done or are scheduled to do since July 1997. Please call me if you have questions.

Copies sent to:

*Vicki Radd
Russell Rowitz*

10/21/97

July

- 7/24 POTUS Congressional Fast Track Meeting -- Rubin
- 7/31 POTUS Congressional Fast Track Meeting --Rubin

August

- 8/10 Network of South Asian Professionals -- Summers
- 8/12 Congressional Economic Leadership-- Summers

September

- 9/5 Interview with Financial Times- Summers
- 9/9 Meeting with Senator Daschle --Rubin
- 9/9 Interview with CNN Moneyline --Rubin
- 9/9 Hispanic Caucus Fast Track Briefing --Rubin
- 9/10 Business Roundtable Breakfast -- Rubin
- 9/10 Senator Daschle Fast Track Briefing for Democratic Senators --Rubin
- 9/11 CEO lunch -- Rubin, Summers
- 9/11 Interview with Diane Rehm -- Summers
- 9/12 Congressional Democrats Fast Track Meeting --Rubin
- 9/15 Interview with New York Times Editorial Board --Rubin
- 9/16 POTUS Congressional Caucus Fast Track Briefing --Rubin
- 9/16 Rep. Olver's Business Leaders Conference --Summers
- 9/17 Interview with International Herald Tribune- Rubin
- 9/18 National Center for APEC breakfast -Rubin
- 9/18 Interview with Serious Money --Rubin
- 9/18 Interview with CNBC Inside Opinion -- Summers
- 9/23 Reuters Breakfast in Hong Kong -- Summers
- 9/30 Dodd Seminar Lunch --Rubin

October

- 10/3 Remarks to IFPA/War College on Fast Track -- Summers
- 10/6 Interview with NPR Talk of the Nation- Rubin
- 10/9 Wall Street Journal 6th Annual Conference on the Americas -- Summers
- 10/10 Interview with The Washington Post Editorial Board -- Rubin
- 10/14 Interview with The Economist-- Summers
- 10/14 Speech to Sioux Falls, SD Chamber of Commerce --Rubin
- 10/20 Interview with Institutional Investor -- Rubin
- 10/27 Interview with Nightly Business Report --Rubin

IV. Administrator's Schedule

House Small Business Committee Testimony. The Administrator is schedule to testify on SBA's five year strategic plan produced under the Government Performance Results Act plan on October 29.

Leesburg, Virginia. The Administrator will deliver the first keynote speech of the National Association of Small business Investment Companies' Annual Conference on October 27.

Houston, Texas. The Administrator is scheduled to deliver the keynote address at the Houston Baptist University, 7th Annual Financial Symposium on October 30.

Monterey, California. The Administrator is scheduled to speak at the National Government Guarantee Lenders Annual Conference on November 6.

V. Subcabinet Travel

None to report.

VI. Press/Media Inquiries

The Latina. The Administrator was photographed and interviewed on various small business issues.

KFNN Financial Newsradio, The Arizona Business Gazette, The Tucson Business, The Arizona Republic. The Administrator is scheduled to conduct interviews on fast track, welfare to work, SBA and small business issues during her trip to Arizona from October 22-24.

VII. FOIA Requests

The SBA received 7 routine FOIA requests.

Weekend Contact: Paul Weech
Home: 301/593-8720
Pager: 1-800-SKY-8888, Pin #485-7009

Secretary of Agriculture Fast Track Activities
(October 21, 1997)

Weeks of August 11, 18, 25, 1997

Speeches by Secretary

Secretary Glickman spoke about Fast Track in speeches given at the State Fairs of Illinois and Iowa. Several hundred people were in attendance at each event.

Hill Briefing

Secretary Glickman met with Rep. Clayton (D,NC).

Under Secretary Schumacher Fast Track Media Activities

Interview with Jerry Hagstrom, *Ag-Week*.

Interview with Larry Steckline, *Mid-America Ag Net* (radio.)

Interview with National Pork Producers publication, *Export*.

Week of September 1, 1997

Throughout the week. Hill Briefings

Secretary Glickman met with members of Congress.

Rep. Cramer (D,AL)

Rep. Stenholm (D,TX)

Rep. Hefner (D,NC)

Sen. Tim Johnson (D,SD)

Rep. George Brown (D,CA)

September 2, Principals Meeting

Secretary Glickman, Deputy Secretary Rominger and Under Secretary Schumacher attended a Fast Track meeting at the White House.

September 4. White House Agriculture Event

Members of the Agriculture community, primarily Washington representatives of associations and companies attended a White House Fast Track briefing by Secretary of Agriculture Dan Glickman, Dan Tarullo of the White House and Jeff Lang of USTR.

Under Secretary Schumacher Fast Track Media Activity

Interview with Maggie McNeill, *Sparks Newsletter*.

Week of September 8, 1997

September 8. American Farm Bureau Federation

Secretary Glickman met with Dick Newpher, Executive Director, and Barbara Spangler

cc: Vicki Radd
Russell Horwitz
10/22/97

of the American Farm Bureau Federation and discussed the importance of Fast Track.
September 9, National Pork Producers Council

Secretary Glickman met with the Board of Directors of the National Pork Producers Council and discussed the importance of Fast Track.

September 9, Hill Briefing

Secretary Glickman met with Sen. Harkin (D,IA), to discuss Fast Track and agriculture. (Under Secretary Schumacher also met with members of Congress.)

September 10, U.S. Wheat Associates

Secretary Glickman met with the President and Officers of U.S. Wheat Associates and discussed the importance of Fast Track.

September 9 and 10, Members of Senate

Secretary Glickman and Under Secretary Schumacher as well as senior officials from other agencies met with the Senate Democrats organized by Senator Daschle to discuss the importance of Fast Track and receive feedback.

September 10, Roll Out

Secretary Glickman attended the Fast Track roll out. In addition, a corn and soybean farmer from Grinnell Iowa, Eugene Lang, spoke about the importance of Fast Track and international trade to the family farmer. Members of the Agriculture community were also on hand to offer their views.

September 11, Secretary's Speech in Kansas City (linked to Under Secretary's event in Iowa)

The Secretary gave a speech on Fast Track and its importance for agriculture before about 200 member of the agriculture community. The event was held at a joint Chambers of Commerce meeting, between the Chambers of Des Moines Iowa and Kansas City, in Kansas City. The event was linked by video to a site in Des Moines, Iowa, which was attended by Under Secretary Schumacher. It received extensive coverage in the Midwest.

Under Secretary Schumacher hosted an event in Iowa that was linked to the Secretary's speech in Kansas City; attendees viewed the Secretary live and were able to ask questions directly of Under Secretary Schumacher who also made remarks. Schumacher met with the senior Ag writer for *Successful Farming*, Dan Looker; the senior editorial editor for the *Des Moines Register*, Richard Doak; ag broadcaster for WHO-radio, Al Wergen; Mick Kreidler, Editor of *The Beef Producer*; and John Otte, economics editor for *Wallace's Farmer*. Mr Schumacher also met after the teleconference with Professor Tappen, Dean of the School of Agriculture at Iowa State, and students Tappen brought to the session.

September 13, Kansas Farm Bureau

The Secretary met with the Kansas Farm Bureau and discussed Fast Track in Hutchinson, Kansas.

Weeks of September 15, and 22, 1997

(Secretary Glickman was in Egypt and Russia September 18-24)

September 16, Meetings with House Democratic Caucus and Senate Democratic Caucus

Secretary Glickman met with members of both the House Democratic Caucus, with the President, and Senate Democratic Caucus to discuss the Fast Track legislation. He spoke informally with many members regarding the importance of Fast Track.

September 17, Private Sector Briefing

Secretary Glickman, Deputy Secretary Rominger, Under Secretary Schumacher as well as Peter Scherer of USTR met with approximately 50 members of the agriculture community to discuss the legislative package.

September 17, Meeting with Chilean Officials

Secretary Glickman met with the Chilean Ambassador and Minister of Foreign Affairs and discussed Fast Track.

September 18, National Cattlemen's Beef Association

Secretary Glickman met the with President and leadership of the National Cattlemen's Beef Association about Fast Track.

September 23, Testimony Regarding Fast Track

Under Secretary Schumacher testified on Fast Track before the U.S. House of Representatives Subcommittee on General Farm Commodities, chaired by Rep. Barrett (R,NE).

Under Secretary Schumacher Fast Track Media Activity

Under Secretary Schumacher was the keynote speaker at the Risk Management Summit in Kansas City. He made a strong case to the 500 plus attendees, all leaders in the Ag community, that Fast Track was essential to the continued growth of world trade and Ag exports in particular. The following media reps attended the speech; *Soybean Digest, Illinois Farm Week, Data Transmission Network, National Journal, Farm Journal Magazine, Ag Day TV, Agr.-talk Radio, Farm Progress Magazines, and Channel Earth.* After his speech, Schumacher held a news conference that was covered by *Bridges, Illinois Farm Week, WBAP radio from Texas, SW Ag Radio Network, and NBC Radio.*

September 26, Secretary's Letter to the Hill

Each member of the following committees or subcommittees will receive a signed letter from the Secretary as well as a USDA Fast Track packet:

Senate Committee on Agriculture, Nutrition and Forestry
Senate Appropriations Subcommittee: Agriculture

Senate Committee on Finance
House Committee on Agriculture
House Appropriations Subcommittee: Agriculture
House Committee on Ways and Means

Secretary Glickman: Contacts with the Hill regarding Fast Track

Rep. Skelton (D,MO)
Rep. Price (D,NC)
Rep. McIntyre (D,NC)
Rep. Pomeroy (D,ND)

Under Secretary Schumacher: Contacts with the Hill regarding Fast Track

Rep. Johnson (D,WI)
Rep. Etheridge (D,NC)
Rep. Hinojosa (D,TX)
Rep. Bishop (D,GA)
Rep. Clayton (D, NC)

Under Secretary Long: Contacts with the Hill regarding Fast Track

Rep. Pomeroy (D,ND)
Rep. Baldacci (D,ME)
Rep. Emerson (R, MO)
Rep. Pombo (R,CA)
Rep. Holden (D,PA)

Under Secretary Dunn: Contacts with the Hill regarding Fast Track

Rep. Farr (D,CA)
Rep. Boswell (D,IA)

Weeks of September 29, and October 6, 1997

September 30, Hill Meeting

Secretary Glickman met with Senator Kerrey

October 1, House Democratic Caucus Lunch

Secretary Glickman and Representative Gephardt (D,MO) discussed Fast Track at a Party Effectiveness Lunch.

October 1, Hill Meeting

Secretary Glickman met with Senator Lugar (R,IN).

October 7, Hill Meeting

Secretary Glickman met with Representative Smith (R,OR) (Chairman of House Agriculture).

Under Secretary Schumacher: Contacts with the Hill regarding Fast Track

Sen. Frist (R,TN)
Sen. Gramm (R,TX)
Sen. Kohl (D,WI)
Sen. Mack (R,FL)
Sen. Murray (D,WA)
Sen. Bennett (R,UT)
Sen. Bond (R,MO)
Sen. Boxer (D,CA)
Sen. Bryan (D,NV)
Sen. D'Amato (R,NY)
Sen. Faircloth (R,NC)

Week of October 13, 1997

(Congress in Recess)

Under Secretary Schumacher Fast Track Media Activity

Under Secretary Schumacher interviewed with Scott Kilman of the *Wall Street Journal* on the importance of trade to agriculture and how global trade was breaking down barriers.

Week of October 20, 1997

October 21, Under Secretary Schumacher Hill meeting

Under Secretary Schumacher met with Representative Bishop (D,GA).

October 22, Agriculture Industry Events: White House Briefing and Press Conference

The Secretary, Peter Scher of USTR and representatives of the White House will brief members of the agriculture community about Fast Track. Later in the day Secretary Glickman has been invited to speak at a press conference on the Hill held by agriculture groups.

Secretary Glickman: Contacts with the Hill regarding Fast Track

Sen. Kempthorne (R,ID)
Sen. Burns (R,MT)
Sen. Craig (R,ID)
Sen. Bennett (R,UT)
Sen. Grams (R,MN)
Sen. Hagel (R,NE)
Sen. Harkin (D, IA)
Sen. Roberts (R,KA)

Sen. Johnson (D,SD)
Sen. Enzi (R,WY)
Sen. Kerrey (D,NE)
Sen. Lugar (R,IN)
Sen. Leahy (D, VT)
Sen. Coats (R,IN)
Sen. Bond (R,MO)
Rep. Kind (D, WI)
Rep. Eshoo (D,CA)
Rep. Boswell (D,IA)

Summary of Department of Labor Activity on Fast Track

Technical Assistance to Extend NAFTA-TAA/TAA

House - Successfully got two year extension in chairman Archer's Fast Track mark.
Senate - Worked with Moynihan for his two year extension amendment.

Developing Trade Adjustment Assistance package with NEC

The NEC and DoL have been working on improving current trade adjustment assistance services as well as new programs to further assist trade affected workers and their communities.

The plan will be announced by the President on Monday at a DLC meeting. The message of the meeting will be to celebrate good economic news, but also insuring that no one is left behind.

El Paso

As part of her Labor Day Tour, the Secretary traveled to El Paso with Rep. Reyes and met affected workers and community groups. The visit was very successful and sparked ongoing policy discussion with Hispanic Caucus members about improving trade adjustment assistance.

Caucus Meetings

- o Congressional Hispanic Caucus: On September 9, the Secretary met with the CHC. She reported on her trip to El Paso and her commitment to support improvement in trade assistance regardless of outcome of fast track. The Secretary's role was very much appreciated and the meeting led to further discussions with the Hispanic caucus about developing a Trade Adjustment Assistance package. Most of the negotiations regarding program development to date have been through Becerra and the NEC.
- o Democratic Caucus: Together with Secretary Glickman, Secretary Herman represented the administration to Gephardt and Bonior. OCIA staff follow up with member's including Patrick Kennedy.
- o Briefings with Congressional Black Caucus: The CBC meeting was canceled due to a format disagreement.

Other Meetings and Calls

- o The Secretary met with OECD labor ministers on October 14 and 15 to seek support for more effective mechanism on core labor standards in the ILO consistent with the President's Fast Track proposal. The OECD Labor ministered were supportive. The Secretary conducted wire service interviews regarding of outcome ministerial meeting.

cc: Radd
Russell 10/23

- o The Secretary met with Mexican and Canadian labor ministers on September 18 pursuant to the North American Agreement on Labor Cooperation (the NAFTA labor agreement). The outcome reaffirmed successful implementation of this agreement.
- o On September 12, the Secretary met with Rep. Charles Rangel. He was interested in creating a jobs program.
- o On September 4, the Deputy Secretary met with Representatives Levin, Sherrod Brown, Steve Rothman, and on September 16 met with Rep. Kanjorski. These meeting, while with opponents helped to gather intelligence about Democratic views on Fast Track.
- o On September 5, ILAB met with Senator Harkin regarding side agreements. On September 29, ILAB briefed hill staff on ILO.
- o On October 9, OCIA met with Daschle's staff and other Senate staff for a policy meeting on possible trade adjustment enhancement; Daschle is looking for a Presidential commitment on worker adjustment and other issues.
- o OCIA has been talking with Matsui's staff regarding targeting state delegations, preparations for California delegation meeting and overall strategy.

