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PROPOSED COMMUNITY-WIDE APPROACH IN IMPACTED BORDER AREAS AS A RESULT OF NAFTA

I. Background:

Several communities are being impacted by NAFTA, especially those one-company towns that are dependent upon textile, garment and electronics industries along the U.S./Mexico border. . Current NAFTA-TAA authority does not appear to provide for the type of economic development and job creation that is required to assist these small communities to grow jobs for their residents, and no economic development authority exists within the training and income support provisions for workers.

Current authority under NAFTA-TAA provides some assistance to impacted communities, including--

- ▶ The Department of Commerce [ck] administers the North American Development Bank (NADBank) which was established to finance environmental infrastructure along the border region, and community adjustment and investment throughout the United States and Mexico.¹
- ▶ The Department of Treasury runs the Community Adjustment and Investment Program (CAIP) Finance Committee exists for the community development program under NADBank, and is mandated to oversee making of loans and loan guarantees or grants for the community adjustment and investment responsibility of NADBank. This initiative also has the participation of Agriculture, HUD and SBA. Although Treasury published a list of 35 communities certified as eligible for NADBank assistance on August 1 [1997?] there has been no project funded thus far.

As with NAFTA-TAA, there is no DOL authority under TAA for economic development; however, the Department of Commerce administers the "firm" program. This technical assistance for firms impacted by trade is provided through Commerce which maintains twelve centers around the country, many of them on university campuses. The Economic Development Administration at Commerce also administers an economic adjustment program that could be used to assist trade-impacted communities and firms.

The Administration needs to develop a strategy to respond to the needs of small communities in need of assistance for the creation of new jobs through economic development and

¹The EPA Administrator and the U.S. Commissioner of the International Boundary and Water Commission (IBWC) represent the U.S. on the Border Environment Cooperation Committee (BECC), which takes a lead role in determining the decisions of NADBank on environmental infrastructure projects. The U.S. positions for the BEC are coordinated with EPA and the IBWC, as well as State, Treasury, HUD, Interior and AID. Four wastewater-related projects have been approved for financing--two in the U.S. and two in Mexico.

entrepreneurial initiatives

II. Current Practice:

As stated above, NAFTA-TAA, TAA and JTPA Title III funds are used to train dislocated workers for new jobs which doesn't help when there are limited employment opportunities. The Department of Labor has not been involved in the BECC or the CAIP process, and there is no existing coordination mechanism in this area with Commerce, Treasury, SBA, Agriculture, HUD, etc..

DOL has extensive experience with coordination and collaboration with DoD in its successful conversion activities and assisting communities with economic development and job creation vis-a-vis BRAC closures and/or defense downsizing. DOL administered funds that were appropriated to DoD for the purpose of adjustment services for workers.

In addition to the BRAC closures/defense downsizing, similar activities have been undertaken to assist community efforts for the Northwest timber and salmon initiatives. These initiatives provide precedence and could be used as models for responding to NAFTA impacts.

III. Legislative Action:

The Administration should consider legislative authority to permit demonstration economic development and job creation activities to be combined with other available resources in order to have jobs available for workers in high-impact areas affected by NAFTA, and to provide replicable models for future needs.

IV. Administrative Actions:

- ▶ Establish an inter-agency group representing each of the federal departments who have a part in the initiatives described above, and others to be identified, to explore options and develop an action plan to respond to the need for economic development and job creation initiatives in selected communities.
 - Identify other opportunities/initiatives which could assist the Administration in meeting its goals to assist needy communities, such as EC/EZ economic development initiatives; EPA's Brownfields initiatives for creating jobs in environmental cleanup if such needs exist in communities selected for this initiative.
 - The Secretary's Title III National Reserve demonstration opportunities can be considered to partially fund such a comprehensive community approach. Any such project will build in an evaluation component to assist the dislocated worker system to learn from the experience and to replicate areas which could prove beneficial to respond to other strategic needs.

V. Impact on Workers:

The proposed actions will help grow the job market in the effected communities thereby creating jobs for workers who have no or few employment opportunities in their communities. It will enable the workers to return to self-sufficiency and improve the economic health of the communities.

VI. Cost Implications:

Current information indicated that projects can be funded with resources currently available under Title III of JTPA, and resources identified from other Federal agencies, State and local funds (including Title III formula allotments). Additional resources would be requested through the normal budget process, if required.

U.S. DEPARTMENT OF LABOR

ROLE IN WORKER ADJUSTMENT ASSISTANCE

- Under provisions of previous Trade agreements, the Department has been charged with providing adjustment assistance to workers whose loss of jobs is affected by provisions of the agreements:
 - ▶ Under the Trade Adjustment Assistance (TAA) program, over 30,000 workers per year whose job loss was related to *INCREASED IMPORTS* get income support maintenance, and training and readjustment services.
 - ▶ Under the NAFTA-TAA program, about _____ workers a year whose job loss was related to *SHIFTS IN PRODUCTION TO CANADA OR MEXICO* get income maintenance and training and readjustment services.
- Under the authority of Title III of the Job Training Partnership Act (JTPA) more than 500,000 dislocated workers receive services annually. These are individuals who lost their jobs, including as a result of plant closures, mass layoffs, and individual layoffs. The services workers receive under this program are not entitlements, but are based upon individual assessment, and may include reemployment, supportive (income support) or retraining services in order to return to the workforce as quickly as possible.
- We utilize all of these programs to serve those impacted by trade. Seventy-four percent of individuals who left the Title III program during the year ending June 30, 1996 were employed at jobs where they were earning 96 percent of their layoff wages. These data are based upon information collected by States thirteen weeks after individuals left the Title III program. In addition, the Department has successfully administered other event-specific worker dislocation programs, including workers dislocated as a result of enforcement of the Clean Air Act Amendments, and by Defense downsizing activities, including BRAC closures.
- As demonstrated, the Department is willing and capable of serving workers affected by dislocation events. As part of the Department's commitment to continuous improvement, we are currently taking steps to effect improvements in procedures and service delivery to all readjustment programs.

ECONOMIC DISLOCATION AND WORKER ADJUSTMENT ASSISTANCE ACT (EDWAA) -- JTPA Title III

Eligibility. Generally, workers who have received a notice of layoff or have lost their jobs, and are unlikely to return to their previous industries or occupations are eligible for assistance under the EDWAA program. This includes workers who lose their jobs because of plant closures or mass layoffs; workers impacted by defense downsizing, timber or fishing policies; trade-impacted workers; and workers who become unemployed due to general economic conditions such as farmers, ranchers and other self-employed persons.

Funding. Eighty percent of the annual appropriation for Title III is allotted by formula block grant to States. The remaining twenty percent is retained by the Secretary for a national reserve account (NRA) to grant additional funds to States for unexpected dislocations. NRA funds may also be used to award competitive demonstration projects to explore new ways to serve dislocated workers and to provide training and technical assistance to the dislocated worker delivery system.

Services. EDWAA authorizes an array of comprehensive and timely retraining and basic readjustment services for workers needing adjustment assistance. Although not an entitlement program, transition-related services under EDWAA are tailored by State and local service providers to meet the participants' individual needs. Worker transition-related assistance under EDWAA can include the following:

- **Rapid Response** (early intervention) is the process of sharing initial information with the employer and the affected workers on services available to assist in their transition efforts. Worker transition teams or labor management committees may be established during the rapid response activity to help determine the types of services required by the workers. Linkages with economic development are established to help transition workers into new jobs in the community.
- **Readjustment Services** are provided early in the adjustment process and include the development of individual service plans; information on the local labor market; job development; job search and placement; resume writing; relocation assistance; out of area job search; and supportive services (including child care and transportation allowance).
- **Retraining Services** are available for workers, including classroom, occupational skills, and/or on-the-job training to qualify for jobs in demand. Basic and remedial education, entrepreneurial training, and instruction in literacy or English-as-a-second-language may also be provided.
- **Needs Related Payments** (income support) can be provided after dislocation and after the unemployment insurance benefits have been exhausted to workers who are enrolled in training or education with 13 weeks of layoff. These payments are provided to workers to enable them to participate in and complete training.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 94-17

NAFTA TRANSITIONAL ADJUSTMENT ASSISTANCE PROGRAM

Employees who lose jobs may be covered by one of several programs that target dislocated workers. These programs are frequently tied to the cause of the dislocation, such as defense downsizing, compliance with federal environmental requirements or the nation's trade policies. A new specialized program is designed to help workers who become dislocated as a result of increased trade with Mexico or Canada after January 1, 1994, when the North American Free Trade Agreement (NAFTA) took effect.

The North American Free Trade Agreement Implementation Act (P.L. 103-182) establishes a **Transitional Adjustment Assistance** program for workers in companies affected by imports from Mexico or Canada or by shifts of U.S. production to those countries. This program combines aspects of two laws that have been in effect for many years: the **Economic Dislocation and Worker Adjustment Assistance Act (EDWAA)** and the **Trade Adjustment Assistance (TAA)** program. By drawing on these models, the new program provides affected workers with both rapid and early response to the threat of unemployment and the opportunity to engage in long-term training while receiving income support.

Eligibility

The NAFTA Transitional Adjustment Assistance program covers workers who are laid off or who are forced to work part-time as a *direct* result of increased imports from Mexico or Canada or of a shift of U.S. production to those countries. It also covers those who are threatened with job loss or reduced work hours for those reasons.

Thus if a manufacturer's production has declined in direct response to imports from Mexico or Canada, workers at that company would be

eligible for assistance. An even clearer case involves workers who lose their jobs when a plant in the United States closes and the production is transferred to Mexico or Canada.

The program also covers workers in companies that are *indirectly* affected by trade with Mexico or Canada. For instance, if workers lose their jobs at a company that supplies materials to a company directly affected by trade, or at a company that assembles or finishes components produced by a company directly affected by trade, these workers also may be eligible for assistance.

Finally, the NAFTA Transitional Adjustment Assistance program has a provision for family farmers and farm workers who are adversely affected by NAFTA but who do not qualify for unemployment compensation. Such workers are eligible for retraining and adjustment services and for income support if they worked at least eight weeks during the previous year.

Federal-State Partnership

Responsibility for investigating whether a worker layoff is related to NAFTA is shared by the governor of the state where the workers' company is located and the U.S. Department of Labor. When the state receives a petition for assistance, the governor makes a preliminary finding as to whether the petition meets certain eligibility criteria. This finding must be issued within 10 days of receipt of the petition. The Secretary of Labor then makes a final determination of eligibility within 30 days of receipt of the preliminary finding.

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When a determination by the Secretary of Labor states that a petition does not meet the eligibility requirements under this program, the petition is immediately reviewed under the Trade Adjustment Assistance program to determine if coverage is available.

Services Provided

The NAFTA Transitional Adjustment Assistance program emphasizes a comprehensive, timely array of retraining and re-employment services tailored to meet workers' individual needs. Major activities and services include:

- **Rapid Response and Basic Readjustment Services.** When the Dislocated Worker Unit in a state is alerted to the possibility of a layoff or plant closing, it responds quickly with on-site services. These may include efforts to let workers know they are eligible for the program and to enroll them in the program. Once in the program, workers receive an assessment of their individual skills and abilities as well as financial and personal counseling to prepare for job transition.

When the Secretary of Labor certifies eligibility, adversely affected workers are provided a broad range of adjustment services, including:

- **Employment Services** such as career counseling, job placement assistance services and support services such as assistance for child care and transportation.

- **Training** for employment in another job or career. Training in occupational skills may be supplemented, as needed, with basic and remedial education, entrepreneurial training, or training in literacy or English as a second language.

- **Income Support** for up to 52 weeks after a worker has exhausted unemployment compensation when the worker is enrolled in training.

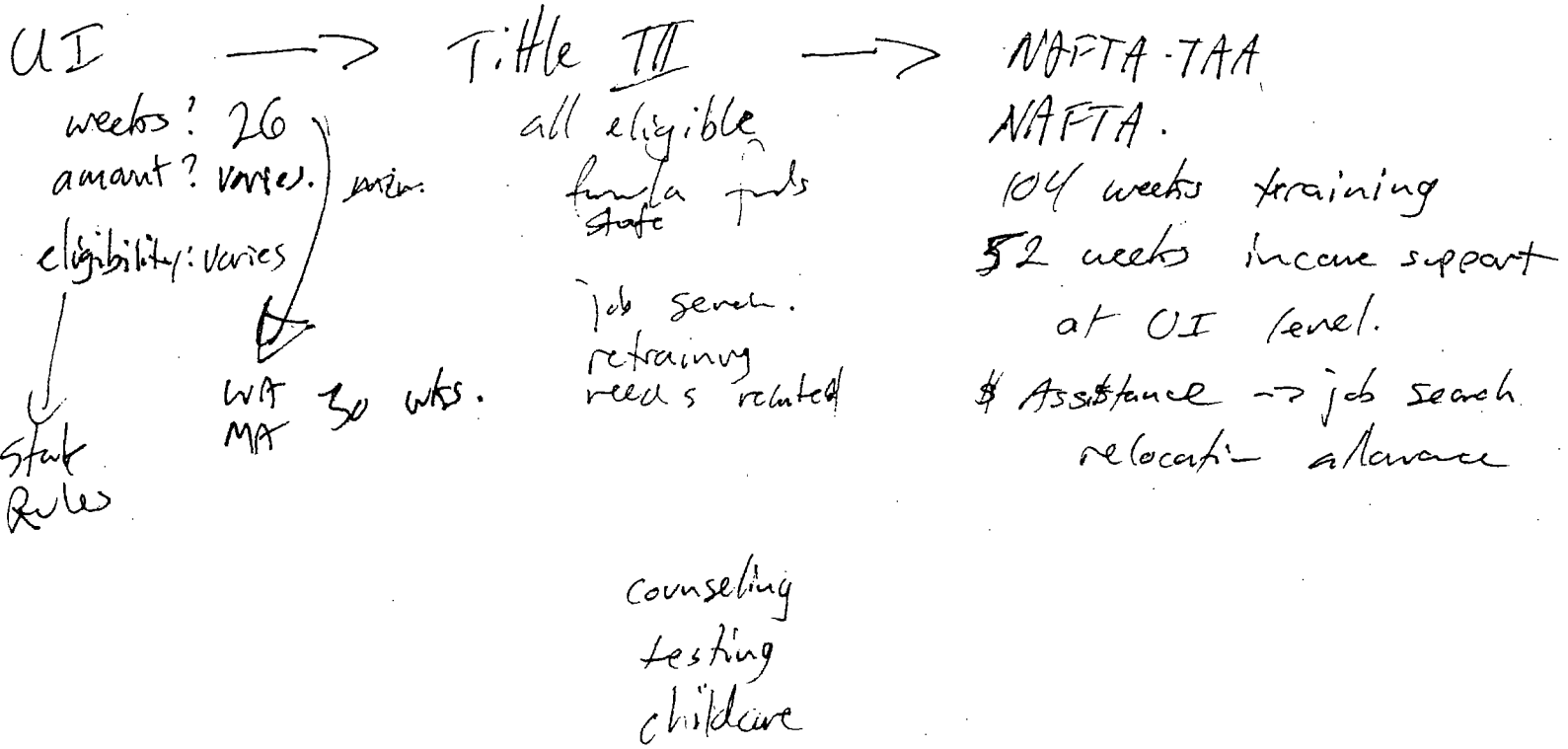
- **Job Search Allowances** to pay expenses for workers who search for work beyond their normal commuting area.