Secretary One-On-One Phone Calls

- o House: Jefferson, Johnson, Kilpatrick, Millender-McDonald, Scott, Stokes, Bentsen, Ford, John, Synder, Jackson-Lee, Reyes, Edwards, Lofgren, Luther, Sawyer, Townis, Ackerman, Green, Dicks, Clyburn, and Watt.
- o Senate: Cochran, Glenn, Sessions, Thurmond, Landrieu, Collins, and Harkin.

Speech to AFL-CIO in Pittsburgh

- o Secretary's Speech to the AFL-CIO in Pittsburgh September 23 in which she mention the importance of the trade agenda.

Press Interviews:

- o Press interviews by DOL staff: Andrew Samet with Richard Stevenson, New York Times, on NAFTA labor agreement (article has not run yet). Irasema Garza with Merrill Goozner, Chicago Tribune, article on NAFTA labor agreement. Ray Uhalde with Kathy Schalch of NPR on NAFTA-TAA.

Upcoming meetings are:

- o October 22 10:30am with OCIA, NEC and Rep. Bentsen and a group of undecided

members to discuss proposals to enhance trade adjustment assistance.

- o October 22 11:30am with Sec. Albright, Rubin, ETA. ETA will be present to provide technical information if requested.
- o October 22, 2:00pm Child Labor Hearing. Andrew Samet is testifying.
- o October 22, 5:30pm White House meeting with the Secretary and Senators.
- o October 23, 6:00pm White House meeting with the Secretary and Senators.
- o October 27, TBA DLC Event with POTUS and announcement of Adjustment Package.

FAX TRANSMISSION

U.S. DEPARTMENT OF COMMERCE
OFFICE OF THE SECRETARY
OFFICE OF POLICY AND STRATEGIC PLANNING
14TH & CONSTITUTION AVENUE, NW, ROOM 5835
WASHINGTON, DC 20230
(202) 482-4127
FAX: (202) 482-4636

To: *Sean*

Date:

Fax #:

Pages: *11*, including this cover sheet.

From:

Kari Doherty

Subject:

COMMENTS:

*DO = fast-track related
activities*

** Since we literally have 100's
of different activities
going on related to fast
track on all different
levels, tried to give you
some summaries. cc: Vicki
Russell
Burr 10/23*

Secretary William M. Daley

October/November 1997

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27 8:00 am- EMT 8:30-9:15 am- FT Bkfst/Rep. Earl Bentsen (D-TX) 9:45 am- Speech to DLC re: Fast Track/Debby 608-1219 Time tbd-- Meeting w/ Indian Minister of Finance Chidambaram/ office tbd- Lunch re: Fast Track/ Ellen HOLD AFTERNOON	FYI-- TIAP Grants 3:00 pm- Wheels down tbd- Fast Track calls from car WH/Hold	28 (Advanced Report on Durable Goods Manufacturers' Shipments & Orders #'s Released) 8:00 am- FT Bkfst/ Rep. Karen McCarthy (D-MO) China State Visit 9:30 am- Arrive White House 10:00-10:30 am- Arrive Ceremony/ WH South Lawn 10:30-11:00 am- Reception/ China Arrival/ Debbie McGinn 456-6307 <i>SLT</i> 2:30 pm- tbd- State Dept. Lunch hosted by VPOTUS Fast Track Calls time tbd- PECSEA meeting/ Bill Reinsch/ Michael Jordan WH State Dinner/ China	29 (New One-Family Houses Sold and For Sale #'s Released) 8:00 am- FT Bkfst/ Rep. Anna Esch (D-CA) 10:30 am- Boeing announcement / DoC Lobby/ Cheryl Time tbd- Hold for Hill event w/ Nobel prize winner/ Ellen 12:00 pm- Fast Track Lunch/ Ellen tbd- Fast Track calls 4:30 pm- Briefing for Amb.-Des. Celeste (India)/ office 5:00-5:30 pm- Amb.-Des. Richard Celeste/ office	30 (GDP #'s Released) 8:00 am- FT Bkfst/ Ellen Time tbd- Meeting w/ US Delegation to TABD tbd- Fast Track Calls 12:00 pm- Fast Track Lunch/ Ellen tbd- Fast Track Calls	31 1 Sunday 2 Proposed Events/ Other TBD



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

MEMORANDUM FOR THE SECRETARY

FROM: Kari Dohn *KD*

SUBJECT: Department Fast Track Activities

During your trip to Russia, Paul organized a fast track meeting with several senior officials from around the Department to agree on some further ways we can raise the level of activity on fast track for the following few critical weeks as we approach votes in the House and the Senate. I wanted to provide you with a summary of our joint recommendations. We would appreciate any thoughts and suggestions you may have.

1. **Letter and information packet from you to 1,400 District Export Council Members.** I have prepared a letter from you to go to all DEC members across the country to provide them with fast track message points and background material to use in their communities and states. This letter is attached. Please sign if you find it satisfactory. Our plan is to get this material faxed out Friday, September 26, 1997. The DEC's are mostly small business leaders across the country who are key to disseminating a positive message.
2. **Follow-up phone calls to DEC members by senior ITA officials.** Once this material is faxed, ITA plans on following up with the state leaders of the DEC's to discuss ways the Department and the DEC's can mutually support each others' efforts to educate the public on the importance of exports and renewing the President's trade negotiating authority. ITA will explore with the DEC's opportunities for DOC senior officials to make speeches around the country on fast track and participate in other fast track-related events.
3. **DEC "fast track day."** We have scheduled this for October 22nd. The plan is to invite all 1,400 DEC members to come to Washington for a fast track day. We expect 100-200 will actually come. We propose having a breakfast with you and the DEC members, have a late morning White House function for them with Charlene, McClarty, Erskine, etc., a possible luncheon on the Hill sponsored by a third party such as the Chamber, then they will be able to use the afternoon to get out the message. ITA and its Commercial Service (Dan McLaughlin) will be in charge of this event.
3. **Letter and information packets to all advisory committee members.** We are planning to send a similar letter to the one you will send to the DEC's to all advisory committees and their members. We intend to tailor each letter to the sector represented on the advisory committee.

4. **Meeting between you and all chairs of the advisory committees to discuss fast track.** We have tentatively scheduled this for next week. The advisory committees are key voices in the fast track fight because they are made up of business leaders from all across the country and can tailor the fast track message to their particular sectors. Separately, several ITA officials have made remarks to various advisory committees during their regular meetings regarding fast track.

5. **Letter to President Export Council members and meeting with Mike Armstrong.** Similar to the above letters to the DEC's and the advisory committees, ITA is drafting a letter to send from you to all PEC members (subject to approval by the White House). The PEC has been underutilized to date in the fast track effort. Of course, most of the membership is already involved in fast track activities through the BRT, NAM and other groups. However, as the senior export advisors to the President, it is imperative that they become engaged as a group. We are also hoping next week during your meeting with Mike Armstrong you can discuss fast track and ways the business community can be more helpful and more visible.

7. **Metropolitan export statistics release.** On Sept. 30th you will be releasing the Department's annual metropolitan export data. This report looks at over 200 metropolitan areas across the U.S. and their growth in exports. It is a very positive message that reinforces fast track and export at a local level. The press office will be tailoring hundreds of press releases to each region and city that coincides with the metropolitan area. In the past, the Department has gotten great local press out of this release. It is much more of a local story than a national story.

The press office and ITA have directed the DOC district export assistance centers to use the metropolitan export data to present a positive picture on trade, exports and fast track to their community through local press. We will also be sending the metro data to the coinciding Hill offices with a cover letter from you extolling the importance of trade and fast track. Again, it is a great opportunity to make a more grass-roots, local message. Once we have done our release, the White House intends to use our material in their fast track information packet. In addition, ITA will put the data up on the Commerce web site.

8. **Other press activities.** The press office has several interviews and events planned for you: one-on-one interview with Bob Davis of the Wall Street Journal; NPR "Talk of the Nation"; USA Today Newsmaker Breakfast; Business Week lunch with about a dozen reporters and editors; National Journal Capitol Notebook; morning radio; and Business America October issue focusing on fast track (this is the Commerce Department's publication).

9. **Success Story "Sourcebook."** ITA has prepared a sourcebook for use by the entire Administration which contains export success stories and anecdotes from companies around the country, with particular focus on small and medium-sized companies. It is broken down by state. This book will be used for press and speech purposes for various Administration officials when travelling to cities around the U.S. ITA will update it weekly.

10. **Rapid response team.** ITA is creating a fast track rapid response team to substantively respond to legislative requests and White House requests as they come in. This team will consist of 3 fulltime staff at a single location, including one ITA data person, a sectoral person, and a

policy person. They will operate under the general direction of Regina Vargo and work in close cooperation with OLIA and Kari Dohn as requests come in. They also will put together rapid responses to erroneous statements made by Members, labor, and others.

11. **Memo from you to all DOC senior staff.** Attached for your initialling is a memo from you to all Department senior staff requesting them to incorporate the fast track message in their upcoming speeches, events, interviews and so forth. You urge them to get out to the field to talk about the importance of exports and fast track. (If the memo meets your satisfaction, please initial and we can get out ASAP). We recommend you also raise the importance of getting out the fast track message to senior DOC officials at the EMT meeting.

12. **Sectoral trade associations.** ITA is organizing a fast track mailing from you to members of key sectoral trade associations. The letter would be tailored to the association's particular sector. Ellis Mottur will be contacting these associations to see if there are cooperative ways we can work with them on getting out a pro-fast track message, including arranging for Department officials to speak on fast track at any upcoming trade association meetings.

13. **TABD mailout.** Frank Vargo is preparing a mailing to TABD members which would include a letter from you and supporting materials.

ITA FAST TRACK PROJECTS

To be completed by Sept. 30 unless otherwise indicated

1. Secretary Daley Testimony before Senate Commerce Committee on Sept. 30 (RVargo)
2. Metro Data Rollout (EMottur; Public Affairs) on Sept. 30
Data Tables -- JMenes
Press Release, Daley FT Editorial customized by metro area -- Public Affairs
3. Sourcebook of Company Export Anecdotes/Distribution (DMcLaughlin)
Initial release this week; updated weekly
4. Fast Track Rapid Response Team (Secretarial Priority)
3 fulltime staff, single location: ANueschatz to secure space and/or equipment
Data -- one from JMenes
Sector -- one from EMottur
Policy -- one from RVargo (Bill DesRochers)
Under general direction of RVargo
5. District Export Councils (DMcLaughlin)
FT Mailout from Sec. Daley: Draft letter plus tailored supporting info*
ITA Followup Phone Calls: Dan/Regina to coordinate w/ DAS support
DEC FT Meeting in DC, Oct.22: KDohn to liaison w/ WH; Dan to handle logistics
Distribute Metro Data as followup, where appropriate
6. President's Export Council (EMottur)
FT Mailout from Sec. Daley: Letter plus supporting info
TPs and info pkg for 9/30 meeting between Sec. Daley and Michael Armstrong
7. Industry Sector Advisory Committees (ISACs) (EMottur)
Mandatory agenda item for Sept-Nov meetings: contact Juliet Bender, x0507, for speaker
TPs for Sec. Daley's use at ISAC Chairs Meeting, Sept. 30 (tentative)
FT Mailout from Sec. Daley: Letter plus tailored supporting info (joint ltr w/ Amb B.?)
8. Key [100] Trade Associations (EMottur); US-side of bilateral business councils (FVargo)
FT Mailout from Sec. Daley: Letter plus tailored supporting info
9. TransAtlantic Business Dialogue (TABD) (FVargo)
FT Mailout from Sec. Daley: Letter plus supporting info
10. Outreach/Speeches (Public Affairs; DMcLaughlin; All)
FT packages to USFCS Export Assistance Centers; followup w/ state & metro data
Business America, early Oct.
"Must" speech item; pkg w/ ed boards, local events; support rqts w/in possible CR

* Contact Mercedes Fitchett about building blocks for tailored mailings, x3810. WH/MAC will provide cleared DEC letter as model for others.



UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

October 17, 1997

MEMORANDUM FOR: Tim Hauser
Bob LaRussa
Ellis Mottur
Marge Searing
Frank Vargo

FROM: Pat Woodward
Sandra Yacura

SUBJECT: Fast Track Media Outreach
and Scheduled Speaking Engagements

As mentioned in our memo of last week, our goal has been to arrange for fast-track speaking events and press for ITA officials across the U.S. We have received information from most of the A/Ss and DASs as to their current speaking and traveling schedules, and have already arranged for press activity in four cities. Please review the attached matrix of ITA officials' travel schedules for October and November and let Sandra know if any domestic trips are missing.

San Francisco -- Marge Searing was in San Francisco on Friday, Oct. 10, for auto negotiations with the Japanese. In addition to the press surrounding these negotiations, Marge had a one-on-one with the San Francisco Business Journal (circ. 17,000) international trade reporter to discuss fast-track.

Denver -- On Wed., Oct. 15, Marge Searing traveled to Denver to present E-awards and give a speech at the local exporting council. Working with the USEAC in Denver, we arranged for five reporters to attend: two from the Rocky Mountain News (333,000 readers / 440,000 on Sundays), two from the Denver Post (316,000 readers / 456,000 on Sundays) and the Denver Business Journal (14,300 readers). The elated Denver USEAC staff informs us that the Rocky Mountain News had a major article in today's paper on the event and that the Denver Post ran two articles on the event, including one specifically on fast-track legislation. Also important to note, the USEAC director believes that Marge's speaking engagement and press coverage raised the profile of exporting immeasurably in Denver, and has led to increased interest in the Denver office as well as fast-track and ITA programs.

Portland -- On Thurs., Oct. 16, Marge Searing traveled to Portland to deliver two speeches and met with the Oregonian business reporter (circ. 349,000 (445,000 on Sundays) for a fast-track focused interview.

Chicago -- Anne Alonzo will be speaking at a environmental conference in Chicago Fri., Oct. 17. Interest in reporting on this event as well as fast-track has been expressed by both major



newspapers in the city and several radio stations, as well as other media outlets.

Over the next few weeks, our drive for additional fast-track press coverage will be built around existing speaking engagements planned in Lexington KY, Detroit, Cleveland, Orlando, Miami and Naples, FL. In addition, next week we plan to work directly with the USEACs' staffs to generate possible venues for new speaking events in targeted cities (list of cities provided by Office of Legislative Affairs).

Placement of Letters to the Editor -- We have drafted and cleared a fast-track op-ed for the Secretary's signature, and have sent it to print media in Ohio, Illinois, Missouri and Michigan. We will be sending this same op-ed (tailored to each city/state with the latest metro export data) to important outlets in the mid-west within the next two weeks, and then expanding to other states.

Metro Data Report -- We have posted the information on the Metro Data Report on the ITA Press Office's home page, and have informed the USEACs and major trade reporters of its availability. We have also prepared fast track talking points for specific metro areas to coordinate with ITA officials' speaking engagements.

Please feel free to contact either Sandra or myself (x3809) if you have any questions or recommendations regarding these matters. We'll provide weekly updates on our fast-track outreach efforts and include copies of regional press coverage.

Attachment

ccDavid Aaron
Maria Cardona
Kari Dohn
Mary Hanley
Regina Vargo

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
OCTOBER			1	2	3 Ellis in NYC	Jerri availab all mon Everet in Chin
5 Everette in China	6 US companies lobbying thru Chilean C of C Ludolph in Willimasb	7 US Companies lobbying thru Chilean C of C Dolly in Mexico Tim /	8 US companies lobbying thru Chilean C of C Tim / TS/ Everette	9 US co. thru Chilean C of C Tim / Everette/ Sally / TS in China	10 US Companies lobbying thru Chilean C of C TS in China Everette	Areaka wedding Anne Alonzo Chicago
12 Daley to leave for Latin Amer w/ POTUS & Regina Anne Alonzo in Chicago	13 Ellis in Ireland Dan M. in Hong Kong	14 Mary Fran in France Ellis in Ireland	15 Jan in China Judith - CNN Mary Fran in France Marge in Denver	16 Charles Ludolph in Altanta Jan in Russia Mary Fran in France	17 Mike Copps in Detroit Jan in Russia Mary Fran in France Ellis in	Jan in China Dolly Tokyo sometim this month - no date set as
19 Dolly in Ukraine Anne Alonzo in Chicago	20 Dolly in Ukraine Mary Fran in France Anne Alonzo in Chicago	21 Mike Copps in D.C. Dolly in Ukraine Mary Fran in France	22 TS in China DEC Day in DC Mary Fran in France	23 Phillipin es/ Indonesia Gold Key 2:30 Aaron Senate Banking	24 Tokyo Auto Show til 11-5 Charles Ludolph in San Fran Mary Fran in	Ludolp in Brussel Dolly Portuga

26	27	28	29	30	31
	■ Kuwait ■ UAE SA ■ Oil ■ matchmake ■ r ■ Jan in ■ Portland, ■ OR ■ Ludolph	■ Jan in ■ Portland ■ Jan K. ■ in ■ Portland ■ - US West ■ Coast ■ Russian ■ Far East	■ Export ■ America ■ Show in ■ Cleveland ■ Pres. ■ Cemin ■ Summit ■ Ellis in ■ CA	■ Food ■ Expo ■ Chicago ■ Jan in ■ San Fran ■ Daley in ■ San Fran ■ Ellis in ■ CA	■ End of ■ Phillipin ■ es Indo ■ Gold Key ■ Jan in ■ San Fran ■ Daley in ■ San Fran ■ Ellis in

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
NOVEMBER						
2	3	4	5 Daley - TABD, Rome Regina planning annual leave	6 Daley - TABD Rome Mike Copps in Naples, FL Everette	7 Daley TABD Rome Everette in India Ludolph in Rome w/ Daley	
9	10	11 USICA - DepSec - India Jack McPhee in Finland	12 USICA - DepSec - India Everette in Orlando, FL	13	14 Dolly in Guatemala	Dolly Guatemala
16 Daley/ Jan at Doha Summit Dolly in Guatemala	17 Daley / Jan at Doha Summit Doggett in London	18 Daley / Jan at Doha Summit Everette in Russia Doggett	19 Daley at Doha? Jan in Gulf Everette in Russia Troy	20 Jan in Gulf Everette in Russia Anne Alonzo in Miami	21 Jan in Gulf Everette in Russia	Daley APEC, Vancouver
23 Daley, APEC Vancouver	24 Daley, APEC Vancouver	25 Daley, APEC, Vancouver	26	27	28	



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

Memorandum

Date: October 20, 1997

To: Paul Weech

From: Jon-Christopher Bua
Director of Communications 

Re: Support on Traditional Trading Authority (Fast Track)

This memo is to bring you up to date on the media activity that has been accomplished by Aida Alvarez.

Administrator Alvarez:

- 7/17/97 The Administrator addressed the U.S. Hispanic Chamber of Commerce, a group of Latino Business people and Latin American business people and government officials interested in trade.
- 7/21/97 While in Buffalo, the Administrator was interviewed by *The Buffalo News*, *Buffalo Business First*, a business journal, and the local ABC affiliate.
- 7/21/97 The Administrator addressed the National Council of La Raza in Chicago, IL., and also addressed Chicagoland Chamber of Commerce, a group of women business leaders.
- 7/22/97 Administrator Alvarez participated in a conference on Empowerment Zones with Vice President Gore in Boston, MA.
- 7/23/97 The Administrator addressed a Lenders' Roundtable discussion with SBA lenders in San Diego.
- 7/24/97 She was the guest on "The Morning Show" with Doug Ramsey on station KUSI-TV in San Diego. She also conducted an interview with an editor with *El Sol*, who's doing an article for the member publications of the National Association of Hispanic Publications.
- 7/25/97 Administrator Alvarez spoke at a small business high technology conference in Boston,
- 9/30/97 Conference call on Business Women's Network with CEO's, and

Women's Business Leaders - Edie Frasier (Director)

10/1/97 Bloomberg T.V. U.S. and International Markets

10/2/97 Address Hispanic Chamber of Commerce Convention, Houston,
TX

10/8/97 Hispanic Heritage Observation Kick-off

10/8/97 LULAC Meeting

10/8/97 Address the ASPIRA National Conference

10/9/97 Meeting with ASBDC Executive Board

10/10/97 Address ASBDC Annual Conference, Keystone, CO
Press included: *Newsday*
 Chicago Tribune
 Denver Post
 Rocky Mountain News

Additional media outreach in coordination with the SBA Regional Administrators,
District Directors, and SBA Senior Managers.

Copies sent to :

Vicki Reed
Russell Horvitz

10/21/97



U.S. SMALL BUSINESS ADMINISTRATION
Office of Public Communications
409 Third Street, S.W.
Washington, DC 20416

NEWS RELEASE

Release Date: September 17, 1997

Release No: 97-54

For further information, contact: Jeanne Saddler, 202/205-6615 or
Debra Silimeo, 202/205-6606

Internet address for news releases: <http://www.sba.gov/opc>

SBA ADMINISTRATOR AIDA ALVAREZ LEADS U.S. DELEGATION TO APEC TRADE MEETING IN OTTAWA

ACKNOWLEDGES SUPPORT OF SMALL BUSINESS EXPORT GROUP FOR RENEWAL OF PRESIDENT'S TRADE AUTHORITY

WASHINGTON – Aida Alvarez, Administrator of the U.S. Small Business Administration, said today that American small companies can reap big benefits by looking to markets outside the United States. Ms. Alvarez made her remarks as she departed for Ottawa, where she is leading the U.S. business and government delegation to the Asia-Pacific Economic Cooperation (APEC) Ministerial meeting on Small and Medium Enterprises.

On a related trade issue, Administrator Alvarez acknowledged the support of the Small Business Exporters Association for renewal of the President's traditional trading authority.

Ms. Alvarez, a member of President Clinton's Cabinet, said: "Expanding trade represents a huge opportunity for America's small businesses. We are pleased that the Small Business Exporters Association has decided to support this important legislation that will enable the United States to effectively compete in the world's fastest growing markets."

Under the traditional trade authority that Congress has granted to every President since President Ford, the President can negotiate trade agreements with the understanding that the agreements are likely to be ratified by Congress without major changes. That authority hasn't been renewed by Congress since 1994.

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In Ottawa this week, Administrator Alvarez will address her counterpart ministers from other APEC member nations on financing problems that face small and medium-sized enterprises. She'll also hold one-on-one meetings with the small business ministers from China, Korea, Taiwan, Mexico, Canada, Malaysia, Chile and Chinese Taipei (Taiwan).

APEC was formed in 1989 as a vehicle to promote economic cooperation, growth and community among 18 Asian and Pacific Rim nations. Canada is this year's APEC host nation for a series of ministerial-level conferences, culminating in a meeting of heads-of-state in Vancouver in November.

"With 95 percent of the world's population, and two-thirds of its purchasing power located outside the United States, we need to continue to find creative ways to encourage small business to grow through exporting. The SBA is ready to help any firm looking for export advice," Administrator Alvarez added.

The SBA supports Export Working Capital Loans and International Trade Loans through its main guaranteed loan program. The agency also supports 17 Export Assistance Centers around the country in cooperation with the Commerce Department and the U.S. Export-Import Bank.

Small businesses exported about \$180 billion in goods and services in 1996, or about 29 percent of total U.S. exports, according to the U.S. Department of Commerce. The number of exporting firms in the U.S. increased by almost two-thirds from 1987 to 1992, to 113,000 businesses. It's estimated that 108,000 of these firms are small businesses.

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U.S. SMALL BUSINESS ADMINISTRATION
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NEWS RELEASE

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FOR FURTHER INFORMATION, CONTACT:

Mike Stamler, 202/205-6740

Internet address for news releases: <http://www.sba.gov/opc>

CANADIAN MARKETS ARE PRIMARY ONES FOR SMALL U.S. EXPORTERS, SAYS ADMINISTRATOR ALVAREZ

WASHINGTON – The head of the U.S. Small Business Administration (SBA), Aida Alvarez, today stressed the importance of Canada's markets to small U.S. exporters as she began a trade mission to that country with Secretary of Commerce William M. Daley and New Hampshire Gov. Jeanne Shaheen.

Administrator Alvarez will participate in trade mission events in Montreal today.

"Small business exporters will find a wide range of opportunities by exploring Canadian markets," Administrator Alvarez said. "Not only is Canada our largest trading partner, it's also a technologically advanced country with big and small firms of its own ready and willing to form alliances with U.S. companies."

"Canada is a natural first step for small, new-to-export firms because the commercial and cultural environment is similar to that of the U.S., but different enough to help them learn the complexities of doing business overseas," Alvarez added.

The goal of the trade mission is to increase sales of U.S. products and services to Canada, with a particular focus on high technology industries, including computers,

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computer software and peripherals, as well as equipment related to the aerospace, electronics, telecommunications and pollution control industries.

The trip is designed to highlight exporting opportunities for the participating 16 businesses executives who represent small and medium-sized U.S. companies. The company representatives will meet with potential buyers, product distributors and business partners. They'll attend briefings on the Canadian commercial environment and meet federal and provincial leaders as well as representatives of U.S. firms in Canada.

The SBA has an Export Working Capital Loan program to help small business exporters with short-term financing and an International Trade Loan program for both short and long-term financing needs. The agency also sponsors U.S. Export Assistance Centers around the country in conjunction with the Department of Commerce and the Export-Import Bank.

Trade between the U.S. and Canada amounted to \$370 billion last year and Canada's total import market was about \$170 billion. U.S. exports to Canada increased 12 percent last year, or 1.5 times the rate of growth of all U.S. exports. The International Monetary Fund predicts that Canada will lead the industrialized world in economic growth in 1997 and 1998.

Senior executives from the following companies participated in the trade mission:

Carlos J. Aguirre, President and CEO, Aguirre Industries/Flight Line Logistics, Seattle, WA

Garry Guan, President and CEO, Asian American Language Services (AALS), Norcross, GA

James J. Meenan, President and CEO, AT&T Canada, Toronto, Ontario

Ashby A. Richardson, III, President, Bar Code Direct, Inc., Northboro, MA

Nelson Widell, Executive Vice President and Co-Founder, Bedminster Bioconversion Corp., Marietta, GA

Thomas Murphy, President and CEO, CMS Communications, Inc., Chesterfield, MO

Ray Garza, President, Counter Technology, Inc. (CTI), Bethesda, MD

James P. Sherry, President, Dearborn Electronics Inc., Longwood, FL

Patrick Diamond, General Manager, HT Communications, Simi Valley, CA

Frank Wingate, President, Industrial Computer Corporation (ICC), Atlanta, GA

Janet Ho, CEO, KorTeam International, Inc., Sunnyvale, CA

Kathleen K. Diamond, President and CEO, Language Learning Enterprises (LLE),
Washington, DC

Michael E. Korybalski, Chairman and CEO, Mechanical Dynamics, Inc., Ann Arbor,
MI

Norman P. Byers, President, Telos International Corporation, Ashburn, VA

Keelin Wyman, Executive Vice President, Tripp Lite, Chicago, IL

Gregory H. Palmer, President, Viking Gas Transmission Company, St. Paul, MN

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SBA OFFERS SPECIAL LOANS TO BUSINESSES IN AREAS LOCALLY AFFECTED BY NAFTA: ALVAREZ

WASHINGTON – The U.S. Small Business Administration (SBA) will launch a special loan program for small businesses in 35 designated communities impacted by changing trade patterns resulting from the North American Free Trade Agreement (NAFTA), SBA Administrator Aida Alvarez announced today.

“NAFTA has made notable contributions to the American economy, but the benefits have not been equally distributed everywhere,” Alvarez said. “We must be prepared to finance new job creation, business opportunities and growth in those areas where there has been job loss attributable to NAFTA. In those areas, we can provide the money and the know-how to help get things going again.”

Loans and loan guaranties will be made available through the SBA’s 7(a) loan program, the North American Development Bank (NADBank) and the Department of Agriculture’s (USDA) Business and Industry Loan Program.

The NADBank is an international financial institution jointly capitalized and governed by the United States and Mexico to finance environmental infrastructure projects along the U.S./Mexico border and to provide financial assistance for domestic investment in both countries

-- more --

Businesses in the designated areas (see attached list) may be able to qualify for SBA loan guaranties of up to \$750,000. Under the multi-agency agreement, NADBank will pay the borrowers' loan guaranty fees, which average around 3 percent of the total loan amount.

The cost of the loans and loan guaranties will be underwritten by NADBank. The Treasury Department is coordinating the effort to provide loans to businesses located in the selected impact areas through NADBank's Community Adjustment and Investment Program (CAIP). Roughly 10 percent of the U.S. contribution to NADBank is earmarked for the CAIP.

The Treasury Department and NADBank designated the 35 "Stage 1" impacted communities. Generally, SBA will be responsible for marketing and guaranteeing loans in the urban Stage 1 areas. In rural areas, local lenders will have the option of forwarding applications to either program, depending on what best suits the needs of the loan applicant.

Based on certain budgetary assumptions relating to SBA's subsidy rate in FY 1998 and on the demand placed on the program by small businesses in the Stage 1 areas, the agency's loan authority could be increased by \$146 million to accommodate the CAIP project. SBA made more than 200 loans amounting to nearly \$34 million in the affected areas in FY 1996.

To be eligible, a small business must meet three criteria -- be located in a Stage 1 area, meet conventional SBA loan standards and size requirements, and be able to show that it will create or retain one job for every \$35,000 of the total loan amount. SBA will be prepared to handle loan applications in the program before the end of August.

The 35 areas eligible for loans under Stage 1 of the program were identified on the basis of 1996 unemployment data and statistics provided over the past two years by the Department of Labor NAFTA-Transitional Adjustment Assistance program and 1996.