- **Relocation Allowances** to pay moving expenses for a dislocated worker who is likely to find work in another area.

How to Apply

Petitions may be filed by a group of three or more workers, their union, or a duly authorized representative, including community-based organizations. A company official also may file a petition. Forms may be obtained from the local office of the state employment security agency or from any agency designated by the governor to provide reemployment services under the NAFTA Transitional Adjustment Assistance program. Additional information is available from the U.S. Department of Labor, Employment and Training Administration, Office of Trade Adjustment Assistance, Room C-4318, 200 Constitution Avenue, N.W., Washington, D.C. 20210. Telephone: (202) 219-5555.

Compares to almost 250,000
job growth
in October 1997
alone.



on UI refer

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Workers who have lost their jobs as a result of increased imports, including those displaced as a result of imports from Mexico or Canada or shifts of production to Mexico or Canada, are eligible for a comprehensive array of benefits and services to assist following layoff. It is recognized that many workers displaced as a result of trade may be unable to regain suitable employment in those industries and trades in which they had been employed.

Workers certified under the Trade Adjustment Assistance (TAA) or NAFTA Trade Adjustment Assistance (NAFTA-TAA) programs may receive up to 104 weeks of training to allow them to acquire skills which will facilitate their reentry into the workforce at a satisfactory wage. While in training, workers may receive up to 52 weeks of income support - trade readjustment allowances - at their Unemployment Insurance benefit level following exhaustion of their UI entitlement. Workers may also receive financial assistance to conduct job searches outside their commuting areas and relocation allowances to assist them in moving to another area to accept a job.

These benefits, in addition to the basic readjustment services and benefits which are available to them under Title III of the Job Training Partnership Act - including counseling, testing and childcare, are designed to give trade-impacted workers the best possible readjustment opportunity.

SERVICE DELIVERY SYSTEM

- ◆ **Local Offices of the Public Employment Service:** There are about 1,800 local public employment service offices located around the country. These offices provide jobseekers with skills assessment, career exploration, job development and placement assistance.
- ◆ **The local JTPA administrative entity** located in more than 600 geographic areas throughout the country which has been designated by the Governor to administer programs and activities under the Job Training Partnership Act.
- ◆ **One-Stop Career Centers** -- an Administration initiative designed to transform the array of employment and training programs and services into a seamless delivery system. To date, 35 States have received grants to implement One-Stop Centers. The President's FY 98 budget proposed \$150 million in funding to expand One-Stop Career Centers to all States in 1998.

- ◆ *The Federal-State Unemployment Insurance (UI) system, created by the Social Security Act of 1935, offers the first economic line of defense against the effects of unemployment. By providing compensation to laid-off workers, UI ensures that a significant portion of the necessities of life can be obtained while workers search for jobs.*
- ◆ *The **Economic Dislocation and Worker Adjustment Assistance Act (EDWAA)** authorized in 1989 under Title III of the Job Training Partnership Act (JTPA), aids dislocated workers who are unlikely to return to their previous occupations. The goal of EDWAA is to help dislocated workers identify employment opportunities and, if necessary, receive retraining and other related reemployment assistance so they can enter the workforce as soon as possible.*

◆ The *Trade Adjustment Assistance (TAA) Act of 1974* provides retraining and income assistance to workers affected by increased foreign imports. Eligible workers receive a timely array of customized services, including income support, reemployment services, and retraining if their skills are no longer in demand in the community. Qualified applicants may receive up to 104 weeks of job training and up to 52 weeks of income support during training after exhausting their UI benefits. Jobseekers may also receive job search allowances to help pay the expenses of searching for work beyond their normal commuting area and moving allowances if they find work in another community or State.

◆ **North American Free Trade Agreement - Transitional Adjustment Assistance (NAFTA-TAA)**, approved in 1993, assists workers in companies affected by imports from Mexico or Canada or by shifts

in U.S. production to those countries. Workers facing the threat of unemployment receive rapid an early response in the form of long-term training while receiving income support. NAFTA-TAA allows workers to pursue individual training programs that may include basic skills training as part of a reemployment strategy leading to new occupational skills and employment.

Since the inception of NAFTA-TAA in January 1994, more than 1,200 worker groups representing nearly 143,000 workers, have been certified as eligible to apply for benefits.

◆ ASSISTANCE VIA ELECTRONIC TECHNOLOGY

- *America's Job Bank*, which lists jobs openings on the Internet, takes advantage of the enormous potential of technology to improve Americans' access to high quality job openings. In September 1997, AJB received over 32.5 million "hits" or inquiries. This compares with just 15,000 hits when the system went on line in 1995.
- *America's Talent Bank* permits employers to self-search a database of resumes and provides jobseekers with unprecedented access to employers seeking their talents and skills. The system, which is in development, has seven pilot sites in operation.
- *America's Training Network*, now in the design stage, will provide easily accessible information through the Internet on training courses and training packages.
- *O*NET*, the occupational information network being tested in five States, can be used by jobseekers, employers, teachers, and career counselors to learn what knowledge, skills, and abilities are required to perform today's jobs.

For information on who to contact at the local level, individuals should consult their local telephone directories under the State or local government listings for the "Job Service" or "Employment Service."

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1:51 PM • Friday, Nov. 21, 1997

TRADE**Business Groups Brace For Another Run At Fast Track ...**

On the heels of a bruising defeat many industry leaders deemed unthinkable, the business community stands poised to launch an intensive effort early next year to pass a fast track trade bill similar to the one that failed to come to a vote in the House just a dozen days ago, according to knowledgeable sources. Recognizing that not enough had been done to counter labor's fierce grassroots effort, business groups will focus on stirring popular support for renewing presidential fast track trade negotiating authority this time around, the sources said. The effort to amass the resources for the campaign is just beginning, and business leaders are likely to commit an amount of money at least equal to the "millions" spent this fall, according to a leading pro-fast track lobbyist.

America Leads on Trade, the coalition that has spearheaded the private sector pro-fast track effort, continues to meet and plans to remain intact for the coming battle. The goal of business leaders is to kick the campaign into high gear in January, well ahead of a vote that many anticipate may be held in March — after Congress begins its legislative activity in earnest, but before President Clinton heads to the Summit of the Americas in April. A February vote would be inopportune, according to the lobbyist, since many members will still be spending significant time at home and could "get beat up" by labor groups on the issue.

However, congressional and business sources agreed the fervor of any private sector effort to win public support will be directly related to Clinton's willingness to make greater use of his "bully pulpit" this time around. Republican legislators, who had been skeptical of Clinton's true support for fast track, now stand convinced that the president's commitment is sincere, according to an aide to a leading GOP House member. At a Nov. 13 meeting between business leaders and leading House Democratic and Republican fast track supporters, members indicated fast track had fallen a mere six votes short of passage. Encouraged that victory is almost within their grasp, business leaders are committed to fighting for the same or a similar bill. "Business people are very strongly united on the bill that almost passed," one lobbyist said. "There appears to be a lot of hidden support in Congress for that legislation. I don't know of anyone in the business or farm community that is saying, 'Let's go for something narrower.'"

Business leaders are concerned that a more finely tailored bill would weaken the lobbying effort by limiting the industries with a stake in the fight. House Republicans hold a similar view. If the new legislation has a broad focus, "the core bill can't really change," the Republican aide said. "There were already significant compromises made on labor and the environment," he said, but added that Republicans may be amenable to adding more of the type of trade adjustment assistance for labor proposed this fall by Clinton.

... As Fazio Warns Against Scrapping Fast Track Coalition

House Democratic Caucus Chairman Vic Fazio of California, who earlier this week announced he will not seek re-election next year, has some advice for his fellow supporters of renewing the president's fast track trade negotiating authority: Be flexible enough to compromise but do not scrap the coalition of Republicans and moderate Democrats that was put



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together in support of the bill this year. Fazio, who helped lead the largely unsuccessful effort to round up House Democratic support for the fast track bill, said he believes proponents should "build on the coalition we have rather than recreate a new one" in 1998. Fast track supporters were forced to pull the bill from the floor last week when they failed to line up enough votes to pass it. Democrats in particular came up short: Fazio said "up to 45" Democrats out of their 206-member caucus were prepared to vote for the bill, while Republican leaders said they needed at least 60 to 70 Democratic votes.

Fazio told *CongressDaily* he thinks Congress can make progress on trade issues next year, and commented that "it may be possible for us to come up with something that represents a distillment" of the ideas in the fast track bill drafted by the House Ways and Means Committee. As it was in the push leading up to the derailed floor vote, the primary tension will be on the question of how to bring more Democrats on board without losing the Republican support needed to pass legislation, and Fazio observed that "clearly there is the opportunity for Republicans to frustrate another vote by being inflexible" about changing the legislation. Fazio said, "The key now is for the administration to really go to work and come up with something that will have broad bipartisan support." Fazio said he and other fast track supporters in the next few months "need to talk more to people on both sides of the aisle," and although he said there are areas where progress is possible, he declined to elaborate.

One casualty of this year's failed fast track effort was the already strained relationship between the Clinton administration, which has sought to portray itself as charting a middle-of-the-road "New Democrat" course, and the more liberal-leaning House Democratic Caucus. Commenting on the rift, Fazio said: "I think there needs to be real efforts to bring all elements of the caucus into closer contact and communication with the administration." Many liberal Democrats, including members of the Congressional Black and Hispanic caucuses, were deeply offended by some administration officials' comments and actions in lobbying for fast track and have said it is up to the administration to reach out to them and mend fences. Although acknowledging the administration must do a better job of communicating with House Democrats, Fazio said, "I don't think you can stand around waiting on ceremony to see who will go first."

Meanwhile, **House Minority Leader Gephardt** — a leading opponent of the recent fast track proposal — said Thursday he is committed to getting a mutually acceptable fast track substitute through Congress in 1998, the *St. Louis Post-Dispatch* reported. "It's incumbent on me to do it a better way," Gephardt said. "I want fast track for the president but I want it done in the right way."

BANKING**Hill Moves Toward Action In Accounting Standards Hassle**

Congress is reluctantly inching toward involvement in setting accounting standards, as a key House member considers the latest response from the Financial Accounting Standards Board over a controversial proposal on derivatives expected next month. **House Banking Capital Markets Subcommittee Chairman Richard Baker**, R-La., this week indicated his intention to move forward with "a delay if not some other significant response" to the rule unless the FASB shows more flexibility on the matter than it has in recent weeks. An aide said Baker has begun a review of a 16-page letter from FASB Chairman Edmund Jenkins that he received Wednesday and would decide in the coming weeks how to proceed. Last week, in response to concerns in the banking, securities and commercial sectors, **Senate Banking Financial Institutions and Regulatory Relief Subcommittee Chairman Lauch Faircloth**, R-N.C., introduced a

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bill that would preclude the rule from going into effect for financial institutions until federal regulators sign off on it.

Various sectors of the financial services world fear that fair market value accounting on derivatives will skew the value of assets and stifle legitimate risk management strategies. Despite congressional pressure and Federal Reserve Chairman Greenspan weighing in against implementation of the rule as proposed, the FASB appears intent on moving forward. Baker has been exchanging letters with Jenkins for weeks but has been disappointed with the response. "Their response has been, 'We're right, we're moving forward, have a nice day,'" Baker said. Jenkins has repeatedly insisted investors are entitled to know the value of derivatives so they may more accurately assess a company's financial situation and the state of their investments.

Under Faircloth's bill, federal regulators would have to assure Congress that implementation of the rule would not distort financial statements or lead to any erosion in the safety and soundness of a lending institution. The timing of the legislation's introduction is symbolic as much as anything else, conceded a Faircloth aide. Faircloth wanted to send a message of the heightened congressional interest in the matter just as the FASB decides on issuing the rule. Faircloth's bill won immediate praise from the International Swaps and Derivatives Association, the American Bankers Association and other financial industry groups.