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Small Business Administration/CAIP

Stage 1 Sites

Alaska

Ketchikan, Ketchikan Gateway Borough

Arkansas

Blytheville, Mississippi County

Des Arc, Prairie County

Pocahontas, Randolph County

California

Pacoima, Los Angeles County

Santa Ana, Orange County

Watsonville, Santa Cruz County

Connecticut

Dayville, Windham County

Georgia

Dawson, Terrel County

Vidalia, Toombs County

Idaho

Hayden Lake, Kootenai County

Indiana

Monon, White County

Louisiana

Coushatta, Red River Parish

Michigan

White Pine, Ontonagon County

Missouri

St. Joseph, Buchanan County

New Jersey

Elizabeth, Union County

New York

Fulton, Oswego County

Syracuse, Onondaga County

North Carolina

Chocowinity, Beaufort County

Laurinburg, Scotland County

Lumberton, Robeson County

Rocky Mount, Edgecombe & Nash Counties

Tarboro, Edgecombe County

Washington, Beaufort County

Ohio

Greenfield, Highland County

Pennsylvania

Erie, Erie County

Lewiston, Mifflin County

Tennessee

Celina, Clay County

Texas

Brownsville, Cameron County

El Paso, El Paso County

Robstown, Nueces County

Washington

Centralia, Lewis County

Richland, Benton County

Wisconsin

Hawkins, Rusk County

Racine, Racine County



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SBA MEETS WITH RUSSIAN COUNTERPART AGENCY TO PROMOTE SMALL BUSINESS DEVELOPMENT

SMALL BUSINESS PLAYS BIG ROLE AT U.S.-RUSSIAN COMMISSION

MOSCOW - A delegation from the U.S. Small Business Administration (SBA) joined the SBA's Russian counterpart in Moscow this week to concentrate on fostering U.S. and Russian small business cooperation.

The meeting, which included over 30 U.S. and Russian government and private sector representatives, was held as part of the ninth meeting of the U.S.-Russian Joint Commission on Economic and Technical Cooperation, commonly known as the Gore-Chernomyrdin Commission.

"For small businesses, foreign trade opportunities begin with international cooperation and the chance to understand the markets and business customs of another country," said SBA Administrator Aida Alvarez. "The Gore-Chernomyrdin Commission is certainly achieving that goal. The SBA is proud of its partnership with its Russian counterpart and I look forward to continuing our efforts to highlight the important role of the small business sector in both countries."

- more -

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In February 1997, then SBA Administrator Philip Lader and his Russian counterpart, Chairman Viatcheslav A. Prokhorov, met in Washington in the first joint working group session between the two nations.

At that time, an action plan for 1997 was adopted. The goals of that plan include:

- o increasing awareness in both countries of issues relating to small business support and development;
- o increasing knowledge in both countries of the programs and services of the SBA and the State Committee of the Russian Federation for the Support and Development of Small Business (SCSME);
- o increasing bilateral international trade opportunities between the small business concerns of both countries.

This session builds upon those objectives, highlights the progress made since the February meeting, and will establish the direction and priorities for continued bilateral cooperation.

A major step to achieving those goals has been the implementation of a web site for the GCC Small Business Working Group. The Business Collaboration Center worked closely with the SCSME to create a joint SCSME/SBA web site. This web site is available at <http://gcc.bcc.ru/>.

- more -

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The Working Group members represent both public and private entities which are focusing their efforts on legislative and regulatory initiatives in Russia, improving financial programs to benefit U.S. and Russian small businesses, creating strategic small business partnerships between U.S. and Russia and helping SBA's Russian counterpart improve its delivery of programs and services through an "exchange of experts" program.

In the U.S., more than 22 million businesses employ over half of the private work force and account for more than 50 percent of annual sales receipts. In Russia, nearly one million small businesses produce 12 percent of the Gross Domestic Product (GDP).

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SBA stressing Hispanic women in business

Administrator Aida Alvarez participates in
Sagrado Corazon's conference on female entrepreneurship

By DANIEL R. GARZA

Each time Laura Schalen attends a business seminar sponsored by Sagrado Corazon University she learns something new — usually it's just a phrase such as "never make excuses."

"I heard that phrase at a seminar and I used it the next morning when a supplier called me to complain about a delivery," said the President of Laurel Seed Co. "Instead of giving him an excuse, I said that will never happen again."

Schalen was among the dozens of participants in Strategy 2000, a day-long conference sponsored last week by Sagrado Corazon's Women's Business Development Center and Seton Hill College's National Education Center for Women in Business.

U.S. Small Business Administration Secretary Aida Alvarez was on hand to publicize an SBA grant to help fund programs offered by Sagrado Corazon's center (CB Sept. 11).

"The fastest growing business sec-



U.S. Small Business Administration Secretary
Aida Alvarez

tor in the U.S. is Hispanic women. Over the past five years the growth rate has been 114%," Alvarez said.

Getting access to the resources available to entrepreneurs is a major chal-

lenge for Puerto Rican women, Alvarez added. "I think Puerto Rico has a lot of very talented women who just need some technical assistance, some advice and some counseling and that's what they're going to get [at the Sagrado Corazon center]."

Alvarez also announced a \$500,000 SBA-backed loan from Santander Bank given to Guayama-based Puerto Rico Valve and Fitting Co. The loan was awarded under a special SBA program that encourages small busi-

nesses to export their services and products. The company is the first company on the island to receive a loan under the export program.

Since Alvarez' appointment, the SBA

has focused more attention on women and minority entrepreneurs. A new marketing and outreach campaign will help triple SBA loan assistance to

Hispanic-owned businesses. That effort translates into \$2.5 billion worth of loan guarantees to Hispanic-owned companies by the year 2000, Alvarez said.

The five-year growth rate of Hispanic-owned businesses has been 83%

compared with an overall growth rate of 26%, said Alvarez. She is the first Hispanic woman and native Puerto Rican to be a presidential cabinet member. ■

"The fastest growing business sector in the U.S. is Hispanic women. Over the past five years the growth rate has been 114%."

— AIDA ALVAREZ
U.S. SMALL BUSINESS ADMINISTRATION SECRETARY

SBA invites local businesses to Mexico

By LIDA ESTELA RUANO

For the first time, the Small Business Administration (SBA) will be taking a trade mission to Mexico Dec. 2-4, and SBA Administrator Aida Alvarez is inviting small and medium-sized businesses from Puerto Rico to participate.

Alvarez, who was in town to address the annual convention of the Puerto Rico Manufacturers Association (PRMA) held in Dorado, said she will be leading the trade mission that will participate in REP/COM, Mexico's largest trade show. During an exclusive interview with CARIBBEAN BUSINESS, Alvarez, who was born in Aguadilla, said the purpose of the trade mission is to explore joint ventures and export opportunities.

"We will match entrepreneurs attending the trade mission and set up one to one meetings with Mexican industrialists and merchants because we want to foster more trade with small and medium-sized businesses in Mexico. This will be the first time SBA takes a trade mission abroad. And if it works, we'll keep this going with other missions," Alvarez said.

SBA State Director for Puerto Rico and the Virgin Islands, Ivan Irizarry, said, "this is a tremendous opportunity for Puerto Ricans to participate and explore new business possibilities in Mexico. At SBA we will be able to help them develop exports through our Export Working Capital Loan Program. We can guarantee up to 90% in loans of up to \$750,000 as this is the program with the highest guarantee."

During the mission, Alvarez will meet with Mexican government officials to further trade exchange between the two North American Free Trade Agreement (Nafta) partners.

Alvarez said last year the U.S. exported \$180 billion. She added that 96% of U.S. exporters are small businesses of which about 60% have 20 or fewer employees. Puerto Rico exported \$5 billion this fiscal year in services and products, an increase of 10% over last year, she said.

In Puerto Rico, the SBA has a portfolio of 16,000 loans, worth \$580 million, Alvarez said. In addition, SBA has granted 12,000 loans worth \$164 million under its disaster program. Another program, 504, has given out 42 loans worth \$15 million. ■

Libre e camino para el comercio internacional

Por Omar Alfonso
De La Perla del Sur

Con la aprobación de una línea de crédito a la empresa Puerto Rico Valves & Fitting de Guayama para que comience a exportar sus productos a Costa Rica, la Administración de Pequeños Negocios ha iniciado una agresiva campaña de promoción dirigida a integrar a empresarios locales en la corriente del comercio internacional y, a su vez, fortalecer la economía regional.

Así lo aseguró a La Perla del Sur el director de la Oficina de Distrito de esta agencia federal, Iván Irizarry.

Según recalcó el funcionario, "con la eliminación del programa de incentivos 936, hemos decidido ayudar a la economía local y, en particular, al empresario local a desarrollar su negocio. Esto mediante el ofrecimiento de diversos programas de garantías de financiamiento, entre los cuales figura el "Export Working Capital Loan".

El mismo es un instrumento que dispone líneas de crédito, hasta un máximo de \$750 mil, a pequeños negocios en la Isla para que exporten sus productos a países fuera del continente americano, según indicó.

"Esta semana aprobamos la primera línea de crédito que se concede bajo este programa a un pequeño comerciante puertorriqueño y la misma fue por medio millón de dólares", dijo Irizarry.

"Esta transacción, realizada junto con el Banco Santander, hará posible que la firma Puerto Rico Valves & Fitting Company de Guayama venda válvulas y otros productos relacionados al mercado de Costa Rica, ampliando así sus oportunidades de crecimiento económico y laboral, aquí en la Isla", agregó.

Este recurso de financiamiento, sostuvo, está igualmente disponible para cualquier pequeño empresario que contemple exportar su producción a mercados como México, Santo Domingo, Chile y Venezuela, "donde hay gran demanda por servicios financieros, de ingeniería,



Iván Irizarry (derecha) y James Lugo, presidente de la Cámara de Comercio de Ponce, discutieron sobre el alcance nuevos programas de ayuda financiera que transformarían a empresarios locales en exportadores de carácter internacional.

consejería ambiental y construcción. Areas en las que los puertorriqueños han demostrado ser altamente eficientes y competitivos", aseguró.

"También, para lograr que el pequeño negocio compita en el mercado global de exportaciones, hemos establecido los Centros para el Desarrollo de Empresas, en los que brindamos toda la ayuda técnica que requieren las metas".

Otro de los recursos disponibles, según añadió, es el Programa 504, el cual establece garantías hasta por \$1 millón para mejoras capitales, como la compra de equipo, terreno, construcción o expansión de edificios y otras obras que redunden en el crecimiento de la operación del pequeño negocio.

"Al presente, contamos en la Isla con una cartera de 16 mil préstamos que totalizan \$580 millones, de los cuales

\$22 millones han sido asumidos por mujeres empresarias.

"No obstante, muy pocos comerciantes están haciendo uso de estas herramientas, ya sea por miedo o desconocimiento. Sabemos que este es aún un mercado virgen y que ya muchos pequeños empresarios en el País están en condición de competir y superar los cambios del nuevo milenio", concluyó el titular federal.

Irizarry, natural de San Germán e invitado a Ponce semana pasada por la Cámara de Comercio regional, ocupó en el pasado el cargo de Sub Administrador de las operaciones continentales de la Compañía de Fomento y, además, el cargo de Administrador de la Ciudad de Nueva York, lo que lo convirtió en el primer integrante puertorriqueño en el Gabinete del Gobernador de dicho estado.

La Opinión
10/4/77

Cámaras de Comercio Hispanas centran la acción en el negocio

■ Cientos de empresarios latinos exponen sus productos y atraen el interés de las grandes corporaciones en la convención nacional

Pedro Fúez

El Paso, octubre 4, 1977

HOUSTON, Texas. Tras un primer día dominado por los anuncios de la creación de fondos millonarios destinados a préstamos de los pequeños negocios por la Administración de los Pequeños Negocios (SBA) y por el banco Wells Fargo, la 18.ª Convención Anual de las Cámaras de Comercio Hispanas se dedicó a los negocios de sus miembros.

En un pesayuno de trabajo al que asistieron miles de comerciantes, el gobernador de Texas, George Bush Jr., ofreció un discurso en el que hizo unos comentarios en contra de quienes mantienen posturas racistas. Sin mencionarlo por nombre, Bush se refirió a un profesor de la Universidad de Texas que hace unos días dominó la prensa local por sus comentarios de ese tono. Las alusiones le reportaron un aplauso cerrado.

Bush también destacó la importancia en la economía nacional del sector de los pequeños negocios latinos.

Productos variados

La jornada de ayer, sin embargo, se destacó por la inauguración de la sala de exhibiciones del Centro de Convenciones de Houston donde cientos de empresas expu-

sieron sus productos o tuvieron representantes para establecer contactos con otras compañías.

Entre ellas estaban prácticamente la flor y nata de las grandes corporaciones, como Miller Brewing, Budweisser, Disneylandia, Kodak, AT&T, Sprint, Burger King, McDonald's y Continental Airlines.

"Nuestra compañía tiene el objetivo claro de iniciar una gran expansión los dos próximos años. Esta corporación, como todas, es un negocio que busca hacer negocios. Invertimos allí donde vemos una oportunidad, y Latinoamérica es una de las mejores", declaró a *La Opinión* Pete García, director de ventas y mercadotecnia para la región del Caribe y América Central de Continental.

Según García, próximamente llegará a los mercados de Chile y Venezuela. Este mismo año penetró por primera vez Brasil, explicó.

Bilingües, biculturales

Continental, dijo, tiene una plantilla de 38 mil empleados, de los cuales un 20% son latinos.

"Para Continental, es clave disponer de personal latino. Es más, la cuestión no es tanto ser bilingüe sino bicultural", dijo Peter Hernández, uno de los pilotos co-

LEA CAMARAS, pág. 7A

Viene de la página 1A

Compañías de la corporación.

Entre los planes de expansión figura el de reapuntalar los centros de conexiones de vuelos en Houston, actual base corporativa, y Newark, New Jersey. "En ambas ciudades contamos con mucha clientela latina", dijo García.

Realidad del mercado latino

El interés de Continental es similar al de todas las grandes corporaciones americanas.

Ya pasó la época de dedicarse a estudiar el potencial del mercado latino en los Estados Unidos, pues las compañías saben que es una realidad en la que quieren penetrar al precio que sea.

Otras compañías llevan años haciéndolo, como el Wells Fargo Bank. José Niño, vicepresidente de mercadotecnia del banco, dijo a *La Opinión* que "desde que anunciamos el fondo de 1,000 millones de dólares no han parado de sonar los teléfonos, pero nosotros ya somos los líderes desde hace unos años en prestar dinero a las minorías. Estamos en ello desde 1968".

Niño reconoció que los últimos años han atravesado dificultades a raíz de la absorción del First Interstate Bank. Además del cierre de oficinas, la deuda del banco era mayor de la prevista. "pero ya estamos de vuelta otra vez".

Ejecutivos de todas las compañías entrevistados coinciden en destacar que las grandes corporaciones están concentrando ya sus políticas de mercadeo y corporativas en el mercado latino.

Por otro lado, en la comunidad latina destaca la importancia del sector de los pequeños negocios.

Aida Alvarez, directora de SBA, dijo a este diario que se sentía emocionada por la importancia del modelo que la agencia estaba creando.

"No sólo aquí, sino a nivel internacional. Hace poco estuve en Rusia porque allí quieren copiar el modelo de la agencia. Es emocionante ver como podemos ayudar a crear un nuevo modelo de sociedad mediante el fomento de la pequeña empresa. Esto es lo que de verdad cambia los modos de actuar de las personas", declaró en una entrevista concedida en su Ilmusina.

Vía rápida del TLC

También la rama de relaciones gubernamentales de la USHCC manifestó la importancia de este modelo. William Jovel se manifestó a favor de dar al Presidente la autoridad de poder pasar por la vía rápida (*fast track*) la expansión del TLC, porque es bueno para los pequeños negocios.

"Los hace más competitivos. Los acuerdos comerciales con otros países hace que se fomente el comercio bilateral, de lo contrario, serían los trabajadores quienes se verían perjudicados", afirmó Jovel.

California en Houston

California cuenta con una nutrida presencia de pequeños empresarios en esta convención. Todos se encuentran ocupados estableciendo contactos y relaciones de negocios. El presidente de Imagenet, una compañía cibernetica del Este de Los Angeles, comentó que "generalmente de todos los contactos que haces en estas reuniones el 10% se materializa en un negocio concreto. Merece la pena asistir a estos eventos".

Otras compañías no tan pequeñas como El Pollo Loco, también han enviado a representantes para explorar las oportunidades de negocios en mercados latinos.

Tony Tavantzis, ejecutivo de dicha compañía, dijo que "estamos pensando en expandir la compañía en Texas, por eso que acudir aquí es importante. Uno sale con la idea clara de cuál es la situación del mercado y también de cómo se encuentra la competencia".

La Opinión

10/3/77

Anuncian respaldo oficial para créditos a pequeños negocios

■ Avalarán préstamos por 2,500 millones; directora de la SBA subraya el valor de las empresas de latinos y mujeres.

Pedro Pulgar
Enviado especial

HOUSTON, Texas.— Aída Álvarez, directora de la Administración de Pequeños Negocios (SBA), anunció el jueves el compromiso del organismo en respaldar préstamos comerciales por valor de 2,500 millones de dólares hasta el año 2000.

Por su parte, el Banco Wells Fargo hizo de conocimiento público la creación de un fondo de 1,000 millones para extender créditos a pequeñas empresas latinas.

La directora nacional de la SBA llegó ayer a Houston para pronunciar un discurso ante la 18 Convención de las Cámaras de Comercio Hispanas de Estados Unidos (USHCC), en el que exaltó el gran mérito de las mujeres empresarias latinas.

"El crecimiento de la pequeña empresa

hispana es del 83%, según las últimas cifras del gobierno. El crecimiento de los negocios en general ha sido del 26%, y el de los que son propiedad de mujeres del 114%", asentó la funcionaria federal.

Acción Afirmativa

Álvarez indicó que la Administración Clinton concede gran importancia a los programas de Acción Afirmativa y explicó algunos cambios recientes introducidos por su entidad.

"Por haberse flexibilizado los criterios de calificación para que los negocios en desventaja obtengan préstamos, ahora también pueden reunir los requisitos personas que no pertenezcan a minorías, pero el texto conjunto de la propuesta abre todas las puertas a los empresarios latinos", dijo.

LEA PRESTAMOS, pág. 10A

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La Opinión

PRESTAMOS: Wells Fargo explica su plan para la pequeña empresa

Viene de la página 1A

Alvarez es la primera hispana en dirigir la SBA y no oculta su determinación de hacer que esta comunidad progrese en función de su mérito.

El Presidente "sabe que los temas de la comunidad latina recibirán mi atención", declaró posteriormente a este periódico. "Hemos aumentado los préstamos a este sector en un 142%. Este año, la cifra ha sido de 1.700 millones de dólares, y todavía podemos mejorar, aunque no será fácil".

Wells Fargo detalla

José Niño, vicepresidente de mercadotecnia del banco Wells Fargo, anunció de manera oficial el compromiso de la firma en extender hasta 1,000 millones de dólares en préstamos para pequeños negocios latinos.

"Me siento orgulloso y honrado de poder anunciar este compromiso. El Wells Fargo es el banco número uno de la nación en cuanto a préstamos a los pequeños negocios. Iniciamos esta práctica en 1989 y, desde entonces, todos los demás bancos vienen detrás", declaró Niño a *La Opinión*.

Este compromiso no tienen parangón en muchos aspectos, afirmó Niño.

"Para empezar, no se exige un respaldo colateral. Usamos otros factores para saber si se trata de una buena inversión o no, y los créditos se pueden solicitar por teléfono, fax, computadora o en persona", explicó.

Niño no dijo cuáles son los criterios que se tienen en cuenta por tratarse de una información privada del banco, aunque sí dijo que el programa estaba diseñado para empresas con tres años de existencia en el mercado.

En segundo lugar, la solicitud consiste en una sola hoja si la cantidad es menor de 50 mil dólares, y en dos si es de entre 50 mil y 100 mil.

En tercer lugar, el proceso se puede completar en español.

Por último, la respuesta llegará 48 horas después de que el banco haya recibido los papeles. Tampoco hay que pagar nada por la solicitud.

Niño manifestó que, como es costumbre, espera que los demás bancos copien el sistema, "aunque sea un par de años más tarde".

Conciencia corporativa

La directora de la SBA afirmó que el progreso del pequeño negocio exige la colaboración de los bancos y grandes corporaciones americanas.

Niño, también presidente de USHCC, había expresado anteriormente que "las corporaciones ya se han dado cuenta del poder adquisitivo del mercado latino, como lo demuestra el compromiso del banco para el que trabaja".

Alvarez, por su parte, dijo a *La Opinión*: "El Presidente, los ejecutivos de grandes corporaciones y yo sabemos que éste es un país bilingüe, y por lo tanto seguiremos actuando de una manera bilingüe".

De la misma manera parece pensar Niño. "Este compromiso hacia el mercado latino ha de disponer de los medios de comunicación latinos para que el público se entere".

El banco Wells Fargo realizó un estudio previo cuyos resultados concluyen que el 63% de los negocios latinos necesitan más líneas de crédito para, principalmente, expandir las empresas, controlar el flujo de dinero, mantener y mejorar sueldos de trabajadores más competentes.

El banquero dijo que "el estudio demuestra que es a los empresarios latinos a quienes con más frecuencia se les niegan las peticiones de préstamos".

El ambiente de la convención no pudo ser mejor.

El jefe ejecutivo de la compañía cervecera Miller, John Mac Donough, lo dijo muy claro al expresar "las grandes corporaciones americanas ya están muy enteradas del valor del mercado latino".

Por eso es que participamos en eventos como éste, que facilitan que podamos establecer relaciones de negocios con proveedores minoritarios al tiempo que hacemos llegar nuestro mensaje a la comunidad".

Mañana [hoy] dará comienzo la feria de muestras en las que hay más de 800 empresas participando. La mitad son pequeñas y medianas, y la gente llega de todos los puntos de la nación.

Entrevista sobre ruedas

No todos los días se puede viajar en limusina con la mujer latina de mayor rango en la Administración Clinton. Mucho menos después de que esta mujer, de origen puertorriqueño, acabase de anunciar uno de los compromisos más grandes de la entidad, el respaldo para 2,500 millones de dólares en préstamos para pequeños negocios de mujeres y minorías.

Alvarez se vio asediada por los medios de comunicación pre-

sentes en la 18 Convención Anual de USHCC, que se celebró estos días aquí en Houston.

Acababa de llegar de Washington con el tiempo justo para pronunciar el discurso y debía volar de inmediato a Puerto Rico, su tierra, donde va a anunciar una serie de concesiones de préstamos, además de inaugurar un centro de mujeres empresarias.

Pero tuvo el tiempo suficiente para entrevistarse con el enviado especial de *La Opinión* en el vehículo que la transportó al aeropuerto.

Alvarez manifestó que estaba emocionada de poder haber presenciado sobre el terreno la fuerza y pujanza de los negocios latinos, especialmente los de mujeres.

Platicó del mérito y valor de iniciativas de bancos como el Wells Fargo y el Banco de América, que recientemente anunció un compromiso similar al del primero.

Añadió que, además de préstamos, lo que le hace falta al em-

presario latino es recibir educación y entrenamiento sobre dirección de empresas. Sólo así se puede de verdad fomentar un desarrollo económico con garantías.

Agregó que, en cuestión de semanas, revelará una serie de recomendaciones que su organismo está llevando a cabo para reestructurar el programa de préstamos, "con el único fin de que todos salgan ganando... aunque siempre contemplo el interés de los negocios de minorías. Soy mujer y soy latina. Conozco la

situación... porque de pequeña trabajé en una frutería familiar".

Con respecto a el respaldo de 2,500 millones de préstamos hasta el año 2000, Alvarez dijo que no será fácil y pidió ayuda a los medios de comunicación para divulgar la noticia: "De lo contrario, ¿de qué serviría?"

Para más información sobre el programa del banco Wells Fargo, los interesados pueden llamar al teléfono gratis 1-888-275-7245.

Crecen los pequeños negocios de las mujeres

Por MARIAN DIAZ
DE EL NUEVO DIA

"EL FUTURO le pertenece a los pequeños negocios. Hasta los rusos tienen como prioridad a las pequeñas empresas porque son la base de una clase media fuerte", dijo Aida Alvarez, administradora de la Agencia Federal de Pequeños Negocios (SBA por sus siglas en inglés).

Ella indicó que el sector de mayor crecimiento es el de los negocios de mujeres hispanas, los cuales han aumentado en un 114% en los últimos cinco años.

Alvarez fue una de las oradoras ayer en la actividad Estrategia 2000, auspiciada por el Centro para el Desarrollo Empresarial de la Mujer (CEDEM) de la Universidad del Sagrado Corazón y el Centro de Educación Nacional para Mujeres Empresarias de la Universidad de Seton Hill en Pennsylvania.

Bajo el tema "El reto de desarrollar tu propio negocio: decisión y dilema", más de 100 dueñas de negocio o futuras empresarias recibieron orientación de temas relacionados con mercadeo, franquicias, negocios desde el hogar y relaciones interpersonales, entre otros. La actividad fue dedicada a Lucy López Roig, sicóloga y empresaria, quien fue la persona que vinculó al Sagrado Corazón con el Centro de Seton Hill el pasado año.

Lorna Torres, decoradora de interiores, fue una de las empresarias que participó de Estrategia 2000. Trabajó diez años como empleada en una firma de decoración y renunció para establecer su propia empresa. Sin embargo, desconocía cómo negociar y hacer cotizaciones, lo que le causó problemas legales con su primer cliente. "Quiero aprender cómo se administra un negocio para no tener problemas. Este tipo de actividad hace falta y por eso estoy aquí", expresó Torres.

AGNES SUAP, Z., presidenta del Banco de Desarrollo Económico para Puerto Rico habló sobre la importancia de la planificación personal para el éxito profesional. Destacó la



ARCHIVO EL NUEVO DIA

Alvarez dijo que espera alcanzar la cifra de \$2.5 billones en préstamos garantizados en los próximos tres años.

necesidad de valorarse y no sentirse discriminada, tener metas definidas, el asumir riesgos y trabajar con energía.

La actividad también contó con la participación de conferenciantes de Seton Hill y de empresarias puertorriqueñas, quienes compartieron sus experiencias en los negocios con las asistentes.

De otro lado, Alvarez aprovechó su visita para anunciar la apertura del primer Centro de Recursos de Negocios para la mujer empresarial, a establecerse en el Sagrado Corazón con el coauspicio del Banco Popular. El Centro de Recursos contará con información de negocios en español, videos y programas computadorizados.

Otro programa nuevo auspiciado por SBA en conjunto con el Sagrado Corazón lo es el Instituto Empresarial de la Mujer. "La meta es proveer acceso a la educación y asesoramiento empresarial a las comunidades aisladas", expresó la administradora puertorriqueña. A través del Instituto se ofrecerá asesoramiento a las mujeres, principalmente a aquellas en desventaja social y económica. Joy Vilardi dirigirá el Instituto.

Por su parte, José Jaime Rivera, presidente de la Universidad del Sagrado Corazón dijo que el Instituto vinculará a las facultades y estudiantes con las comunidades. Estos se involucrarán en desarrollar programas y ayudar a resolver muchos de los problemas que hay en las comunidades. "Este es el tipo de alianza que hace falta para solucionar muchos de los problemas que enfrenta Puerto Rico. Esperamos crear una cantera de nuevos empresarios en la isla".

DE OTRO lado, la administradora de SBA dijo que espera alcanzar la cifra de \$2.5 billones en préstamos garantizados en los próximos tres años. En la actualidad, la cifra es \$1.7 millones. El 93% de los préstamos de SBA son menores de \$250,000.

Alvarez indicó que la agencia federal establecerá un programa de precalificación de préstamos en el CEDEM, facilitando las gestiones de solicitud y otorgación de préstamos.

NEGOCIOS

Nueva ayuda para pequeños negocios

Por EILEEN McNAMARA

De El San Juan Star

Aida Alvarez, nacida en Aguadilla y miembro del Gabinete de la administración Clinton, hizo firme su compromiso de ayudar a los pequeños negocios de Puerto Rico.

El director de la Administración de Pequeños Negocios (APN), junto a representantes de la Universidad del Sagrado Corazón, firmaron un acuerdo para apoyar un Centro de Información para Negocios (CIN) que estará en la universidad.

Los co-auspiciadores de la APN son el Banco Popular de Puerto Rico, la Universidad del Sagrado Corazón y la Administración (federal) de Desarrollo de Negocios de Minorías.

"Los pequeños negocios son los más importantes para la economía", dijo Alvarez. "Banqueros y universidades están empezando a reconocerlos como el futuro".

La firma del acuerdo y una breve conferencia de prensa se llevaron a cabo en el Hotel Radisson Normandie, durante Estrategia 2000, una conferencia empresarial de un día de duración auspiciada por el Sagrado Corazón.

El personal del CIN en la universidad consistirá de ejecutivos retirados y estudiantes. Proveerá información sobre alternativas de financiamiento, destrezas gerenciales, planificación estratégica, estudios de mercadeo y estudios de viabilidad.

El Banco Popular proveerá las computadoras y albergará ocho de estos centros en sucursales estratégicamente localizadas, que no han especificado.

Alvarez también agradeció a la universidad por la inauguración del Instituto de Negocios de la Mujer, que recibió una beca de la oficina del Instituto de Mujeres Dueñas de Negocios de la APN.

"En los pasados cinco años, la tasa de negocios de hispanas ha

aumentado", dijo Alvarez, mientras las cifras del gobierno mostraban un 114 por ciento de aumento. "Los números son espléndidos". El centro trabajará en coordinación con el Centro Nacional de Educación de Mujeres de Negocios en Seton Hill University, Greensburg, Pensilvania.

Alvarez, la primera mujer hispana y primera mujer puertorriqueña en ocupar un puesto en el Gabinete, juramentó como la administradora de la Administración de Pequeños Negocios en marzo. Antes de esto trabajó en la Asociación Federal Nacional Hipotecaria (Fannie Mae) y la Corporación Federal de Préstamos de Hipotecas (Freddie Mac), y en los bancos de inversiones First Boston Corp. y Bear Stearns. A principios de los '80, Alvarez trabajó como periodista para el "New York Post" y el canal 5 en Nueva York. En 1985, recibió un grado honorífico en leyes de la Universidad de Harvard.