An industry source observed that such congressional intervention would have been "unheard of" five years ago and members of Congress have expressed a reluctance to get involved at this time as well. But he noted the FASB has moved in a direction that the industry dislikes more than once in recent years. "Independent is one thing, imperious is another," he said of the FASB's assertion of professional detachment. Financial services and commercial firms are appealing to Congress for help because there is no place else to go. Congress empowered the SEC to set accounting standards, which in turn handed the responsibility off to the FASB. But on the derivatives rule, the SEC has been pushing the FASB to adopt the new policy.

APPROPRIATIONS**Livingston, GOP Appropriators Trumpet Spending Wins**

Having cut deals with the Clinton administration on a variety of funding bills, House GOP appropriators are pointing to several major victories in this year's spending bills. "I'm proud to report through the annual appropriations process, Republicans have successfully reversed a ten-year uninterrupted trend of increases in domestic spending," **House Appropriations Chairman Livingston** said in a release that included a list of "appropriations accomplishments" of the 105th Congress. Livingston said this year's spending level of \$252 billion is below the 1993 spending level of \$253 billion. The chairman noted 10 programs had been terminated, including the Ounce of Prevention Council and the \$1.5 million Office of Consumer Affairs.

Livingston also cited Republican "success" in increasing funding for immigration agents, expanding the so-called Hyde abortion provision to cover health maintenance organizations, including a provision to stall national education testing, providing new oversight for the National Endowment for the Arts, cutting IRS funding and increasing funding for Pell Grants and national parks. In a separate list, Republicans cited various priorities contained in the Labor-HHS funding measure. Calling the spending levels in that bill part of the "signing fee" they had to give the president in exchange for tax cuts, GOP appropriators said they still made several gains in the bill — including a freeze on National Labor Relations Board funding, a shift away from OSHA enforcement in favor of compliance assistance, a cut in Goals 2000 state grant funds and a \$907 million increase in medical research funding.

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HILL BRIEFS

❑ The son of the late Commerce Secretary Brown today was given three years of supervised probation and fined \$5,000 for making an illegal contribution to the 1994 re-election campaign of **Sen. Edward Kennedy**, D-Mass., the *Associated Press* reported. Michael Brown, 32, had pleaded guilty to a misdemeanor count of making a contribution that exceeded the \$2,000 limit on individual donations to a candidate. Brown, a Washington attorney, admitted in an Aug. 28 plea that he gave \$2,000 to his secretary and \$1,000 apiece to two co-workers for Kennedy contributions. U.S. District Judge Ricardo Urbina also ordered Brown to perform 150 hours of community service and pay \$7,818 to cover the cost of supervised probation.

❑ Nearly three of every four Americans say they would pay a nickel a gallon more for gasoline to address global warming — but most view global warming as less of an environmental threat than toxic waste or pollution of the air and waterways, according to a new poll by the Pew Research Center for the People and the Press. Only about a quarter of those surveyed said they worry a great deal about the warming of the earth because of so-called greenhouse gases. Nevertheless, 73 percent would pay five cents a gallon more for gasoline and 60 percent as much as 25 cents more to deal with the potential problem. The poll comes as the United States and nearly 160 other countries prepare for climate negotiations in Kyoto, Japan, next month. While the proposals before the conference would limit mandatory emission cuts to industrial countries — and not developing nations — the Pew survey shows Americans are adamant that all nations participate: Seven of 10 respondents said rich and poor countries alike should share equally in addressing the threat of climate change. The survey of 1,200 adults, conducted Nov. 12-16, has a 4.5 point error margin.

POLITICAL ROUNDUP

California. Assemblyman Gary Miller announced earlier this week that he will challenge embattled three-term **Rep. Jay Kim** for the GOP nomination next year in the 41st District, the *Orange County Register* reported. "I can do more for the state of California. I can do more for the people I represent," Miller said at a gathering attended by Gov. Pete Wilson. Although Wilson, who left the gathering before Miller's announcement, did not give Miller a formal endorsement, he said: "This is a man of great capacity and more importantly of great character. I think his public career is just beginning." Kim is expected to be especially vulnerable following his July guilty plea to three misdemeanor charges of accepting illegal campaign contributions, the result of a four-year FBI investigation of his past campaigns. He and his wife — who pleaded guilty to two of the three charges — are scheduled to be sentenced Jan. 14.

California. Several familiar names are getting into the act in the forthcoming special election battle to succeed the late Democratic **Rep. Walter Capps** in the state's 22nd District. Former President Ford will appear at a Dec. 1 fundraiser for GOP Assemblyman Brooks Firestone — whom Ford had earlier urged to make the race. Meanwhile, veteran operative Ed Rollins will be in the district next week to do work for another GOP contender, state Agricultural Labor Relations Board Chairman Mike Stoker, on a *pro bono* basis. And former GOP **Rep. Robert Lagomarsino**, in a letter being circulated in the district, endorses Stoker, a former Santa Barbara County supervisor — while taking a swipe at efforts by some of his former House

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colleagues to woo Firestone into the race. "Some of the political leaders in Washington are even trying to pick for us who the candidate should be," wrote Lagomarsino, who served in the House for 18 years before being ousted in a 1992 primary. "This is not their role and we don't need to be told who should represent us." Firestone is seen as a moderate, while Stoker and a third GOP contender, Assemblyman Tom Bordonaro, are conservatives. Also running in the Jan. 13 special open primary is Democrat Lois Capps, widow of the late House member.

Texas. Seeking to dispel speculation that he is planning to retire from Congress at the end of his current term, **House Agriculture ranking member Charles Stenholm**, D-Texas, told *CongressDaily* this week, "I am actively involved in getting my campaign ready." Added Stenholm: "It will be my strongest campaign for election since 1978 [the year Stenholm was first elected to the House]. We are already beginning to battle independent expenditures in direct mail. We're ready." Stenholm was re-elected with only 52 percent in 1996 against San Angelo dentist Rudy Izzard, who is running again. And the district is high on national GOP target lists. Meanwhile, responding to speculation that Agriculture Secretary Glickman will be named President Clinton's chief of staff and that he will succeed Glickman at USDA, Stenholm said that "if I am on a short list to be considered for that, I am honored" — but added that he had not been interviewed for the job.

Texas. GOP Rep. **Lamar Smith** is moving his campaign headquarters out of his San Antonio condominium, the *San Antonio Express-News* reported Thursday. And Smith, who has rented space in his condo to his campaign since coming to Congress in 1987, also has put the property up for sale. The campaign had been paying him \$925 monthly rent for the office space. The newspaper reported Thursday that Smith was moving the campaign office to new, leased space effective as of January. Earlier this year, Smith's campaign asked the FEC to rule on the propriety of his decade-old arrangement — first reported by the *Associated Press* — in light of 1995 changes to federal election law. In July, FEC staff recommended the agency disapprove the practice, noting the campaign shared some common space with Smith in the condo. Before the FEC could rule on the staff's draft opinion, Smith withdrew his request. Earlier this year, his campaign director estimated Smith spends fewer than 10 nights a year at the condo; a review of Smith's campaign financial records showed campaign contributors also picked up the tab for plumbing repairs, pest control, air conditioning and furnace maintenance, burglar alarm service, insurance and cable television for the condo.

THE FINAL WORD

"I have a brief statement about the condition of the McCaughey septuplets."

— *White House National Security Adviser Samuel (Sandy) Berger, Thursday opening an otherwise sober briefing on the Iraq situation at the White House — while alluding to the Iowa multiple birth that has diverted public attention from the Iraqi crisis.*

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**National
Journal**

EDITORIAL: (202) 739-8480 • SUBSCRIPTIONS: (202) 739-8526 • CUSTOMER SERVICE: (202) 739-8536

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Sander M. Levin

Why Fast Track Failed

Why did fast track go down in flames? Most pundits have been focusing on political factors: the role of labor, big business and campaign dollars; the tension between the president and congressional Democrats amid jockeying for the 2000 presidential election; an overly partisan GOP bill; or broken NAFTA side deals.

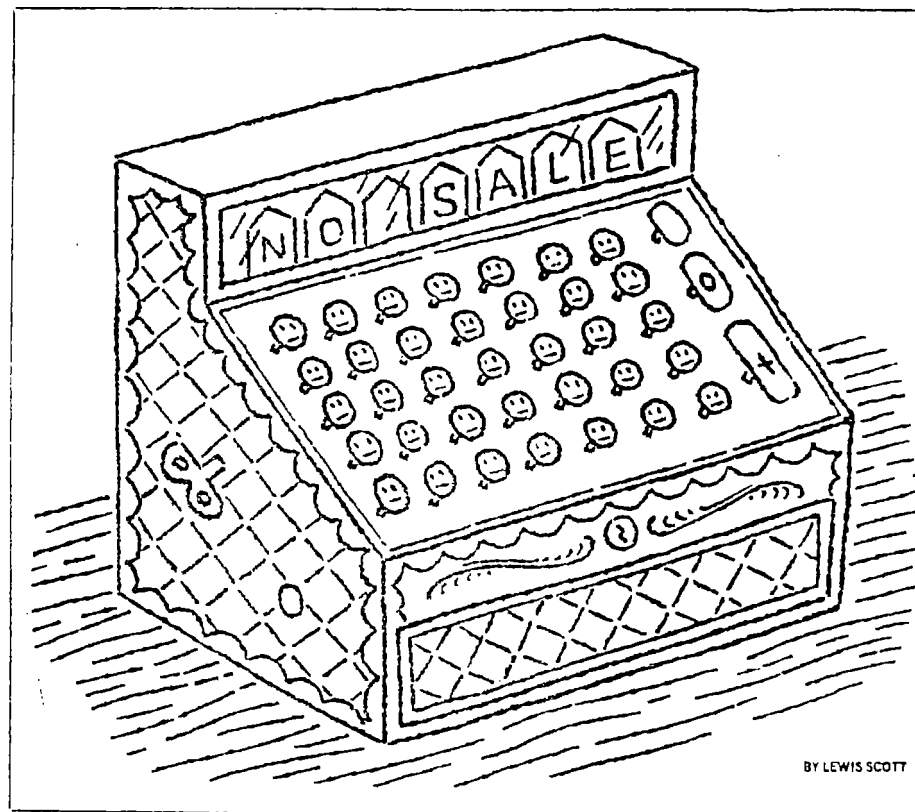
Some of these political factors provided dry tinder, but there would not have been a fire without the spark of a major policy issue. Fast track failed principally because the administration tried to finesse the underlying issue rather than address it head on.

"It's the global economy, stupid!" The nature of U.S. trade has undergone a dramatic shift at the same time as growing income inequality and rising job insecurity in this country. The basic issue is whether trade agreements should address this convergence.

In the first decades after World War II, our trade was mainly with other industrialized nations whose economic and political systems were similar to our own. As a result, trade negotiations focused on the relatively straightforward task of lowering tariffs and non-tariff barriers.

But more and more of our trade is with industrializing nations with far lower labor costs and in most cases tight control over labor markets, including direct involvement by the government in the determination of wages in the absence of a meaningful right for workers to organize and bargain for increased wages. Their share of imports into the United States has skyrocketed from just one-third almost one-half in the past decade alone, and they represent an increasing portion of our trade deficit.

Some downplay the significance of this shift in the composition of trade, saying imports from low-wage countries are mainly toys and apparel. But increasingly the toy maker of today is the automaker of tomorrow, and footwear soon gives way to hardware and software. Like China, it exports a lot of toys to the United States, but three of its other top-five exports are data-processing equip-



ment, electrical machinery and telecommunications equipment.

It's no longer enough to respond to this stunning change in the nature of trade by pointing to the 13 million new jobs, one-third from exports. Many of the middle- and lower-income families affected by stagnating wages already hold most of those jobs.

Setting the ground rules. Trade agreements have to establish ground rules so that the benefits of trade are spread more evenly. If the rules allow developing nations to continue artificially suppressing wages—even as productivity climbs up the ladder toward American levels—it will encourage downward pressure on wages and salaries in the United States, a persistently wide gap in labor costs

between rich and poor nations, and the absence in Third World nations of a growing middle class that has a stake in democratic government and free markets. In the long run, this dynamic undermines support for global trade both at home and abroad.

The debate has important parallels with the proposed global warming treaty, which would require industrialized, but not developing, nations to reduce carbon dioxide and other "greenhouse" gases. The U.S. business community and others have argued correctly that this would give developing nations an unfair competitive advantage. If this is true in the context of global warming, surely it's true in the context of trade agreements.

These issues are not as paramount when it

PHOTOCOPY PRESERVATION

comes to trade negotiations targeted at specific sectors such as agriculture, telecommunications, information technology or government procurement. A fast track limited to such narrow subjects would have passed.

But these issues cannot be ducked when it comes to broader proposals for expanding the concept of NAFTA to all of Latin America or creating a free-trade area in the Asia-Pacific region. And they clearly must be confronted in what may be the most troublesome and significant negotiations over China's accession to the World Trade Organization, which would have to include permanent Most Favored Nation status granted by Congress.

Yet a review of the preliminary negotiating documents for the Free Trade Agreement of the Americas reveals not a single reference to labor market or environmental issues. And the administration accepted fast-track language that tied its hands on how far it could raise these issues, indeed whether in a meaningful way it could pursue them at all in any trade negotiations. The administration knew that leaving these critical issues behind would please many Republicans and alienate most Democrats. But it decided that with the emblem of free trade, the fast-track banner would make it up the flagpole.

It wasn't enough. In a desperate, last-minute scramble for votes, supporters promised to pump more money into training and retraining programs here at home. But this effort only drew greater attention to the question of whether domestic programs alone are sufficient to respond to dislocations from international trade, or whether we must also shape our trade negotiations to reduce the number of dislocations themselves.

The fate of fast track is uncertain. But what has sprung to life is a vital debate over the role of international trade in the lives of Americans. If we can seize this as an opportunity rather than use it as an occasion for opprobrium, the efforts of the past weeks will not have been for naught.

The writer is a Democratic representative from Michigan.

Week 5 (13) (16) 26 52

HT — X — X —
prof EDNA NAFTA

Training — X — X —

Relocations pay out state job sec
→ cost moving/family
→ 70% shipping 18,000 lb
Income Support Thadd → ~~2500~~ allowance \$800 cap.

Bill

Incurs —
Basic wait training.
26 UI 26 52
78 104
52 Training

Internet address: <http://stats.bls.gov/newsrels.htm>

Technical information: USDL 97-396

Household data: (202) 606-6378

Transmission of material in this
release is embargoed until

Establishment data: 606-6555 8:30 A.M. (EST),

Media contact: 606-5902 Friday, November 7, 1997.

THE EMPLOYMENT SITUATION: OCTOBER 1997

Nonfarm payroll employment rose, and the unemployment rate declined to 4.7 percent in October, the Bureau of Labor Statistics of the U.S. Department of Labor reported today. The number of payroll jobs increased by 284,000; although gains occurred in many industries, there was a particularly large increase in manufacturing.

Unemployment (Household Survey Data)

Both the number of unemployed persons and the unemployment rate fell in October. The number of persons who were unemployed, at 6.5 million, was 285,000 below September's level, and the unemployment rate declined by 0.2 percentage point to 4.7 percent. From April through September, the rate had ranged from 4.8 to 5.0 percent. In October, the unemployment rate for adult women declined from 4.4 to 4.0 percent. The rates for adult men (4.1 percent), teenagers (15.3 percent), whites (4.1 percent), blacks (9.5 percent), and Hispanics (8.0 percent) showed little or no movement over the month. (See tables A-1 and A-2.)

Total Employment and the Labor Force (Household Survey Data)

Total employment was about unchanged in October at 129.9 million. At 63.7 percent, the proportion of the population with jobs (the employment-population ratio) has shown little movement since March. Over the past year, total employment has increased by 2.0 million (after adjusting for the effect of the revised population controls introduced into the survey in January). (See table A-1.)

About 8.1 million persons (not seasonally adjusted) held more than one job in October. These multiple jobholders comprised 6.2 percent of the total employed. (See table A-9.)

Both the civilian labor force, 136.4 million (seasonally adjusted), and the labor force participation rate, 66.9 percent, were about unchanged from September.

Persons Not in the Labor Force (Household Survey Data)

About 1.3 million persons (not seasonally adjusted) were marginally attached to the labor force in October. These were people who wanted and were available for work and had looked for a job sometime in the prior 12 months, but were not counted as unemployed because they did not search for work in the 4 weeks preceding the survey.

- 2 -

Table A. Major indicators of labor market activity, seasonally adjusted
(Numbers in thousands)

Category	Quarterly averages		Monthly data			Sept.- Oct. change
	1997I/		1997I/			
	II	III	Aug.	Sept.	Oct.	

HOUSEHOLD DATA	Labor force status					
Civilian labor force...	136,157	136,413	136,480	136,467	136,361	-106
Employment.....	129,462	129,742	129,804	129,715	129,894	179
Unemployment.....	6,695	6,671	6,677	6,752	6,467	-285
Not in labor force....	66,678	66,954	66,884	67,102	67,407	305
	Unemployment rates					
All workers.....	4.9	4.9	4.9	4.9	4.7	-0.2
Adult men.....	4.1	4.1	4.1	4.1	4.1	.0
Adult women.....	4.4	4.3	4.4	4.4	4.0	-.4
Teenagers.....	15.9	16.5	16.4	16.7	15.3	-1.4
White.....	4.1	4.2	4.2	4.3	4.1	-.2
Black.....	10.2	9.4	9.3	9.6	9.5	-.1
Hispanic origin.....	7.7	7.6	7.2	7.6	8.0	.4
ESTABLISHMENT DATA	Employment					
Nonfarm employment....	121,854	p122,564	122,492	p122,761	p123,045	p284
Goods-producing 2/...	24,694	p24,745	24,765	p24,756	p24,827	p71
Construction.....	5,616	p5,633	5,637	p5,637	p5,657	p20
Manufacturing.....	18,504	p18,537	18,555	p18,543	p18,597	p54
Service-producing 2/...	97,159	p97,820	97,727	p98,005	p98,218	p213
Retail trade.....	22,045	p22,185	22,189	p22,208	p22,245	p37
Services.....	35,436	p35,738	35,702	p35,828	p35,928	p100
Government.....	19,594	p19,755	19,804	p19,743	p19,745	p2
	Hours of work 3/					
Total private.....	34.5	p34.5	34.6	p34.5	p34.5	p.0
Manufacturing.....	42.0	p41.8	41.8	p41.8	p42.0	p0.2
Overtime.....	4.8	p4.7	4.7	p4.7	p4.8	p.1
	Earnings 3/					
Avg. hourly earnings, total private.....	\$12.19	p\$12.30	\$12.31	p\$12.35	p\$12.41	p\$0.06
Avg. weekly earnings, total private.....	420.85	p424.36	425.93	p426.08	p428.15	p2.07

1/ Beginning in January 1997, household data reflect revised population controls used in the survey.

2/ Includes other industries, not shown separately.

3/ Data relate to private production or nonsupervisory workers.

p=preliminary.

- 3 -

The number of discouraged workers--a subset of the marginally attached who were not currently looking for jobs specifically because they believed no jobs were available for them or there were none for which they would qualify--was 302,000 in October, little changed from a year earlier. (See table A-9.)

Industry Payroll Employment (Establishment Survey Data)

Nonfarm payroll employment rose by 284,000 in October to 123.0 million, after seasonal adjustment. Since December 1996, payroll employment has increased by about 239,000 a month, on average. Job gains were widespread in October and were especially large in manufacturing. (See table B-1.)

Manufacturing employment increased by 54,000 in October. Since the recent trough in September 1996, factory employment has risen by 170,000. In October, half of the increase occurred in just two industries, industrial machinery and transportation equipment. An addition of 13,000 employees in industrial machinery was the second large gain in 3 months. The 16,000 increase in transportation equipment reversed the prior month's

decline. Growth continued in the electronic components industry, which has added 36,000 jobs so far this year. Employment gains also occurred over the month in food products (6,000), fabricated metals (4,000), furniture and fixtures (3,000), printing and publishing (3,000), and instruments (3,000).

Construction added 20,000 jobs in October, its largest increase since May. Thus far in 1997, construction employment has increased by only 136,000, compared with 235,000 during the same period in 1996.

Within the service-producing sector, employment in the services industry rose by 100,000 in October, in line with the monthly average for the past year. Strong growth continued in computer services and engineering and management services. Together, these two relatively small industries have accounted for 1 in 9 payroll jobs added in the past year. Employment in health services also continued to grow in October, with a particularly large gain in offices and clinics of medical doctors (12,000).

Employment in the transportation industry increased by 21,000 in October, with the largest gain occurring in air transportation (9,000). Communications added 10,000 jobs, primarily in telephone communications, where employment has grown by 35,000 over the past 12 months. Employment in finance rose by 18,000 in October, with gains in all the component industries except savings institutions. Security and commodity brokerages added 5,000 jobs over the month. The strong growth trend in this industry has accelerated in recent months, as 19,000 jobs have been added since June.

Wholesale trade employment rose by 22,000 in October. Retail trade gained 37,000 jobs, about in line with the pace of growth for the year. Retail employment growth so far in 1997 has lagged behind that for 1996.

Government employment was virtually unchanged over the month, the result of offsetting movements within state and local governments and a continuation of the long-term downward trend in federal employment.

Weekly Hours (Establishment Survey Data)

The average workweek for production or nonsupervisory workers on private nonfarm payrolls was unchanged in October at 34.5 hours, seasonally adjusted. The manufacturing workweek increased by 0.2 hour to 42.0 hours, and factory overtime edged up by 0.1 hour to 4.8 hours. (See table B-2.)

- 4 -

The index of aggregate weekly hours of private production or nonsupervisory workers on nonfarm payrolls increased by 0.2 percent to 140.9 (1982=100), seasonally adjusted. The manufacturing index rose by 0.8 percent to 109.0. (See table B-5.)

Hourly and Weekly Earnings (Establishment Survey Data)

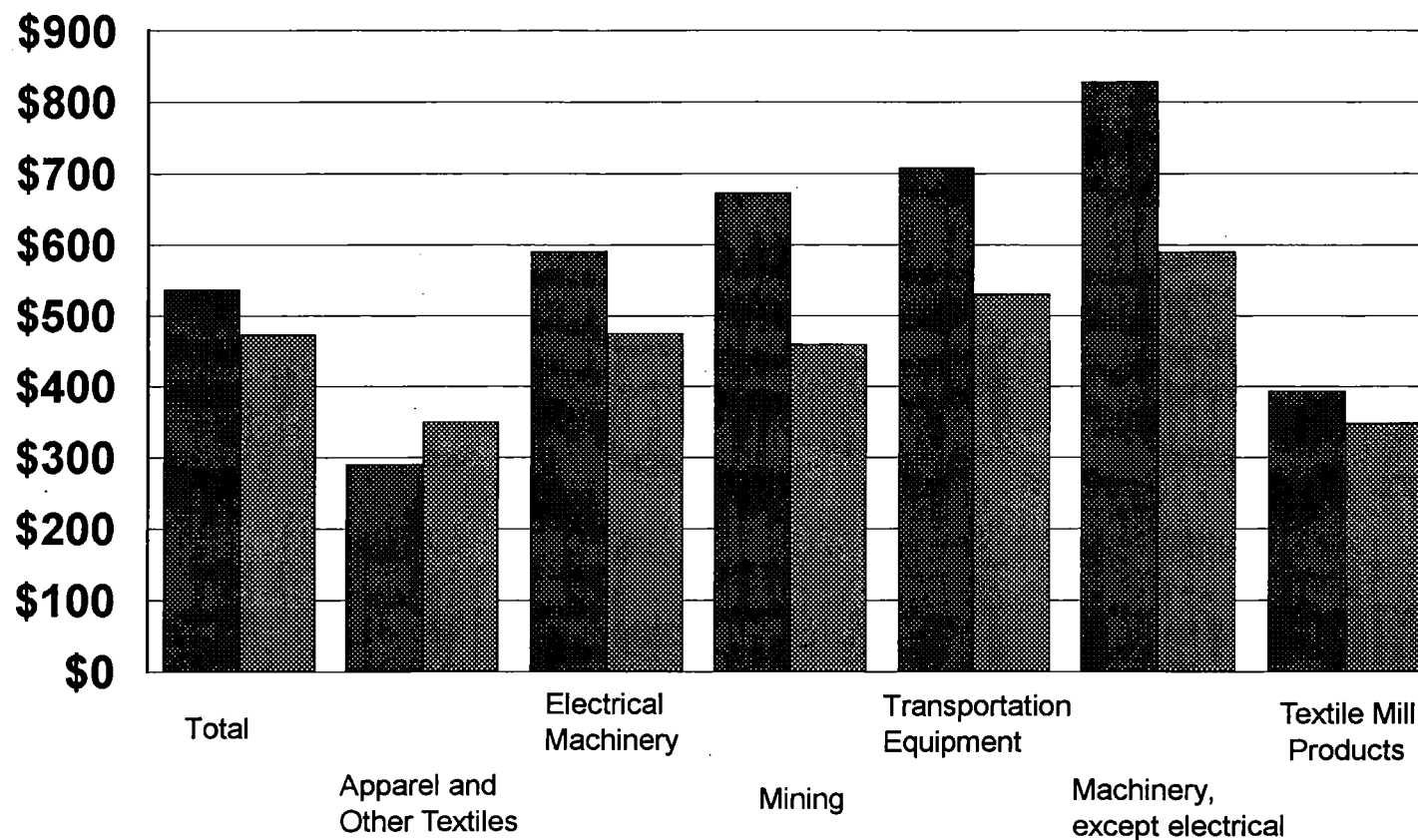
Average hourly earnings of private production or nonsupervisory workers on nonfarm payrolls were up 6 cents in October to \$12.41, seasonally adjusted. This follows increases totaling 11 cents in the prior 2 months. Average weekly earnings rose by 0.5 percent over the month to \$428.15. Over the past year, average hourly earnings have risen by 4.2 percent and average weekly earnings by 4.5 percent. (See table B-3.)