Foto STAR

Aida Alvarez

La titular de la Administración Federal de Pequeños Negocios, Aida Alvarez, abogó ayer en Dorado para que se exploren nuevas avenidas que aseguren la continuación del desarrollo económico de Puerto Rico en la era post 936.



EL NUEVO DÍA/RAMON KORFF

En busca de nuevas fuentes de desarrollo

Por PABLO J. TRINIDAD
DE EL NUEVO DÍA

DORADO - Puerto Rico enfrenta una época de transición que requiere que se exploren nuevas avenidas para asegurar una continuación en su desarrollo económico en la era post 936, indicó la jefa de la Administración Federal de Pequeños Negocios (SBA por sus siglas en inglés), la puertorriqueña Aida Alvarez.

Alvarez, quien nació en Aguadilla y se crió en Estados Unidos, es la oficial puertorriqueña de más alto rango en el gabinete del presidente Bill Clinton. La funcionaria federal estuvo de visita en Puerto Rico este fin de semana y fue la oradora principal ayer en las actividades de la Convención Anual de la Asociación de Industriales de Puerto Rico (AIPR) que se celebra en un hotel de Dorado.

"No hay duda de que con los cambios a la Sección 936 (del Código de Rentas Internas federal) existe una nueva realidad para Puerto Rico. Hay que buscar otras avenidas de crecimiento y de desarrollo económico. Hay que fomentar las exportaciones para estimular la creación de nuevos empleos", dijo Alvarez en un aparte con El Nuevo Día luego de su discurso ante la matrícula de la AIPR.

ALVAREZ INDICÓ que los pequeños negocios puertorriqueños desempeñarán una función muy importante en la era post 936 ya que éstos componen el 92% de todas las empresas en Puerto Rico. Agregó que estas empresas generan el 48% del producto bruto del País.

"La prioridad del SBA es asegurar que el capital del SBA llegue a los negocios pequeños", dijo Alvarez, cuya agencia maneja fondos de alrededor de \$22.000 millones y otorga entre \$9.000 millones y \$10 millones al año en préstamos garantizados.

Alvarez indicó que la SBA ha establecido como meta aumentar la cantidad de préstamos a empresarios hispanos, incluyendo los de Puerto Rico, del nivel actual de \$1.700 millones a \$2.500 millones dentro de los próximos tres años. Agregó que Puerto Rico juega un papel importante para alcanzar esa meta.

En la actualidad la cartera de préstamos

otorgados por el SBA en Puerto Rico alcanza la cifra de \$580 millones entre unas 16.000 empresas. Además, la SBA ha otorgado otros 12.000 préstamos de emergencia por un total de \$264 millones. Durante el año fiscal 1997 la SBA otorgó garantías para préstamos montantes a \$142 millones para 950 empresas en Puerto Rico.

LA SBA está desarrollando una nueva estrategia de forjar alianzas con bancos comerciales, estatales, cooperativas y universidades para canalizar fondos a las pequeñas empresas, indicó Alvarez. Ayer la funcionaria anunció que esta semana la SBA aprobó la garantía de un préstamo de \$500.000 para capital de exportación que le otorgó el Banco Santander de Puerto Rico a la empresa Puerto Rico Valve and Fittings Co., de Guayama. Dicha empresa tiene seis empleados y ventas de \$1.2 millones.

Por otra parte, la matrícula de la AIPR reeligió ayer a su actual presidente, Enrique Cortés, a un nuevo término de un año. La junta de directores también aprobó varias resoluciones, entre ellas una que establece el "Premio Héctor Jiménez Juarbe" en honor al ex vicepresidente y director ejecutivo de la AIPR, quien se jubila este mes luego de 28 años de servicios con dicha organización. El premio será otorgado a aquellas personas que a través de los años hayan demostrado un alto nivel de lealtad hacia la AIPR y su matrícula.

LA JUNTA de la AIPR también aprobó una resolución en apoyo a la enseñanza de tanto el español como el inglés en los sistemas de educación del País, con el propósito de que los estudiantes graduados alcancen fluidez en ambos idiomas. También se aprobó otra resolución que propone al gobierno que se cambie el sistema actual del cobro de un arbitrio de importación por un impuesto de venta (sales tax) con el propósito de mejorar el flujo de caja de las empresas que ahora se ven obligadas a pagar el arbitrio pero que no recuperan su dinero hasta que vendan su mercancía. Otra resolución que fue aprobada busca que se establezca un incentivo para promover compras a empresas puertorriqueñas minoritarias.

SECTION
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Rocky Mountain News Business

SBA chief gets glimpse of future in cake decorating

Ex-welfare mom shares business 'secrets' to help others go to work

By Erika Gonzalez
 Rocky Mountain News Staff Writer

Phyllis Cano is a single mother and former welfare recipient who has been running a cake decorating business in north Denver for six years.



Alvarez

"You have to put 100 percent into what you're doing in order to be successful," said Cano, who credits her prosperity to hard work and a loan from the Colorado Enterprise Fund.

Cano is one of three budding entrepreneurs who shared their stories with Aida Alvarez, administrator of the Small Business Administration. Alvarez visited Cano's business Thursday to offer her congratulations, and talk about the administration's ideas for helping other former welfare recipients get jobs or start companies.

In fact, Alvarez said, some of the solutions to making welfare-to-work a reality lie in the small-business community.

"We need to have small businesses thinking about welfare recipients as being good candidates to work for them," Alvarez told the group of business owners and community leaders.

Alvarez said that small-business development centers across the country already have persuaded 1,000 businesses to commit to hiring welfare recipients.

"I think that's the tip of the ice-

berg," she said.

Alvarez also hopes to make permanent a lending program that works with such organizations as the Mi Casa Resource Center for Women that provide training and counseling for fledgling business owners. Cano, for example, attended entrepreneurial training classes at Mi Casa.

"I'm very impressed by the success of Mi Casa," said Alvarez. "It's a formula that works."

Alvarez said the SBA has just helped fund 10 new centers like Mi Casa nationally. There about 60 across the country.

The former investment banker also wants to make sure that the business owners flourish once they get off the ground. The \$2.5 billion worth of loan guarantees to Hispanic-owned companies by the year 2000 and promises similar initiatives for black- and female-owned businesses.

"Hispanic businesses nationally have grown at a rate of 83 percent over the last five years. That compares with 26 percent (of all start-ups) nationally," Alvarez said. "We need to keep pace with the changing needs of those communities."

Alvarez also hopes that Congress will agree to set aside more government contracts for small businesses, from 20 percent of contracts to 23 percent. She also plans to allow small businesses to team together to bid against larger companies.

A Puerto Rico native, Alvarez — who recently led the effort to regulate the nation's two largest housing finance companies — said it feels good to switch her focus to small business.

"Small businesses really translate into economic sense," she said.

"Hispanic businesses nationally have grown at a rate of 83 percent over the last five years. That compares with 26 percent nationally. We need to keep pace with the changing needs of those communities."

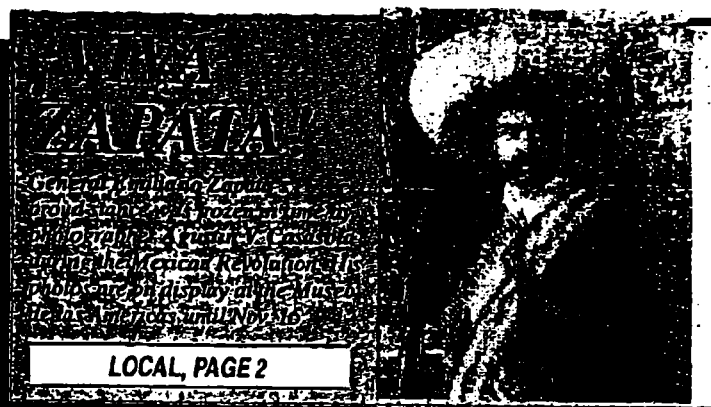
— Aida Alvarez, National administrator for the U.S. Small Business Administration

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LOCAL, PAGE 2

COMMUNITY

From welfare to entrepreneurship, three women prevail

Rachel Carrasco-Mendoza

If someone had told Phyllis Cano seven years ago that she would be the owner and operator of not one, but two businesses, she wouldn't have believed it. In 1990, Cano was a single mother and a welfare recipient who did not have much education. She obtained a loan from the Small Business Administration (SBA), took an entrepreneurial training class and started a business. Today, Cano owns Pretty Cakes, a bakery specializing in custom-made cakes, located at 5211 Pecos St., and she recently opened a second Pretty Cakes in Arvada.

Thursday, Oct. 9, Cano and two other former welfare recipients-turned-entrepreneurs spoke with Aida Alvarez, the U.S. Small Business Administration's national Administrator, at a Community Roundtable discussion held at Cano's bakery. Included in the discussion were Hispanic leaders in the business community, as well as other leaders of color, lenders and government officials.

"They (SBA) helped me start my business," Cano said. "You have to put 100 percent of yourself into your business," she added.

"It's incredibly hard work to own your own business," Alvarez said. "Hispanic women-owned businesses are the fastest growing segment in business ownership in the country," Alvarez said, "which leaves everyone else in the dust."

Cano said her only regret is that she didn't start sooner. "If I had the opportunity to start when I was younger, maybe I'd be retired already," she said.

The small business community can make welfare-to-

work a reality, Alvarez said. Small businesses need to start considering welfare recipients as good candidates to work for them, she added. "It's an opportunity for small businesses to hire local people."

Alvarez said Hispanic businesses nationally have grown at a rate of 83 percent over the last five years, comparing to 26 percent nationally. "It's SBA's responsibility to fulfill its mission – keeping pace with the growth of small businesses in America," she said.

Melissa McKee, owner of Graphic Connection, a training and consultant company for low-income women

and Joan Bolduc, owner of Art Itself, a designer pet dish company, which is also exporting to Japan and Germany, also dialogued with Alvarez. Both McKee and Bolduc are former welfare recipients.

"We understand if you can get the skills and a guaranteed loan, your life will be a lot easier," Alvarez said. "Before you've been given a loan, we have a program to help you with an idea ... we have a whole continuum of services." These three women are proof that, "If you corner a niche ... and the price is right, you can do this," Alvarez said.



Aida Alvarez, second from left, the U.S. Small Business Administration's National Administrator, who was recently named one of 100 most influential Hispanics by Hispanic Business Magazine, talks with entrepreneurs Joan Bolduc, far left, Phyllis Cano and Melissa McKee, far right, Oct. 9.

— LA VOZ photo by Rachel Carrasco-Mendoza

New SBA loan program aims to help women entrepreneurs

By LAURIE GUHR

Poised stiffly on the edge of a chair, a young woman waits, palms sweating and heartbeat quickening, for a nerve-wracking moment in anyone's life: applying for a small-business loan.

Now, because of a loan program offered across the country — including Wichita's U.S. Small Business Administration — this image of a tense loan applicant may be one of the past.

The Womens' Prequalification Loan Program for female entrepreneurs helps streamline the loan process. In fact, the program announced in Wichita's SBA office this week, can even develop a business plan that outlines potential profitability to prospective lenders.

"It is no different than our other loan programs, except that it is geared toward women," said Elizabeth Auer, district director of the Wichita SBA office. "But it is not for all women. If a woman is comfortable preparing an application and has a relationship established at a lending institution, then she should go directly to the bank. For women who might not start a business because the financial aspects are overwhelming, it is well worth it."

The program sponsored by the SBA may give rise to the already-growing number of women-owned businesses in America. According to the U.S. Census Bureau, companies with women at the helm currently comprise more than one-third of all U.S. firms. America's 8 million women-owned businesses generate close to \$2.3

trillion in sales and employ more than 18.5 million people.

In Kansas last year, one-third of SBA loans were for women-owned businesses, Auer said.

Lucille Schauf, president of Sand Castle Professional Child Care Inc. of Wichita,

"This program may encourage lending bankers to take a longer look at an application they might have dismissed,"

*— Elizabeth Auer,
district director of the Wichita SBA office.*

said she didn't need an SBA loan when she and her daughters founded the business in 1970.

"I was an exception, I think. We went through a private lender and were prepared to do that. We were fortunate. If I was just starting out, without much banking knowledge and without a banking history, it would be a different world," Schauf said.

"I can see how a program like this could be the only way for an individual to go if she didn't have the financial backing," she added.

With a private lender's help, Schauf said she turned a \$30,000 loan more than 20 years ago into a company now worth up to \$4 million.

However, Christina Barajas-Martinez of Derby found an SBA loan necessary and is becoming one of the SBA's latest success

stories. Her new business, CrisTina's Master Salon, is under construction and set to open soon in Derby.

A cosmetologist for 17 years, Barajas-Martinez decided two years ago to go into business for herself and prepared by taking entrepreneur courses at Wichita State Uni-

versity and the SBA.

Barajas-Martinez said the SBA helped her build confidence and put the necessary numbers on paper.

"I had always wanted to own my own salon and never had the confidence or know-how," she said.

To be eligible for the Women's Prequalification Loan Program, a business must be at least 51 percent owned, operated and managed by women, Auer said.

The prequalification process begins when a woman business owner works with a nonprofit intermediary to prepare a business plan and complete the SBA's prequalification loan application.

The Wichita-area intermediary, South Central Kansas Economic Development District, reviews credit information, performs a loan analysis and submits the application to the SBA.

The SBA reviews the completed application and determines whether it meets the requirements for a guaranteed loan. If the SBA approves the application, the agency issues a prequalification letter that guarantees the SBA's intent to authorize a loan.

When the applicant receives the SBA letter, the intermediary can assist her in locating a lender offering the most competitive rates.

"This program may encourage lending bankers to take a longer look at an application they might have dismissed," Auer said.

Loans are not declined if lack of collateral is the only unfavorable factor, Auer said. Normally, business assets and personal assets may be pledged, but for the SBA's loan program, the primary criteria for prequalification are the ability to repay, a solid business plan and good credit.

There is, however, an added expense for the program. The national average cost of handling fees for each loan ranges from \$150 to \$300, according to Iris Newton, the Wichita SBA's women business owner representative, and loans under this program are limited to \$250,000 or less.

Nationally, the SBA has guaranteed more than 52,700 loans totaling \$10 billion to small businesses its 1996 fiscal year, which ended Sept. 30. Small businesses employ more than 50 percent of the work force, generate more than half the nation's gross domestic product and are the principal source of new jobs, according to the U.S. Census Bureau.

Get Cash in a Flash

Don't Let That Deal Crumble. Here's Where to Find Quick Funding

Richard Zoppo was already running a successful New Jersey pest control company when he discovered a tempting second route for sale. By jumping on the opportunity, he could double his business, expand to new territories, and garner more clients—all for an asking price of \$35,000. Zoppo told that fine story to the bank where his business account had been growing for more than five years. He spent about \$500 and weeks of preparation to have his accountant complete a loan request that included tax

returns from both businesses, profit-and-loss histories, and a plan for integrating the two routes. He submitted the request, and waited. And waited. And...about two weeks later, the loan officer called to say, "I never saw such a nice proposal. Who's your accountant? And, by the way, we're not going to give you the money."