The Employment Situation for November 1997 is scheduled to be released on Friday, December 5, at 8:30 A.M. (EST).

| Changes in Establishment-based and Household Data Series |
| Following usual practice, the 6-month updates to seasonal |
| adjustment factors for the establishment survey data will be |

Reemployment Wage of Displaced Workers

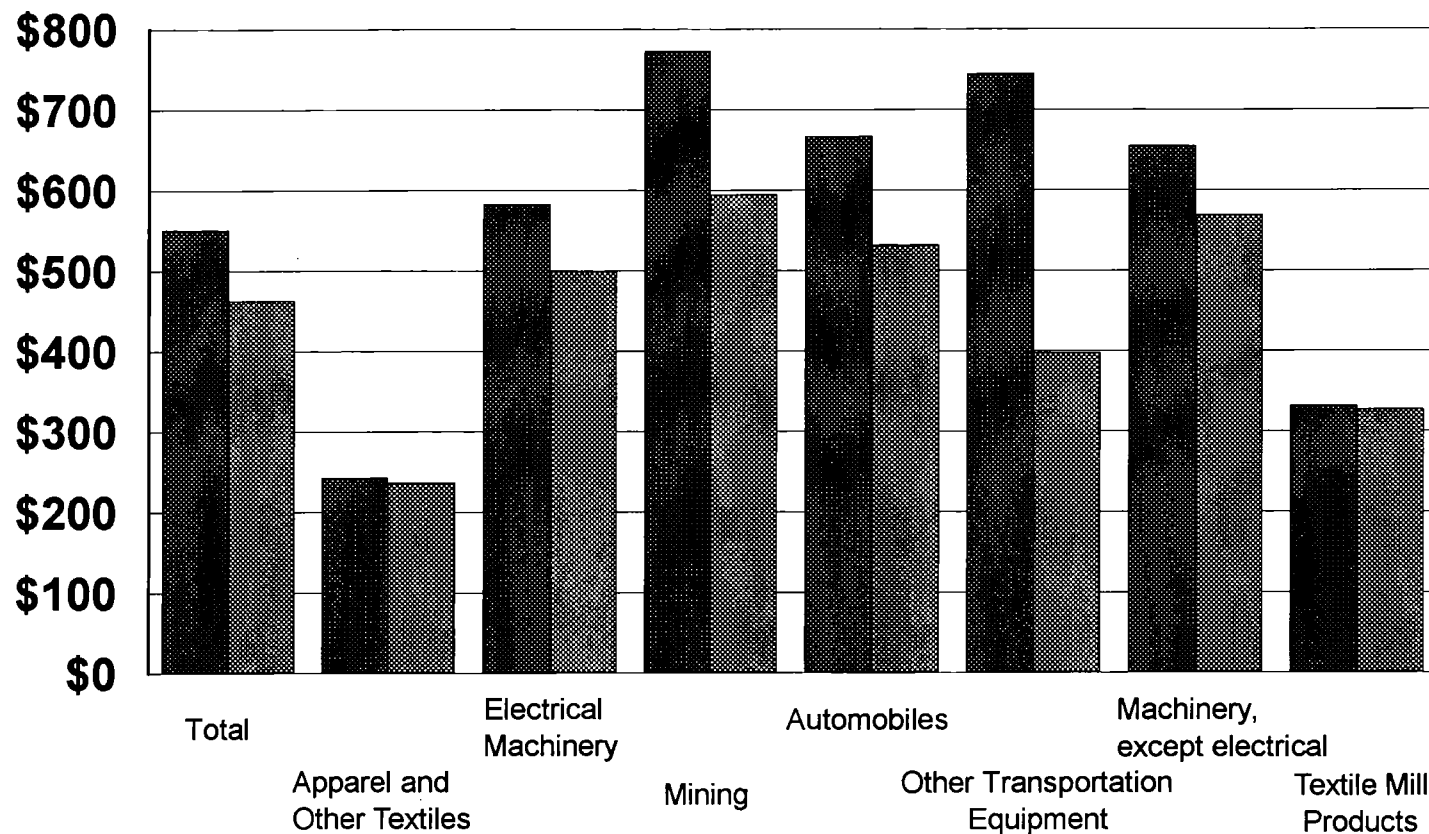
- Median Weekly Earnings on Job Lost between January 1993 and December 1995
- Median Weekly Earnings on New Job as of February 1996



Source: 1996 Displaced Worker Survey, Bureau of Labor Statistics. Earnings data is for workers who lost full-time wage & salary jobs between January 1993 & December 1995 and who had a new job in February 1996.

Reemployment Wage of Displaced Workers

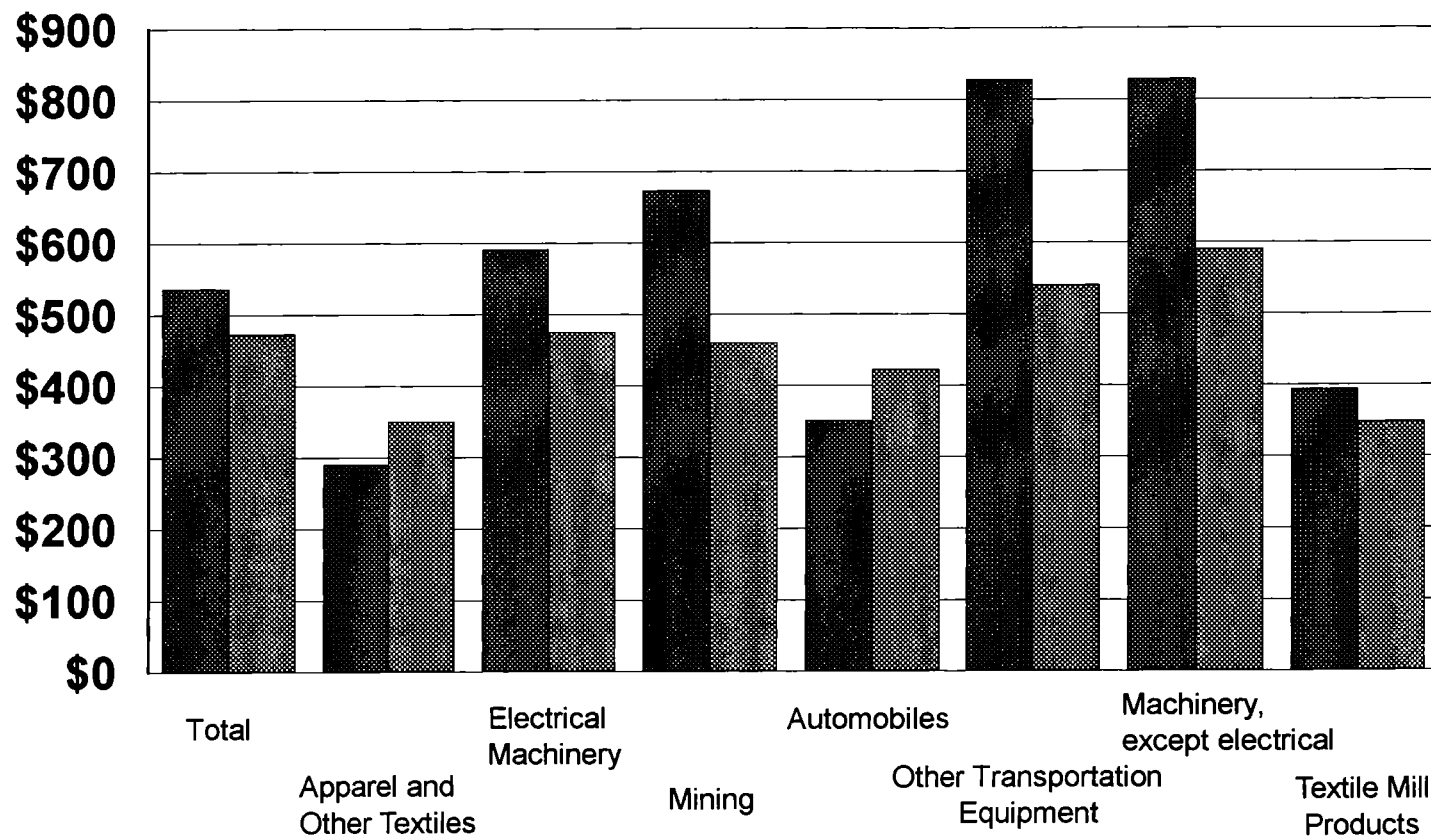
- Median Weekly Earnings on Job Lost between January 1991 and December 1993
- ▒ Median Weekly Earnings on New Job as of February 1994



Source: 1994 Displaced Worker Survey, Bureau of Labor Statistics. Earnings data is for workers who lost full-time wage & salary jobs between January 1991 & December 1993 and who had a new job in February 1994.

Reemployment Wage of Displaced Workers

- Median Weekly Earnings on Job Lost between January 1993 and December 1995
- ▨ Median Weekly Earnings on New Job as of February 1996



Source: 1996 Displaced Worker Survey, Bureau of Labor Statistics. Earnings data is for workers who lost full-time wage & salary jobs between January 1993 & December 1995 and who had a new job in February 1996.

From: MARY A WYRSCH
To: ETA_PRIMARY.SMTP(HAACKE-CARL-DOL-GOV)
Subject: FT memo - comments -Reply

Carl: I will send you a hard copy of the edits I have made. My general reaction is that we have gotten away from a succinct memo and are now partially creating a laundry list of items...

Also, focussing on the details of programs (i.e. the minute facts about what relocation allowances consist in) is off the mark...We need to be weaving together the ideas about how these programs work. I have taken some time to write in the margins...I encourage you to broaden this...

MEMORANDUM FOR DRAFT

FROM: DRAFT

RE: FAST-TRACK FUTURE

DATE: DRAFT

Background

The second round of the Fast Track debate creates an opportunity to build a case that the Administration already has programs and initiatives that address Democratic concerns and that we are committed to ~~doing more~~. *improving and adding to these and other programs*

We should clarify and highlight four key issues:

- 1) What we do to assist workers dislocated by trade and how ~~it~~ ^{these efforts} works.
- 2) What are the existing efforts to address international labor issues
- 3) What we do to address broader issues of worker adjustment not caused by trade
- 4) ~~Highlighting the human face of the new export jobs, and~~ workers making the successful transition into new jobs.

Space → I. What we do and how it works

What the ~~new~~ human "face" is of jobs created by exports, and of new

- The Department of Labor already has a number of services to help dislocated workers successfully adjust to the changes in the labor market.
- *These services are not well understood by critics of free trade. We need to emphasize to a number of audiences that*
~~Few people are aware of the services available to dislocated workers. These workers do face a tough challenge to find new jobs, but they are not left in the cold.~~
- We should highlight these programs as examples of the the Administration's commitment to assist dislocated workers.

Below is an outline of what services are available for dislocated workers:

- The process is begun by Worker Adjustment and Retraining Notification (WARN) which requires employers to provide at least 60 days advance notice of plant closing or mass layoff to workers, local government, and State Dislocated Worker Units. Employers or employees can also petition the Department of Labor for certification under TAA or NAFTA-TAA.
- WARN or certifications trigger a State-run rapid response team that informs affected workers that they qualify for services and assists them in the application process.

need income support while they search for other work

is available for workers who are job ready. It is generally available for six months, but is collected for only about 3 mos. on average.

Don't need this detail... Also: UI can be used as income support while a worker is in training. Provisions of JTPA encourage its use in this way and link it to payments beyond UI.

Unemployment Insurance lasts for 26 weeks after layoff (except Washington, Massachusetts where it lasts 30 weeks.) The level of benefits are pegged by a State formula to the job lost. Minimum and maximum benefits vary significantly by State. Hawaii has the lowest weekly minimum at \$5.00 while Indiana provides a weekly minimum of \$87. Mississippi caps its unemployment insurance at \$180 per week, while Massachusetts allows as much as \$543 per week.

Percent who exhaust... *x% exhaust benefits*

There are special services for NAFTA-TAA/TAA provides a package of services to trade impacted workers. Beginning after no later than 16 weeks after unemployment, workers received training that can last up to 2 full years. In addition, workers that exhaust the UI benefits receive up to an additional 1 year of income support at their UI level. Workers also receive re-employment services, financial assistance for job search, counseling, and child care. ~~Once workers find new jobs, they are provided funds to move their family, and 90% of the cost of moving 18,000 pounds, plus an allowance capped at \$800.~~ [Percent who exhaust.]

These facts need to be checked

There is no data currently available to show levels of wage replacement or types of jobs gained after these programs.

Workers that are not certified as impacted by trade are eligible for Title III, ^{of JTPA} which provides up to 2 years of training and a some financial assistance. Studies that checkup with these workers 13 weeks after leaving the program that ~~the~~ their new wage is only 1-2 % lower than their original wage.

show

One-Stop Services: Counseling, LMI, training, placement.

Context

What we propose to reach a broader population of trade-affected workers

- Educational outreach to help workers get access to services.
- Improve data collection of TAA/ NAFTA-TAA.
- Home - page

easier access to information

What we are doing to address international labor conditions to create fair competition

- The Administration has been successful in placing the labor standards issue onto the international agenda. We have done so largely as a result of developing a pragmatic and clear approach that focuses on "core" labor standards: Freedom of association; the right to organize and bargain collectively; a prohibition on forced labor; a prohibition on discrimination in employment; and a prohibition on exploitative child labor.
- We have made progress in building an international consensus around core labor standards:

-- In April 1994, the importance of action on international labor standards by the

GATT/WTO was raised at the Marrakesh Ministerial. In December 1996, at the WTO Ministerial in Singapore, the Administration was successful in obtaining language in the Declaration in which countries “renew their commitment to the observance of internationally recognized labor standards.”

- In June 1994, the Administration led a successful effort at the OECD Council to request the Secretariat to conduct a study of the relationship between trade and labor standards.
 - In June 1994, at Administration urging, the International Labor Organization (ILO) set up a working party on economic globalization and labor standards. One of the outcomes of this working group has been a proposal to develop a declaration that would reaffirm the commitment of members to core labor standards together with a follow-up mechanism. The Governing Body of the ILO agreed in November 1997 to place this proposal on the agenda of the 1998 ILO Conference for discussion.
 - In March 1995, at the UN Summit for Social Development in Copenhagen, the United States succeeded in a commitment by over one hundred heads of State and Government to greater implementation of “core labor standards.” Nearly identical language was subsequently adopted at the Fourth World Conference for Women in Beijing (September 1996) and in the Habitat Agenda (June 1996).
 - In May 1996, under the New Transatlantic Agenda, the U.S. and the EU signed an MOU establishing a joint Working Group on Employment; one of the agenda items for the working group is labor standards in the international context.
 - In the May 1997 Declaration of San Jose, agreed to by President Clinton and Central American leaders, language was included that recognized the importance of the rights of workers.
- The Department of Labor has provided \$5.1 million to the ILO’s International Program for the Elimination of Child Labor (IPEC) in the last three years. These funds have been used for programs in Bangladesh, Pakistan, Thailand, the Philippines, Africa, and Brazil that keep children out of work and support them in attending schools. For example, the Department provided \$860,000 for a project to get Bangladeshi children out of garment factories, an initiative that was very favorably reviewed by Fred Hiatt in a November 16 *Washington Post* op-ed piece.
 - We have also taken some steps to internationalize the concepts behind the Apparel Industry Partnership. In November 1997, leaders of the Apparel Industry Partnership made a presentation on their objectives to Labor Ministers from Central America, Panama, the Dominican Republic and Belize gathered in Washington at a meeting chaired by Secretary Herman. Secretary Herman and EU Commissioner Flynn have agreed to hold a tripartite meeting in Europe in February 1998 to discuss codes of

conduct issues.

What are we doing to insure that all workers have the opportunity to share in economic prosperity and that no one is left behind

- Trade is only one aspect of dislocation. CHECO data.
- The Congressional Black Caucus has also raised concerns about more general job opportunities that are available for workers, particularly in poor urban areas.
- The Department has a number of services to help all workers share in America's economic prosperity.
- Title II-A: Economically Disadvantaged - II-B Summer Youth - II-C for Year round youth. - All focus on economically o

Outcomes: For those who completed Title III for year ending June 30, 1996- 74% JTPA participants earned 96% of their original wage.

- Job Corps provides training for at-risk youth, as well as job counseling, health care, child-care. Currently 60,000 youth age 16-24 are served at 110 centers. Seven out of ten participants find jobs, join the military, or pursue further education at community college or University. After leaving the program, Job Corps students earn an average of \$5.64 per hour. These are great results considering that 43% participants come from families on public assistance, 79% are high-school drop-outs and 69% have never held a full time job.
- School to work
- Youth Opportunities
- One-Stop Career Centers
- Electronic services to connect workers to jobs: America's Job Bank lists job openings on the Internet; America's Talent Bank lists resumes on the Internet for employers to locate individual's with need skills; America's Training Network supplies integrated training information on the Internet; O*NET is an occupational information network for job seekers, employers, teachers, and career counselors to learn what knowledge, skills, and abilities are required to perform today's jobs.

*we need to
tighten this up ...*

Human Face of Export Jobs

- The positive story of trade related job growth has been left to the experts discuss. Workers with new export jobs must become familiar characters as part of the trade debate.
- We should create press coverage of export oriented plant openings to highlight newly

created jobs.

- We should also highlight success stories of workers who successfully move through training programs into new sustainable jobs.

The Educational Effort

The educational effort must demonstrate to congressional leaders, the press and the public everything the administration is doing to assist workers. We must also show how the Administration is going to expand those efforts to tackle the tough problems.

home page!
success stories
etc

Congressional Strategy

- Congressional briefings on existing efforts to assist workers, organize site visits of successful programs with Administration officials. Focus on swing voters and key caucuses.

Press Strategy

- Rapid response press teams:
 - Show export oriented plant openings. Highlight the personal stories of new export jobs.
 - Follow plant closings to highlight services available to dislocated workers.
 - Workers making the successful transition from dislocation into new sustainable jobs.
- Print Press
 - Erskine Bowles NYT editorial around holidays to describe what is next on Fast Track. Claim blame for not sufficiently publicly addressing the concerns of those who may face as a result of trade. Address head-on what the administration has been doing to assist workers adjust to the new economy and new initiatives to improve that effort.
 - Secretary of Labor Op-Eds in big city papers and targeted media markets to echo the message of Erskine Bowles.
 - Editorial board meetings.

U.S. Department of Labor Program Highlights



Fact Sheet No. OIPA 92-1

U.S. DEPARTMENT OF LABOR

The U.S. Department of Labor serves all American workers. Its many activities affect virtually every family in our country. The department's responsibilities include: protecting the wages, health and safety, employment and pension rights of working people; promoting equal employment opportunity; administering job training, unemployment insurance and workers' compensation programs; strengthening free collective bargaining, and collecting, analyzing and publishing labor and economic statistics.

The department's principal mission is to help working people and those seeking work. However, its information and other services, particularly in job training and labor law enforcement, benefit and affect many other groups, including employers, business organizations, civil rights groups, government agencies at all levels and the academic community.

Here are some of the activities of Labor Department agencies.

Employment and Training Administration

ETA's responsibilities comprise: (1) training programs, including the Job Training Partnership Act (JTPA), which prepares economically disadvantaged and dislocated workers for productive employment; (2) a network of state employment service offices that helps place people in jobs, and (3) oversight of the nationwide unemployment insurance system for those who lose their jobs through no fault of their own. JTPA alone provides employment and training services for more than 2.2 million persons each year. Federal funds are apportioned to the states for training and other services in cooperation with local governments and business, labor, education and nonprofit groups. More than 1,700 state employment service offices in the U.S. make about 3 million job

placements annually. For those out of work, the unemployment insurance offices, under federal guidelines, issue cash benefits, which are important revenue sources to unemployed workers and the economies of local communities.

Employment Standards Administration

ESA enforces labor standards laws that protect workers. It administers equal employment opportunity requirements for federal government contractors, subcontractors and workers' compensation programs for federal employees, dock and harbor workers, coal miners who are victims of black lung disease and certain other groups. It enforces the minimum wage, overtime pay, child labor provisions of the Fair Labor Standards Act and laws that require payment of prevailing wages. It sets other standards for government-financed work required by legislation such as the Migrant and Seasonal Agricultural Worker Protection Act and the federal law limiting garnishment of workers' wages. Labor unions, certain employers and labor relations consultants must file reports with this agency. Unions must meet the election and financial requirements enforced by ESA.

Occupational Safety and Health Administration

OSHA was established to help make the American workplace as safe and healthful as possible. The agency issues and enforces workplace safety and health standards covering about 3.6 million worksites and 56 million workers through its federal programs. OSHA-approved state programs cover an additional 37 million workers at 2.4 million worksites. OSHA also promotes and encourages training, education, consultation, joint employer-employee-government cooperation and voluntary initiatives to help assure safer, healthier workplaces.

(over)

Mine Safety and Health Administration

MSHA is concerned with preventing accidents and work-related illnesses in the nation's mines. The agency works with management and labor to promote safe working conditions and strong safety and health training programs. Its methods include inspection, consultation, accident investigation, education, information dissemination and technical assistance.

Pension and Welfare Benefits Administration

This agency administers and enforces standards designed to protect more than two trillion dollars in assets of workers participating in 5.5 million private pension and benefit plans.

Bureau of International Labor Affairs

ILAB helps develop international economic and trade policies affecting American workers, conducts research on trade-related employment issues, helps the State Department administer the U. S. Labor Attache Program, carries out technical assistance projects in foreign countries and represents the U.S. government in the International Labor Organization.

Women's Bureau

The Women's Bureau seeks to promote the welfare of women workers. In cooperation with public and private agencies, it explores ways to expand women's training and employment opportunities in higher-paying jobs, promotes the establishment of employer-sponsored child care services for working mothers and develops programs to address the employment-related needs of women.

Bureau of Labor Statistics

The Bureau of Labor Statistics is the principal federal data-gathering agency for labor economics. It collects, analyzes and publishes information about employment, unemployment, occupational outlook, wages and salaries, working hours, industrial relations, prices, productivity, economic growth, job safety and health.

Veterans' Employment and Training Service

This agency oversees the department's veterans' programs. Its nationwide staff supervises and assists state Job Services Offices to ensure that employment and training services such as counseling, referral and job placement are provided with preference for veterans, as required by law. The agency promotes and administers employment and training programs designed to help veterans under the Job Training Partnership Act and provides job search assistance to active duty military personnel before they leave the service. The agency also administers the program that safeguards the reemployment rights of veterans, reservists and national guard members.

Publications

The Labor Department has many publications for sale to the public through the Superintendent of Documents, Washington, D.C. 20402. Others are free from the department's agencies. For a list of available publications, write to: Office of Information and Public Affairs, U.S. Department of Labor, Washington, D.C. 20210. Labor Department offices are in all states and territories and are listed in phone directories under "United States Government."

America's Job Bank

U.S. Department of Labor
July 9, 1996

Profile

Name

America's Job Bank

Features

A free, computerized job service. Accessible on the Internet. 500,000+ jobs

What is America's Job Bank?

America's Job Bank is a free, computerized job bank on the Internet that links employers to job seekers. It provides job seekers with the largest pool of active job opportunities anywhere, and provides employers rapid nationwide exposure for job openings. In June, job seekers tapped into the bank more than 6 million times.

What Kind of Jobs Are Available?

America's Job Bank joined the Internet in February 1995 with just 78,000 jobs. Today, more than 500,000 jobs are listed with the bank. Most of the jobs listed on the bank are full-time listings and the majority are in the private sector. Approximately 95 percent of job listings are in the private sector; 28 percent, professional/managerial; 17 percent, manufacturing/processing; 27 percent, clerical/sales/service; and 27 percent, blue collar.

How Does America's Job Bank Work?

America's Job Bank works by collecting and connecting job openings from four sources:

- 1,800 nationwide Employment Service Offices;
- private companies, which can enter openings directly on America's Job Bank;
- links to 80 private placement agencies; and
- direct links to openings listed on corporate home pages.

Each job listing usually contains a brief job description; salary information; education, skill and experience requirements; and the city and state where the job is located. Every evening, states electronically submit listings to the bank and cancel job listings that have been filled. Individual companies continuously update their listings.

The Department of Labor's Employment and Training Administration created and finances the system; it is managed by the United States Employment Service. America's Job Bank will continue to grow as more state Employment Service agencies are brought on line, as more companies post their openings online, and as more people learn about, and gain access to, the bank.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 90-5

APPRENTICESHIP

Apprenticeship is a combination of on-the-job training and related classroom instruction in which workers learn the practical and theoretical aspects of a highly skilled occupation. Apprenticeship programs are operated on a voluntary basis by employers, employer associations or management and labor groups. The role of the Federal Government is to encourage and promote the establishment of apprenticeship programs and provide technical assistance to program sponsors. The related classroom instruction is given in the program sponsor's training facility or a local technical school or junior college.

Training periods range from one to six years. Most trades requires three to four years. Apprentices earn while they learn on the job, at progressive wage rates starting from about half the journeymen's rate up to ninety-five percent of full pay near the end of their apprenticeship. More than 230,000 persons are now registered as apprentices in more than 700 crafts and skills. A few of the skilled trades in which they are being trained are automotive mechanic, baker, bricklayer, carpenter, electrician, machinist, operating engineer, optical technician, painter, roofer, sheet metal worker, structural steel worker and tool and die maker.

Who Are Served

Both men and women at least 16 years old are eligible to apply. Applicants must be physically able to do work of the trade. Some trades require an entry examination. Other

trades—but not all—require applicants to be high school graduates or possess a General Education Development (GED) certificate. Apprenticeship programs provide equal employment opportunity to all persons, regardless of race, sex, ethnic group or age.

Authorization

The National Apprenticeship Act of 1937 (Fitzgerald Act), PL 75-308.

How To Apply

Visit or write a local Job Service Office (listed in the State government section of the telephone directory under such names as Employment Security Commission or Employment Service); a local office of the Labor Department's Bureau of Apprenticeship and Training (listed under U.S. Government in many large cities); a State apprenticeship agency; or a Joint Apprenticeship Committee, union, or employer engaged in the craft you want to enter.

For Further Information

Write the Bureau of Apprenticeship and Training, Employment and Training Administration, U.S. Department of Labor, 200 Constitution Avenue, NW, Washington, D.C. 20210; or one of the department's 10 regional offices, in Boston, New York, Philadelphia, Atlanta, Chicago, Dallas, Kansas City (MO), Denver, San Francisco or Seattle.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-11

CLEAN AIR EMPLOYMENT TRANSITION ASSISTANCE (CAETA) PROGRAM

The Clean Air Employment Transition Assistance (CAETA) Program is authorized by an amendment to the Job Training Partnership Act (JTPA) included in the Clean Air Act Amendments of 1990. Its purpose is to provide retraining and readjustment aid to workers dislocated by employment reduced as a result of a firm's compliance with the requirements of the Clean Air Act.

ELIGIBILITY: Dislocated workers who are unlikely to return to their previous industries or occupations, because the firm reduces employment to comply with the requirements of the Clean Air Act, may be eligible for the CAETA program. This includes those who lose jobs because of plant closings or mass layoffs; who have been terminated or laid off, or received notice of termination or layoff.

SERVICE DELIVERY STRUCTURE: CAETA Program grants are awarded by the National Office of the U.S. Department of Labor's Employment and Training Administration (ETA). Eligible applicants include states, substate grantees (established under JTPA), employers, employer associations and employee representatives. Grants may be awarded directly or through the states. Oversight may be carried out by the states, or by ETA's regional and national offices.