Another bank request, another few weeks, and another resounding "No." Zoppo was getting desperate, but lucky for him, so was the motivated seller. "Why don't I just lend you the money?" the seller asked. With that, a successful

deal was struck. The two exterminators drew up an agreement that gave Zoppo a five-year, 9 percent loan—and both walked away happy. "It's better this way," says Zoppo. "I'd rather pay him than a bank anyway."

Not that he had a choice. The sad truth is that even though bankers crow about their emphasis on entrepreneurial lending and the Internet is plastered with small-business funding opportunities (some more legitimate than others), you'll be hard pressed to find money when you need it in a hurry. In fact, fewer than one of every 400 companies looking for venture capital gets it. And even then, it's a long, drawn-out process that can take up to a year for approval.

So what do you do if you've got a bright idea or a big deal that calls for immediate cash? Look closer to home, and be creative. Here are some sources when you need money in a hurry.

Whip out the plastic. Credit cards aren't pretty, but they work. When father and son Nick and Steve Uricchio were preparing to open their Bakersfield, California, restaurant, they spent three months applying for credit cards. They ended up with 34 cards, which they maxed out to the tune of \$160,000. They leveraged that money to make down payments on equipment they leased or took loans on. A recipe for disaster? Hardly. Their restaurant grossed \$1.2 million in its first year and these chefs to the stars have almost completely paid off their cards.

Credit cards make sense for smaller amounts of cash too. If you're in a time crunch for buying a new computer, why not just put it on a card and pay it off when you get the cash? Business interest is deductible and you'll save time by not trying to beg or borrow the money elsewhere. If you're looking for lots of cash, the lower the interest rate on the credit card, the better.

To purchase a second business quickly, exterminator Richard Zoppo struck up a deal with the buyer—and landed a 9 percent loan.



PHOTOGRAPH BY MICHAEL DAVIES

To find reasonable rates, contact CardTrak of America at www.cardtrak.com.

Hit up the motivated seller. Need a lot of equipment, a new business van, more storage space? Follow Zoppo's lead and get the seller to carry you. You can arrange a private loan, lease your equipment, or buy what you need from a consumer outlet offering "No payments until May 1998!!" They're out there. Suppliers will also go surprisingly far to float loans to people who

If you qualify for an SBA Low-Doc loan, you can get financing in under a week.

buy their products, if they expect you to be a steady buyer. Let's say you need 500 glass bottles every month so you can fill them with your new aromatherapy oils. Shop around for a glass maker who will send bottles on your purchase order, rather than your check. That way, you gain time to sell the oils before you pay for the inventory.

Call on loyal customers. Many entrepreneurs are shy about getting their money up front, but don't be—especially if you can offer a discount for early payment. Whether you sell tax services or taxidermy, all entrepreneurs incur expenses. To help you recover out-of-pocket client costs (such as outlays for printing), send a bill in advance of paying for the service. That is, unless lending money to clients is your business, in which case you already know where to find quick funding.

Tap your life insurance. If you've accumulated cash value in an old-fashioned whole or universal life insurance policy, you can lend it to yourself cheap. And if your kids are grown and your spouse is self-sufficient, there's a hidden bonus: You may never have to repay a policy you don't need to collect on.

Seek out a speedier SBA. Small Business Administration loans can be notoriously slow, but there are two programs that can land you fast cash. The first, called the SBA microloan program, offers loans of up to \$25,000 through more than 100 nonprofit intermediaries to help low-income borrowers start businesses. The SBA says applications usually take a week or less to process. To find a lender near you, call 800-8ASK-SBA.

The SBA also guarantees "low docu-

mentation" loans of up to \$100,000 through banks as well as nonbank lenders. If you qualify, you may be able to get your financing in under a week. Nonbank lenders such as The Money Store (800-722-3066) offer these loans: Low-Doc banks include NationsBank (800-426-3520).

Try a home equity credit line. Perhaps you want to keep your business and personal finances separate. But if you're confident in your ability to repay a loan, you can't do much better than a home equity line. Interest rates are low, because you're putting your house up as collateral. If you already have a line, you just have to write a check to access your money. If you don't, check out HSH Associates's home page at www.hsh.com, or call 800-873-2837 to find places where you can establish a home equity line of credit.

Ask Dad (or Mom or your brother-in-law) to spare a dime. The pros and cons of borrowing from family may be self-evident: It's fast and it's cheap, but beware those psychological strings that may be attached. If your relative can't afford to lend money, don't even ask. If someone can and is happy to fuel your business, draft a formal loan agreement and make payments on a timely basis.

Ferret out factors. When you have a business with a strong cash flow, you can sell your purchase orders or accounts receivable for 50 to 90 cents on the dollar to a finance company called a factor. To locate one, contact the Commercial Finance Association at 212-594-3490 or www.cfa.com.

Shore up a line of credit before you need one. Some banks are happy to provide a credit line when you're not actually up against a slew of bills, and while you have the time to jump through those hoops. For instance, Wells Fargo Bank (800-231-9244, www.wellsfargo.com) is aggressively pushing small-business lines of credit up to \$25,000 that you can access by check or card.

Indeed, the best way to get money in a hurry is to plan far enough in advance that you're not desperate. If you aren't facing big expenses now, think about what you might need in three to five years. This way, you can use all of the above sources, including the more mainstream network of lenders that like to spend months mulling over your financial future. □

*Contributing editor and financial reporter
LINDA STERN also writes regularly for
Newsweek.*

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Seven To Grow On

A Small Business Primer on the World Wide Web



by Jerome A. Katz and Pamela Williams

Earlier this year, *Nation's Business Magazine* reported that just over half (54 percent) of all small businesses surveyed used the Internet for business purposes, with an additional 23 percent planning to use the Internet in the future. Why do they do it? To find information was the overwhelming answer. But there are thousands of sites dedicated to small business. Where can you start?

To help you, we located seven Web sites that contain a wealth of information intended for small business owners and entrepreneurs. In selecting these sites, three criteria were used. First, cost—the location must be free. Second, information—the sites must provide hundreds of pages if not hundreds of links to other small business Web locations. Third, focus—the sites must be directed toward small business owners and/or entrepreneurs. And our winners are...

1. and 2. Government Small Business Sites:

U.S. Small Business Administration Online
<http://www.sba.gov> and
Canada's Strategis
<http://strategis.ic.gc.ca>

The U.S. and Canadian governments have produced truly outstanding one-stop resources for small business. The SBA site provides a wide range of information that could take days to sort through. However, to aid in your search for information, the site has

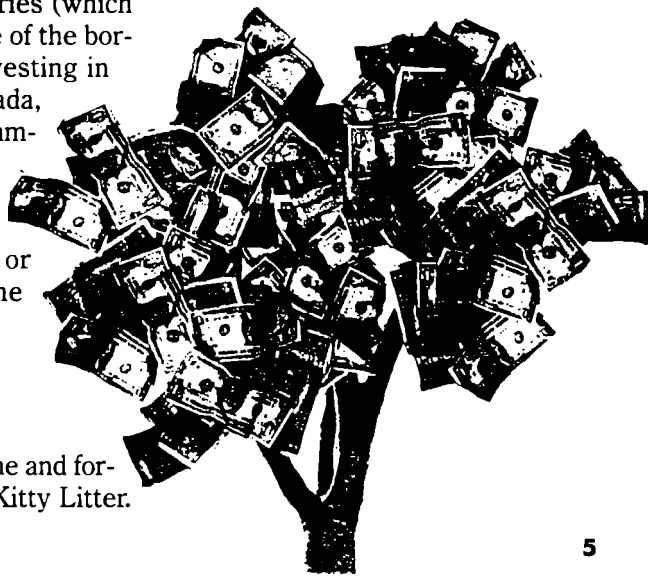
been organized into areas such as starting your own business, expanding your business, or financing your company. Information ranges from export assistance to investment opportunities such as franchising. SBA Online also provides virtually all SBA pamphlets for downloading 24 hours a day, as well as one of the largest business software archives available on the Web.

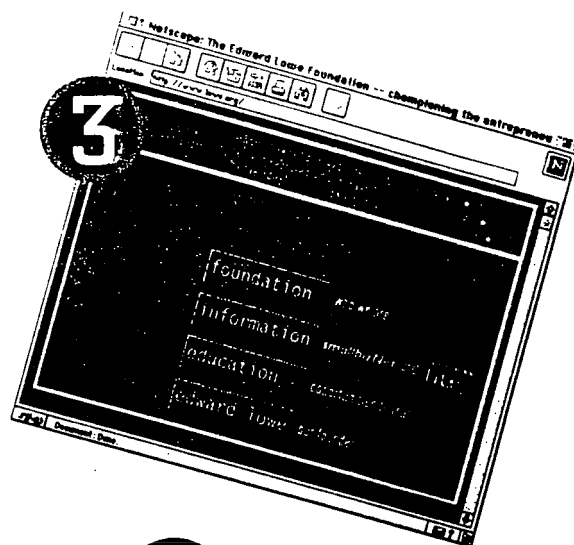
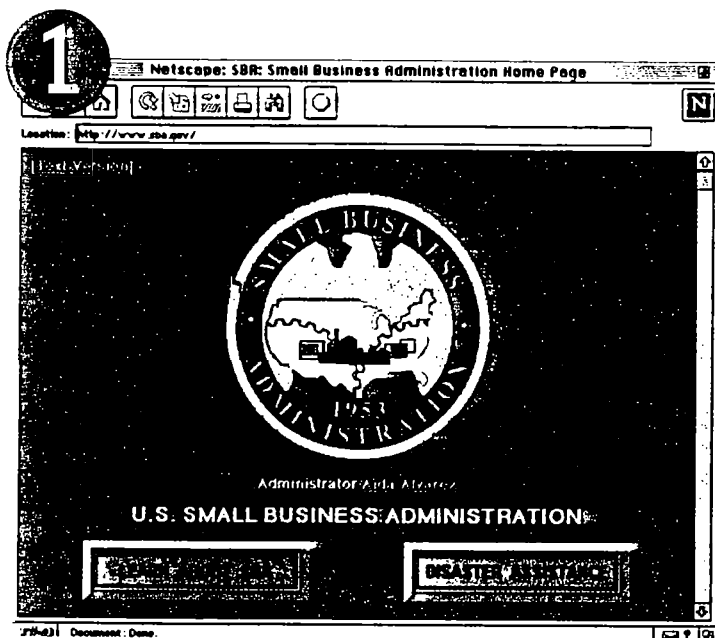
Strategis provides access to over 350,000 documents, including detailed reports on industries (which are useful for either side of the border), information on investing in and exporting to Canada, and Canada's training pamphlets on small business topics. If you have time to browse only one location, SBA Online or Strategis should be the one to start with.

3. Edward Lowe Foundation
<http://www.lowe.org>

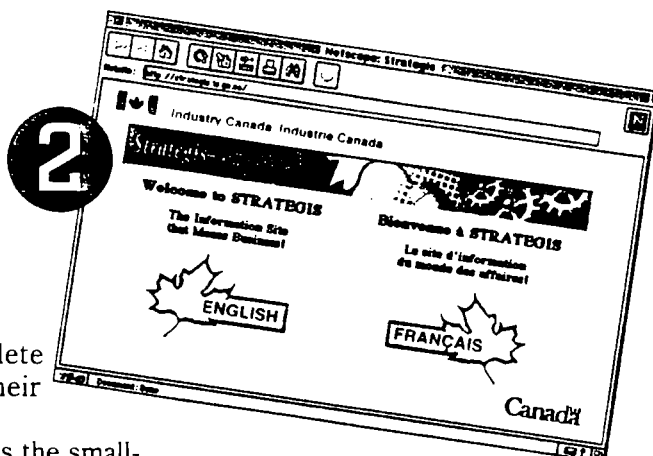
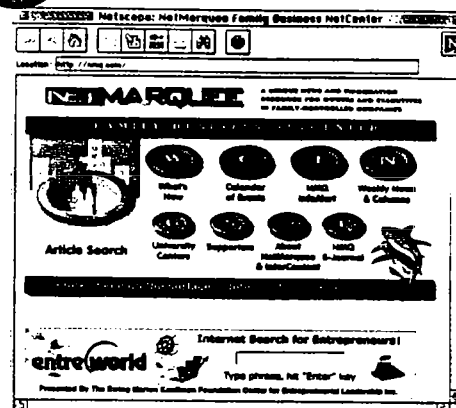
Ed Lowe made his fame and fortune as the inventor of Kitty Litter.

After his success, he created the Ed Lowe Foundation to promote entrepreneurship. After the government sites, this Web site provides the greatest depth of indexed articles and short books on hundreds of topics in entrepreneurship such as start-ups, marketing, and international trade. Software and audio and video tapes are available. The foundation also provides some of the best Internet guides for





4



entrepreneurs, complete with hot links to their favorite sites.

This site also contains the smallbizNet, which includes information, resources, and a section called the Exchange for small business owners. The Exchange provides e-mail and Internet access and the ability to download from the foundation's file libraries. Information may also be obtained through smallbizNet Fax, which allows members to access the Edward Lowe Digital Library and have documents sent to their fax machine.

4. Net Marquee <http://www.nmq.com>

Net Marquee is a commercial Web site that believes in giving value upfront. Its focus is twofold: family firms and emerging businesses. Without question this is THE best location for family business information. The site includes information for not-for-profit and for-profit firms as well as academic information.

Net Marquee provides small business news through a monthly column called Family Business Dynamics. Basically, these are relevant news snippets. In June, topics such as the impact of bank mergers on small business, worker satisfaction, impact of social security reform, and a benefits comparison between large and small business were covered. Finally, Net Marquee provides a list of university entrepreneurship centers, which is useful to academics but can also help small business owners find a local center to contact for advice or information.