SERVICES PROVIDED: The CAETA Program offers an array of comprehensive and timely retraining and readjustment services tailored to meet participants' individual needs. Long-term training (both educational and occupational) that will make the dislocated worker competitive in the workforce of the future and long-term job preparation are encouraged.

For workers who have received notice of layoff and are in need of assistance, the CAETA Program's major activities and services are:

Retraining Services. These include classroom-occupational skills- and on-the-job- training. Basic and remedial education, entrepreneurial training, and instruction in literacy or English, as a second language, may also be provided.

Readjustment Services. These include: outreach and intake; development of individual readjustment plans; labor market information; job development; job search and placement; supportive services (including child care and transportation allowances); relocation assistance and pre-layoff assistance programs.

Needs Related Payments. Dislocated workers who have exhausted their unemployment insurance (UI) shall receive needs-related payments to help them complete training or education programs. Payments shall be equal to the individual's UI benefits or the poverty level, whichever is higher. To qualify, participants must be enrolled in training by the end of the 13th week of their initial UI benefit period (or by the end of the 8th week after being informed that a supposed short-term layoff will exceed 6 months.) An eligible worker not qualified for UI must be participating in a training or education program to get needs-related payments.

HOW TO APPLY: Eligible grantees may apply to the grant officer, Employment and Training Administration, U.S. Department of Labor. Such applications must be submitted pursuant to the application procedures published annually in the Federal Register by ETA.

HOW TO GET ASSISTANCE: Workers who have been dislocated by a firm's decision to reduce employment to comply with the requirements of the Clean Air Act should contact the local agency that administers Job Training Partnership Act programs, the nearest State Employment Service Office, or write: U.S. Department of Labor, ETA, Office of Worker Retraining and Adjustment Programs, Room N-4703, 200 Constitution Avenue, N.W., Washington, D.C. 20210. Telephone: (202) 219-5339.

AUTHORIZATION: Title XI, Section 1101 of the Clean Air Act Amendments of 1990 amended the Job Training Partnership Act by adding a new Section, 326. Section 326 provides for the Clean Air Employment Transition Assistance Program. Congress has authorized an appropriation of \$50 million per year for Program Years 1991 - 1995 for the CAETA Program.

U.S. Department of Labor Program Highlights



Fact Sheet No. OIPA 92-2

CONSUMER AFFAIRS

The Department of Labor administers laws and programs to protect the safety and health, employment opportunities and pension rights of workers; enforces federal wage and hour and child labor laws; administers workers' compensation benefits for federal employees, dock and harbor workers and victims of black lung disease; works toward the removal of discriminatory employment practices; sponsors job-training activities; promotes peaceful, sound labor-management relations; guides the nation's unemployment insurance system; and monitors and compiles statistics regarding employment and economic activity. The department also maintains an active consumer affairs program to protect and promote the consumer interests of U. S. workers and their dependents.

Consumer Affairs Program Objectives

The Department of Labor Consumer Affairs Program seeks to focus its attention on consumer needs and bring consumers into decision-making and review processes. This includes responding to inquiries and complaints; incorporating consumer views in the policy-making process; promoting consumer awareness; providing access to programs and opportunities available in the department; and evaluating the effectiveness of programs and services in meeting consumer needs.

The department's consumers are individuals or organizations who contact the department for information, assistance or participation in policy development. The program also encompasses: participants in department programs; sponsors and deliverers of department services; subscribers to department services or publications; department contractors; people seeking workforce or economic

information; and those affected by legislation proposed by the department.

Consumer Program Responsibilities

The Department of Labor Consumer Affairs Program is supervised by the Office of Information and Public Affairs. The Coordinator of Consumer Affairs conducts the program.

All principal department agencies are involved in the Consumer Affairs Program and are responsible for maintaining their own programs, consistent with the department's overall program.

Consumers may contact the department's agency consumer affairs officers in the Washington, D.C., area, or in the department's regional offices, listed below.

Washington, D.C. Area:

DOL Coordinator of Consumer Affairs
202-219-6060
Bureau of Labor Statistics:
202-606-5900
Employment and Training Administration
202-219-7664
Employment Standards Administration
202-219-8743
Office of Labor-Management Standards
202-219-7343
Mine Safety and Health Administration
703-235-1910
Occupational Safety and Health
Administration
202-219-8615
Women's Bureau
202-219-6652

**Pension and Welfare Benefits
Administration
202-219-8921**

**Region I, Boston: 617/565-2072
Region II, New York: 212/337-2319
Region III, Philadelphia: 215-596-1139
Region IV, Atlanta: 404-347-4495
Region V, Chicago: 312-353-6976
Region VI, Dallas: 214-767-4776
Region VII, Kansas City: 816-426-5481
Region VIII, Denver: 303-844-4235
Region IX, San Francisco: 415-744-6673
Region X, Seattle: 206-442-7620**

Authority

The Consumer Affairs Program was established in June 1980, under Presidential Executive Order 12160, "Providing for Enhancement and Coordination of Federal Consumer Programs." The order requires the Labor Department to develop and maintain a consumer program with the following elements, applicable to all agencies, staff offices and field offices:

- an identifiable consumer affairs staff authorized to participate in the development and review of agency rules, policies, programs and legislation;
- effective procedures for consumer participation in the development and review of agency rules, policies and programs;
- development of informational materials for consumers;
- consumer affairs training for agency staff members and, to the extent considered appropriate, provision of technical assistance to consumers and their organizations, and
- systematic procedures for complaint handling.

For more information, write to:

**Coordinator of Consumer Affairs, Room
S-1032, U.S. Department of Labor, 200
Constitution Avenue N.W., Washington, D.C.
20210.**

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-16

DEFENSE CONVERSION ADJUSTMENT (DCA) PROGRAM

The Defense Conversion Adjustment (DCA) Program is authorized by an amendment to the Job Training Partnership Act (JTPA) included in the Defense Authorization Act of 1991. It provides retraining and readjustment assistance to workers dislocated by defense cutbacks.

ELIGIBILITY: Eligible for the program are dislocated workers unlikely to return to their previous industries or occupations. This includes individuals who lose their jobs because of plant closings or mass layoffs, who have been terminated or laid off or who have been notified of termination or layoff because of reduced U.S. defense expenditures or closed military facilities.

SERVICE DELIVERY STRUCTURE: DCA grants will be awarded by the National Office of the U.S. Department of Labor's Employment and Training Administration (ETA.) Eligible applicants include states, substate grantees (established under JTPA), employers, employer associations and employee representatives. Oversight will be carried out primarily by the states but also by ETA's regional and national offices.

SERVICES PROVIDED: The DCA Program offers comprehensive and timely retraining and readjustment services tailored to meet individual needs. Long-term training (educational and occupational) to make the dislocated worker competitive in the future workforce and long-term job preparation are encouraged.

For workers who have received notice of layoff and are in need of assistance, the DCA Program's major activities and services are:

Retraining Services. These training services may include classroom and occupational skills; on-the-job training; basic and remedial education; entrepreneurial training and instruction in literacy or English as a second language.

Readjustment Services. These include: outreach and intake; development of individual readjustment plans; labor market information; job development; job search and placement; support services (including child care and transportation allowances); relocation assistance and pre-layoff assistance programs.

Needs Related Payments. Dislocated workers who have exhausted their unemployment insurance (UI) may receive needs-related payments to help them complete training. Payments may not exceed the individual's UI benefits or the poverty level, whichever is higher. To qualify, participants must be enrolled in training by the end of the 13th week of their initial UI benefit period (or by the end of the 8th week after being informed that a supposed short-term layoff will exceed 6 months.) An eligible worker not qualified for UI must participate in a training or education program to receive needs-related payments.

HOW TO APPLY: Eligible grantees may submit applications to the grant officer, Employment and Training Administration, U.S. Department of Labor. Such applications must be submitted pursuant to the application procedures published annually in the Federal Register by ETA.

HOW TO GET ASSISTANCE: workers dislocated by defense cutbacks should contact the

relocation assistance and pre-dislocation
readjustment programs.

For Further Information contact the local government agency in your area that administers the Job Training Partnership Act (JTPA), your nearest State Job Service office, or any of the U. S. Department of Labor's 10 Regional Employment and Training Administration (ETA) offices in Boston, New York, Philadelphia, Atlanta, Chicago, Dallas, Kansas City (MO), Denver, San Francisco and Seattle.

Information about EDWAA is also available from the Office of Employment and Training Programs, Employment and Training Administration, Washington, D.C. 20210 Phone 202-535-0577 (not a toll-free number).

U.S. DEPARTMENT OF LABOR

DEFENSE DIVERSIFICATION PROGRAM (DDP)

The Defense Diversification Program (DDP) is authorized by an amendment to the Job Training Partnership Act (JTPA) included in the National Defense Authorization Act of 1993. Its purpose is to provide retraining and readjustment assistance to workers and military personnel dislocated by defense cutbacks and closures of military facilities and to provide planning support and conversion assistance for diversification of affected facilities within a defense-impacted area.

ELIGIBILITY: Civilian employees of the Department of Defense, Department of Energy, and defense contractors who have been terminated or laid off, or have a notice of termination or lay off, who are unlikely to return to their previous industry or occupation, and who are not entitled to retirement or retainer pay related to termination or layoff. Members of the Armed Forces who are involuntarily separated from active or full-time National Guard duty between October 1, 1990 and September 30, 1995, are not entitled to retirement or retainer pay related to the separation, and apply for assistance within 180 days from the date of separation.

SERVICE DELIVERY STRUCTURE: DDP grants will be awarded by the Department of Labor's Employment and Training Administration (ETA). Eligible grant applicants include States, substate grantees (established under JTPA), employers, representatives of employees, labor-management committees and other employer-employee entities. Grants may be awarded directly or through the States.

SERVICES PROVIDED: DDP projects offer an array of retraining and readjustment services, tailored to meet participants' needs. Long-term training (both educational and occupational) that will make the dislocated worker competitive in the workforce of the

future and long-term job preparation are encouraged. Major activities and services are: * Retraining Services. These include classroom, occupational skills, and on-the-job training. Basic and remedial education, entrepreneurial training, and instruction in literacy or English-as-a-second-language may also be provided.

* Readjustment Services. These include: outreach and intake; development of individual readjustment plans; labor market information; job development; job search and placement; supportive services, relocation assistance and pre-layoff assistance programs.

* Needs Related Payments. Eligible workers who have exhausted their unemployment insurance (UI) may receive needs-related payments to help them complete training. Payments may not exceed the individual's UI benefits or the poverty level, whichever is higher.

* Additional Services. Skills upgrading may be provided to currently employed workers in non-managerial positions in order to convert a defense facility and prevent a closure or mass layoff, or to replace or update obsolete skills to facilitate reemployment of such individuals. A limited amount of funds may be used to implement high performance workplace and workforce participation systems, and new production technologies to assist conversion efforts.

HOW TO APPLY: Eligible grantees may submit applications to the grant officer, Employment and Training Administration, U.S. Department of Labor. Such applications must be submitted pursuant to the application procedures published in the July 19, 1993, Federal Register.

7/16/93

FACT SHEET (DUA)

I. Program or Activity Title

Disaster Unemployment Assistance (DUA) Program.

II. Purpose

The major objective is to provide assistance to individuals whose employment has been lost or interrupted as a direct result of a major disaster.

III. Legislative or Other Authority

Public Law 100-707, Section 410, Robert T. Stafford Disaster Relief and Emergency Assistance Amendments of 1988; Executive Order 12673; and the delegation of authority from the Director of the Federal Emergency Management Agency to the Secretary of Labor. Title 20, Chapter V, Part 625, Code of Federal Regulation (20 CFR 625), revised May 16, 1991.

IV. Administrative Structure

The Unemployment Insurance Service, Employment and Training Administration, has responsibility for administration of the DUA program in States in which the Governor has entered into an agreement with the Secretary of Labor for purposes of Section 410 of the Act. Funds are provided by the Federal Management Agency (FEMA) for payment of DUA through the State employment security system.

V. Description of Program

DUA is a permanent program which provides assistance to those individuals suffering the loss or interruption of employment that has been their principal source of income and livelihood. Based upon the request of the Governor, the President may declare that a major disaster exists and define those areas in the State that are eligible for Federal assistance. Upon a Presidential declaration of a major disaster, the State agency will announce the availability of DUA and the places where disaster victims should apply for assistance. Benefits under DUA are wholly Federally financed.

VI. Eligibility Requirements

Payment of DUA will be made to an unemployed worker if, as a direct result of the major disaster, such individual (1) no longer has a job, or (2) is unable to reach the place of work, or (3) was to commence to work and does not have a job or is unable to reach the job, or (4) has become the breadwinner as major support for the household because the head of household died, or (5) cannot work because of a disaster incurred injury.

Payment will be made to an unemployed self-employed individual if, as a direct result of the major disaster, such individual (1) no longer can perform regular services in self-employment, or (2) is unable to reach the place where self-employment services are performed, or (3) was to commence regular service in self-employment but does not have a place or is unable to reach the place where services are performed, or (4) cannot perform services because of a disaster incurred injury.

VII. Weekly Amount Payable

The DUA weekly amount is computed in accordance with the applicable State law formula used to compute weekly amounts under the State's regular unemployment insurance (UI) program. In making the computation, all covered and uncovered employment is included.

The weekly DUA amount, payable to an individual for a week is reduced by wages earned in such week in accordance with State law provisions. Reduction will also be made by the amount of supplemental unemployment benefits, private income protection insurance, or any other type of benefit for loss of wages due to illness or disability that the individual receives or would receive for such week by properly applying. Receipt of pension amounts is also treated in accordance with the provisions of State law.