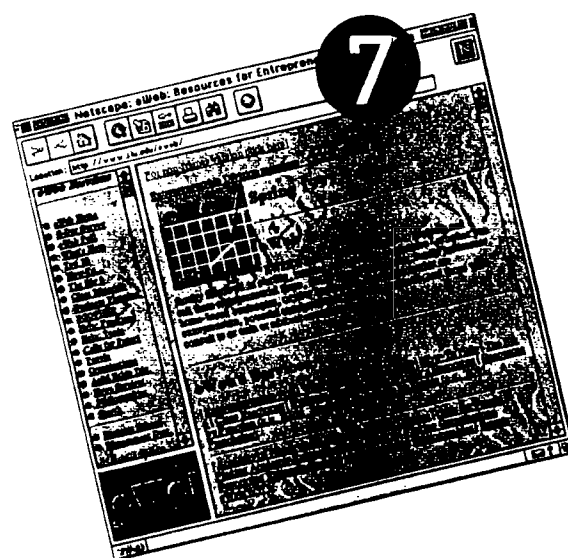
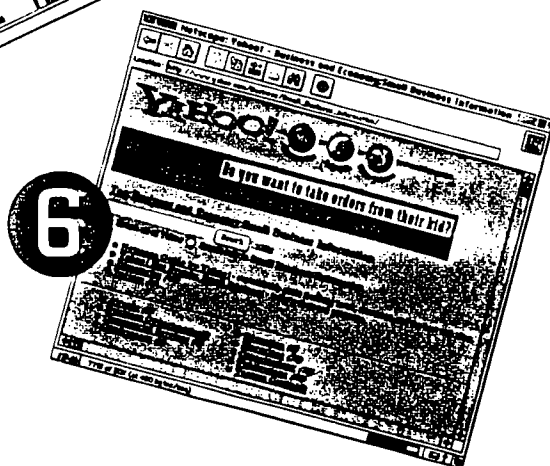
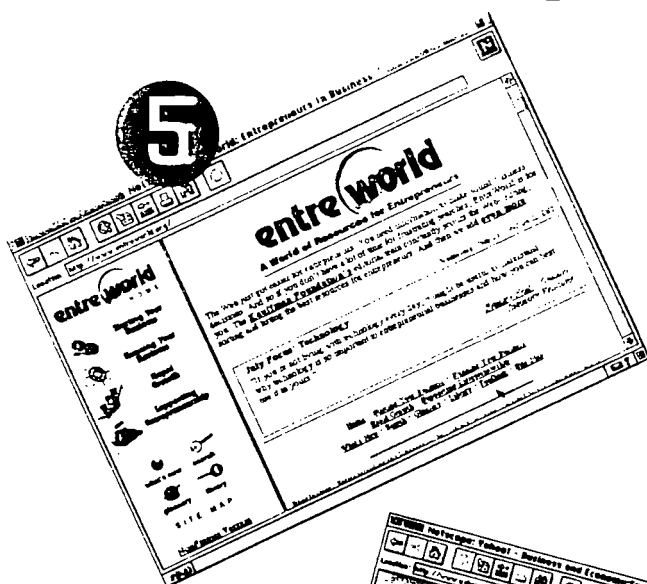
5. Entre World <http://www.entreworld.org>

Entre World is presented by the Ewing Marion Kauffman Foundation Center for Entrepreneurial Leadership. Entre World is de-

signed to meet the needs of small business owners, or those running small businesses, who "don't have a lot of time for frustrating searches."

The site is full of information and is organized into sections such as rapid growth, running your business, or starting your own business. Additionally, there is a searchable library of articles from other Web sites on such topics as pricing, finance, recruitment, advertising, and other such issues relevant to small business management.

Entre World also presents online case studies. These cases provide a situation and then allow you to enter an online discussion thread dealing with each case. Thus, you can read advice from other small business owners about real-life situations. If you have an issue of your own, you may also start a discussion thread presenting your situation.



6. Yahoo's Small Business Information

<http://www.yahoo.com/Business/Small Business Information/>

Yahoo is likely to be the best source on the Web to find leading edge information. Sites are added to Yahoo's list (over 140 strong) by nomination, self-nomination, or Yahoo's own Web surfers. As such, Yahoo's Small Business Information provides a good way to "take the pulse" of small business on the Web. However, Yahoo's lists only provide one line of information about the sites and their focus. A quality rating or comparative ranking among the sites is lacking. Thus, this may be a good choice for those who have lots of time to spend wading through the mass of information.

7. Saint Louis University's EWeb

<http://www.slu.edu/eweb>

According to ratings by others, no list of entrepreneurship Web sites would be complete without

our own EWeb. The EWeb is designed to meet the needs of entrepreneurs, academics, and entrepreneurial students who want to learn to use the Web to work smarter.

The EWeb provides over 800 links, with over 150 of these being unique to our site. The site includes items such as "how to" guides to help entrepreneurs learn to search the Web for information on companies, marketing, and financing. EWeb also has one of the most comprehensive rundowns on business plan development available anywhere on the Web today.

SUMMARY

This is by no means a complete list of small business Web sites, nor is it meant to be. However, with these seven Web sites, a small business owner or manager should be able to find information on most topics relating to small

business. For a new "Web surfer," the best advice we can give is to spend some time browsing the sites and searching their libraries. From there, the next step would be to use the links or search the Web for other sites that may be uniquely created for your industry or location. Once you get used to the feel of the sites and the information they provide, you can decide which type of site has the information you want in the form that's right for you. ■

About the authors: Jerome A. Katz is professor of entrepreneurship and management at Saint Louis University. His Internet site, EWeb, is at <http://www.slu.edu/eweb>. Pamela Williams is a doctoral student at Saint Louis University specializing in entrepreneurship and human resource management.

RESEARCH

Optical Firm Charts Growth In Lincoln

Continued from Page 20

sented annually.

J.A. Woollam is one of 68 businesses receiving the award this year.



Woollam

"I won't do an SBIR contract without the results stimulating the business," said John Woollam, the company's founder and a research professor at the University of Nebraska-Lincoln.

J.A. Woollam is the only award

recipient in Nebraska.

In Iowa, Metabolic Technologies Inc. of Ames will receive a Tibbetts Award. Metabolic Technologies sells HMB, or hydroxy-methylbutyrate, one of the few scientifically proven body-building supplements. The company is researching and developing ways to use HMB in combating protein waste that accompanies AIDS.

Glenn Davis, SBA district director for Nebraska, said that J.A. Woollam demonstrates that high-tech companies can grow in Nebraska and have a significant impact.

"J.A. Woollam's high-paying jobs keep well-educated Nebraskans at home," Davis said. "SBIR has been a catalyst for this growth."

To understand what J.A. Woollam makes, one must have an understanding of physics and electrical engineering.

The company makes ellipsometers, an instrument that uses a beam of light to measure the thickness of thin-film coatings along with surface chemistry, roughness and other features.

Light is piped into one end of the ellipsometer, where it passes through a polarizer, transforming it into various wavelengths within the light spectrum. These light waves are beamed at semiconductor wafers, treated glass, magnetic computer discs or other objects the manufacturer wants to measure.

Meanwhile, a sensor is aimed at the manufacturer's sample, ready to

catch the reflected light, reading the impulses as electronic data. The data is fed into a personal computer and plotted on graphs or manipulated to make 3-dimensional maps of the sample's surface.

Such information is vital to scientific researchers, computer semiconductor manufacturers, solar glass makers and NASA, to name a few.

For example, a thin film coats the surface of a computer device that reads disks. The film must be between six and eight atoms thick, Woollam said. If the coating is 10 atoms thick, it doesn't work.

"If you go to buy a computer and it doesn't read your disks, you've got an unhappy customer," Woollam said.

About 60 percent of J.A. Woollam's customers are in the United States, with the remainder split between Europe and Asia.

The Lincoln firm competes with one German and two French firms in producing ellipsometers.

The company's roots can be traced to UNL, where Woollam, who has a doctorate in physics and an advanced degree in electrical engineering, began seeking ways to apply college research to the real world.

J.A. Woollam's success has generated \$936,578 for UNL in the form of royalties on instruments, subcontracting agreements and scholarships.

The company's first instrument was built with a grant from NASA. Other funds have come from the Army, the Air Force, the Ballistic Missile Defense Organization and the Defense Advanced Research Projects Agencies.

In the beginning, J.A. Woollam was completely dependent on grants to generate revenue. Today, Woollam said, government work accounts for only 8 percent of its overall business.

Besides providing research, UNL has been a source of skilled workers. Out of J.A. Woollam's 26 workers, 22 are university graduates. Of those 22, 17 are engineers.

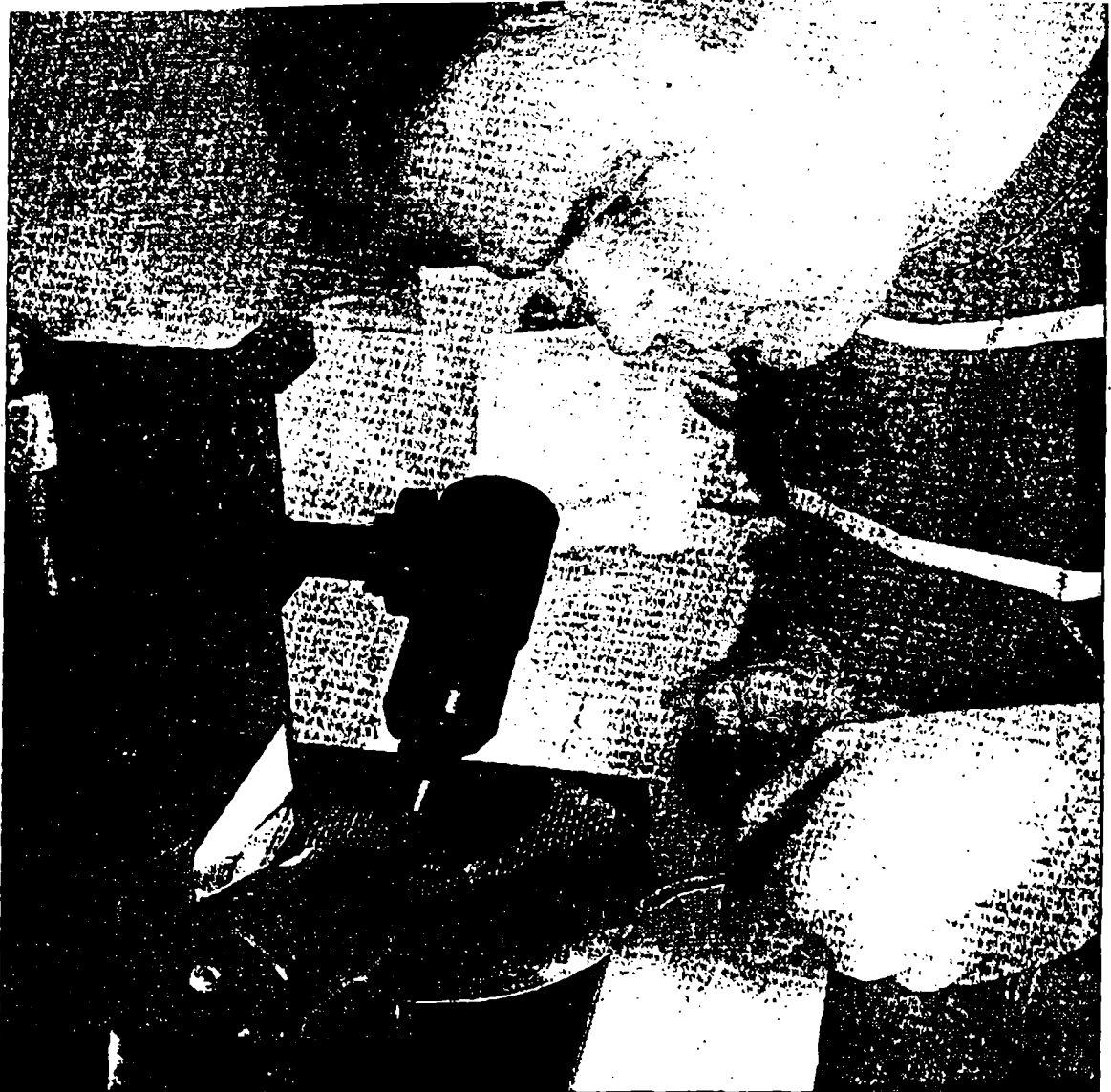
With beginning engineers making about \$30,000 annually, J.A. Woollam estimates it pays between \$1.1 million and \$1.2 million in salaries each year.

J.A. Woollam also affects the economy by hiring Lincoln-area machine shops to manufacture parts for its ellipsometers. The company depends on four machine shops for parts. At two of those shops, J.A. Woollam is considered one of their major customers.

Business

Omaha World-Herald

TECHNOLOGY



MELINDA NUTTIS/THE WORLD-HERALD

READY TO TEST: Galea Pfeiffer, a manufacturing engineer with J.A. Woollam Co. in Lincoln, loads a wafer filled with multiple circuits onto a focused-beam ellipsometer, which will check the thickness and other properties of the wafer's ultra-thin coating.

Lincoln Optical Firm Traces Existence to Special Research

BY MELINDA NORRIS
WORLD-HERALD STAFF WRITER

Ten years ago, a budding entrepreneurial venture called the J.A. Woollam Co. of Lincoln received federal funds to perform a high-tech research project for a government agency.

Using what it learned from the research, J.A. Woollam began making specialized optical instruments that it sold to high-tech manufacturers and research laboratories to measure and analyze microscopic film coatings.

Over the years, J.A. Woollam con-

tinued getting grants — a total of \$3.8 million from five different government agencies — and continued to apply the research to make new and different optical instruments.

Today, J.A. Woollam is generating more than \$6 million annually in instrument sales worldwide. It employs 26 people and pumps about one-third of its revenue back into the Nebraska economy through salaries and the purchase of supplies.

For its success in transforming tax-funded government research into products that benefit private industry

and the local economy, the U.S. Small Business Administration will give J.A. Woollam a Tibbetts Award during a ceremony today in Washington D.C.

The award recognizes technological innovation, economic impact and business achievement among participants in the SBA's Small Business Innovation Research program, which funnels a portion of government research grants to small firms. Named after Roland Tibbetts, the father of the SBIR program, the award is pre-

See RESEARCH Page 23

Note To: Sean

From: Doug Tsao

EPA Administrator Browner's Activities on Fast Track:

Administrator Browner has made phone calls to the following members of Congress for Fast Track:

Walter Capps (D-CA)
Robert Wexler (D-FL)
Peter Deutsch (D-FL)
Sam Farr (D-CA)
Silvestre Reyes (D-TX)

Administrator Browner does not have any Fast Track events planned in the next two weeks. If you have any questions, please call me at 260-7960.

OPTIONAL FORM 99 (7-90)

FAX TRANSMITTAL

of pages ► 1

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cc: Bibb
Vicki
Russell 10/23

TAKING THE CASE TO THE AMERICAN PEOPLE
Administration Efforts To Secure Fast Track Trading Authority
October 22-October 27

WEDNESDAY, OCTOBER 22

- ☞ President Clinton meets with bipartisan group of Senators including...
- ☞ Amb. Barshefsky, Mack McLarty and Jay Berman brief District Export Council Representatives.
- ☞ Secretary Glickman and Jay Berman brief agricultural representatives

THURSDAY, OCTOBER 23

- ☞ President Clinton meets with bipartisan group of senators including
- ☞ Secretaries Albright and Rubin deliver joint speech on fast track authority.
- ☞ State Department releases report on impact of fast track on American leadership.

FRIDAY, OCTOBER 24

- ☞ White House releases endorsements of former Presidents, Secretaries of State, Treasury, etc. on fast track authority.

- ☞ Treasury Department releases report on impact of fast track on economy and incomes of American workers and their families
- ☞ White House releases fast track fact book including updated talking points, endorsements and editorials.

MONDAY, OCTOBER 27

- ☞ President Clinton delivers major address at the Democratic Leadership Conference which will include announcement of comprehensive plan to help workers and communities affected by trade.
- ☞ Secretary Herman and Gene Sperling do background briefing.
- ☞ Secretary Herman joins Members of Congress for Capitol Hill press conference endorsing the President's proposals.