DUA is available to an individual as long as the individual's unemployment caused by the major disaster continues but no longer than 26 weeks after the declaration of the major disaster.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-15

ECONOMIC DISLOCATION AND WORKER ADJUSTMENT ASSISTANCE ACT

The Economic Dislocation and Worker Adjustment Assistance Act (EDWAA) replaces Title III of the Job Training Partnership Act (JTPA). It is part of a comprehensive approach to aiding dislocated workers that also includes provisions of the Worker Adjustment and Retraining Notification (WARN) Act and the Trade Adjustment Assistance (TAA) program.

Eligibility

Dislocated workers whose employment loss means they are unlikely to return to their previous industries or occupations are eligible for assistance under EDWAA. This includes workers who lose their jobs because of plant closings or mass layoffs; the long-term unemployed with limited local opportunities for jobs in their fields and farmers, ranchers and other self-employed persons who become jobless due to general economic conditions or natural disasters. Under certain circumstances, displaced homemakers also may be eligible for EDWAA assistance.

Service Structure

EDWAA has a local service-delivery system through which substate areas and grantees are designated to help dislocated workers under Title III of JTPA. The governor of each State is responsible for administering and managing the program establishing systems to respond rapidly to major worker dislocations.

Services Provided

EDWAA emphasizes a comprehensive, timely array of retraining and re-employment services, tailored to workers' individual needs, including long-term job preparation. Major activities and services under EDWAA include:

Rapid Response. This is the primary responsibility of the State's Dislocated Worker Unit (DWU), which must be alerted to the plant closings and mass layoffs covered under WARN. When the DWU obtains information about major dislocations, it responds with on-site services to assist workers facing job losses. the DWU may help set up a labor-management committee at the worksite and help efforts to avoid job losses.

Retraining Services. These include classroom- occupational skills- or on-the-job-training. Basic and remedial education, entrepreneurship, instruction in literacy or English, as a second-language, may be taught.

Needs Related Payments. Dislocated workers eligible for EDWAA assistance who have exhausted their unemployment insurance (UI) may receive needs-related payments. Payments may not exceed the individual's UI benefits or the poverty level, whichever is higher.

To qualify, participants must be enrolled in training by the end of the 13th week of their initial UI benefit period (or by the end of the eighth week after being notified that a short-term layoff will exceed six months). An eligible worker not qualified for UI must be in a training or education program to receive needs-related payments.

Certificates of Continuing Eligibility. Substate grantees may issue these certificates to EDWAA-eligible workers for use in two ways: to defer the start of retraining or permit workers to seek and obtain it on their own. The alternative training must be approved by the substate grantee.

Reemployment Services. These include: outreach and intake; development of individual readjustment plans; labor market information; and

relocation assistance and pre-dislocation
readjustment programs.

**For Further Information contact the local
government agency in your area that administers
the Job Training Partnership Act (JTPA), your
nearest State Job Service office, or any of the
U. S. Department of Labor's 10 Regional
Employment and Training Administration (ETA)
offices in Boston, New York, Philadelphia, Atlanta,
Chicago, Dallas, Kansas City (MO), Denver, San
Francisco and Seattle.**

Information about EDWAA is also available
from the Office of Employment and Training
Programs, Employment and Training Administra-
tion, Washington, D.C. 20210 Phone 202-535-
0577 (not a toll-free number).

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-1

EMPLOYMENT SERVICE

The public employment service was established under the Wagner-Peyser Act of 1933, which was amended in 1982 to give more authority to State governors.

Under the Wagner-Peyser Act, funds are allocated to each State to plan and administer a labor exchange program which best responds to the needs of the State's employers and workers. The Federal Government, through the U.S. Department of Labor's Employment and Training Administration, provides general direction, funding and oversight and also assists the States with programs of test development, occupational analysis, and maintenance of the Dictionary of Occupational Titles (DOT).

The state employment security agencies, which are affiliated with the U.S. Employment Service, operate almost 2,000 local Employment Service (in some States called Job Service Offices). Each year, these offices assist millions of job seekers and employers and, in some areas, provide job training and related services.

The public employment service is available to all those legally authorized to work in the United States. In addition, it helps to implement some provisions of the Immigration Reform and Control Act of 1986. Also, there is a Federal mandate that veterans be provided with priority service and that disabled veterans be given preferential treatment. State agencies are also required to make job counseling available for any person with a disability.

In accordance with their needs, states may provide specialized assistance to such groups as youth ages 16 to 22, women, older workers,

persons with disabilities, rural residents and workers, and the economically disadvantaged.

Public employment service assistance, including employability assessment and referral to training if necessary, is free to job seekers. Most of the service's appropriations come from the trust funds collected under the Federal Unemployment Tax Act (FUTA), with a small portion (three percent) coming from general revenues.

Federal regulations require that the States maintain Statewide labor exchanges with at least the following capabilities:

- assisting jobseekers in finding employment;
- assisting employers in filling job vacancies;
- facilitating the matching of employer and jobseeker needs;
- participating in a system for clearing labor between the States -- that is, for interstate exchanges of information concerning job opportunities and labor surpluses and shortages and
- meeting the work-test for unemployment insurance claimants.

Among the Employment Service's activities to match employer and jobseeker needs are circulation of information about jobs, training opportunities and occupational demand-and-supply situations within particular labor markets; preparation of State and local planning information; and provision of computerized listings of local, State and national job openings.

In addition, State or local offices may perform such tasks as eligibility certification for employer tax credit, initial processing of applications for foreign labor certification (except for H-2A temporary agricultural applications), agricultural worker referral and inspection of migrant farmworker housing.

For more information or to obtain services, contact your local employment service office. It will be listed in the state government section of your telephone directory under such names as Employment Security Commission, Job Service or Employment Service.

Employment and Training Administration Job Training Opportunities for Ex-offenders

The Employment and Training Administration (ETA) in the U.S. Department of Labor works with states, community organizations and other groups to provide a wide range of services, including training programs, helping place people in jobs, and providing benefits for those who lose their jobs through no fault of their own.

The following federal programs provided by ETA are available to help ex-offenders:

Job Training Partnership Act

This program provides job training and employment services for disadvantaged and unskilled adults and youth, people with disabilities, school dropouts, displaced homemakers, ex-offenders, and others. Programs are conducted at local levels and include classroom training, on-the-job training, job search assistance, work experience, and job assessment and counseling. Applicants must meet general eligibility and income requirements to qualify for available services. For information about JTPA services, check the local phone book under city or county government, Private Industry Council, or another local or regional agency listed under Employment and Training or Human Resources.

U.S. Employment Service

These offices match jobseekers with employers free of charge. There are more than 1,700 local employment service offices located throughout the United States that provide listings of local, state, and national job openings. They also offer information about jobs and training opportunities, counseling, and make referrals to other community based agencies or organizations when necessary. The Interstate Job Bank is a computerized information system that provides job vacancy information nationwide. Your local Job Service office will have further information.

Apprenticeship

This is a combination of on-the-job training and related classroom instruction in which workers learn a skill or trade. There are hundreds of apprenticeships available in such industries as construction, metalworking, bricklaying, carpentry, tool-and-die making, and automotive repair. Apprentices earn while they learn on the job. Some trades require an entry examination; some require a high school diploma or General Education Development (GED) certificate. If enrolled in a registered apprenticeship program while incarcerated, you can get credit for the experience once released. Your local Job Service office can provide more information about the program. In addition, each state has a Bureau of Apprenticeship and Training office that may provide apprenticeship program information.

Job Corps

A federally administered national employment and training program, Job Corps is designed to serve severely disadvantaged youth ages 16 through 21. Vocational training is provided in occupations such as auto repair, carpentry, masonry, wordprocessing, health occupations, business and clerical, welding and heavy equipment operation. Education includes reading, math and preparation for the GED examination. Most Job Corps centers are residential. Call 1-800-733-JOBS for further information.

Federal Bonding Program

Begun in 1966 as a Labor Department pilot project, the Federal Bonding Program provides fidelity bonding as an insurance against employee theft or dishonesty for individuals with a record of arrest, imprisonment, and drug or alcohol abuse.

"Tips for Finding the Right Job"

A new ETA publication, "Tips for Finding the Right Job," can help you take advantage of successful job-hunting strategies and find out what you need to know before your job interview. It may be ordered from the U.S. Government Printing Office, Superintendent of Documents, Washington, DC 20402, (202) 783-3238, for \$1.25 each.

General information

For the address or phone number of the Job Service office near you, consult your telephone directory under state government listings. It may be found under such names as: Employment Service, Employment Security Commission or Job Service. Applications and other materials are only available through local offices. If you meet the qualifications for any of these programs, you will receive the same considerations as other applicants.

FACTS ON JOB CORPS

The Program

Job Corps is the nation's largest and most comprehensive residential job training and education program for at-risk youth. Since 1964 it has provided more than 1.7 million young men and women with the vocational, academic, and social skills needed to become productive, tax-paying members of society. Job Corps currently serves approximately 60,000 youth, age 16-24, at 110 centers nationwide (including the District of Columbia and Puerto Rico).

- ▶ **Job Corps is a public-private partnership.** Private industry operates almost 80% of the Job Corps centers under contracts with the U.S. Department of Labor. Over 45 private companies, state agencies, and unions recruit young people, train students and place graduates in jobs. The federal government provides Job Corps facilities and equipment. Other government agency contractors, such as the U.S. Forest Service, Bureau of Reclamation, Fish and Wildlife, and the National Park Service, operate Job Corps' 30 Civilian Conservation Centers.
- ▶ **Job Corps training is self-paced.** Vocational and academic training is individualized to ensure that students learn at their own pace.
- ▶ **Job Corps provides a variety of additional services to enhance education and workplace training.** Some of these services include: diagnostic testing of reading and math when a student arrives at a center, occupational exploration, work experience programs, community service, health care, child-care support, incentive-based allowances, and post-program placement services. Job Corps also has a policy of zero tolerance for violence and drugs.

Recent Job Corps Program Enhancements

Job Corps is continually updating its curriculum and making other programmatic improvements to increase its success serving at-risk youth. Recent advancements include:

- ▶ **Longer term tracking of Job Corps students.** In 1995, Job Corps began following up with students and employers for a 13-week period after a student is placed in a job.
- ▶ **A student merit system.** Excellence at Job Corps is rewarded through bonuses, increased allowances, campus recognition and positive reinforcement.
- ▶ **Zero tolerance for drugs and violence.** Student violation of this policy results in termination from the program.
- ▶ **Mandatory drug testing.** Students undergo mandatory drug testing upon entering Job Corps. If they test positive after a 30-day probationary period, they are terminated.

The Students

Job Corps students come from low income backgrounds and are considered at-risk. Students who entered the program in Program Year 1994 (July 1994-June 1995) had the following characteristics:

- ▶ 43% of all JC students come from families on public assistance.
- ▶ Job Corps students, upon entry to the program, read at an 8th grade reading level.
- ▶ 79% are high-school drop-outs.
- ▶ 69% have never held a full-time job.
- ▶ 51% are African-American, 28% White, 15% Hispanic, 4% Native American and 3% Asian-Pacific Islanders.

To track Job Corps students through the program, a strong accountability system is used to maintain detailed information on each student. Examples of student tracking information include: length of stay, learning gains, GED attainment, vocational progress, and student pay and leave status.

The Results

Placements

- ▶ **Seven out of ten** disadvantaged youth served by Job Corps find jobs, join the military, or pursue further education at a community college or university. It's a positive outcome for at-risk youth, who could otherwise be unemployed, be on welfare, or turn to lives of crime.
- ▶ **The placement** of students in jobs and the military has increased from 48% in PY92 to 63% in PY94 (31% increase).
- ▶ **The job training match** (students who get jobs in their specific area of vocational training) for Job Corps students has increased from 37% in PY92 to 47% in PY94 (27% increase).
- ▶ After leaving the program, Job Corps students earn an average of \$5.64 per hour. **This is 33% more** than the national minimum wage of \$4.25 per hour and is particularly noteworthy since sixty nine percent of those students entering Job Corps have never had a full-time job.

Community Service

Communities nationwide have benefited from Job Corps students' job training, such as:

- ▶ Nationwide, Job Corps students have built or assisted in building Habitat for Humanity houses.
- ▶ Job Corps center staff and students also assist local communities during natural disasters, such as participating in **cleanup after tornadoes and floods and fighting forest fires.**

Return on Investment

- ▶ A 1983 study by Mathematica Policy Research, Inc. showed that Job Corps returns \$1.46 to society on every dollar invested in it. The study also concluded that Job Corps students:
 - ▶ Improved their future earnings ability.
 - ▶ Got jobs, enrolled in college or the military more than their counterparts who did not participate in the program.
 - ▶ Were employed longer and received higher wages.
 - ▶ Required less government assistance.
 - ▶ Committed fewer criminal offenses.

A new study is currently underway with initial results due in 1997.

Cost Comparisons: Residential Programs for At-Risk Youth and Other Youth Populations

Programs Serving At-Risk Youth

Job Corps On average, Job Corps students remain enrolled in the program for about 33 weeks, at a cost of \$15,426 per student which includes room and board. This equates to a daily cost of \$67. For students who remain in the program for one full year, the average cost per student is \$24,611.

Other programs which serve similar audiences and provide similar services are listed below. They are operated with both public and private funds.

Milton Hershey School Average cost per student per day is \$124.

The Challenge Program Average cost per student per day is \$82.

Other Educational Institutions Serving Different Populations

Public Universities Public universities cost an average of \$17,246 per student per year, which includes 32 weeks of classes. This equates to a daily cost of \$77 per student, which is 14% above the Job Corps daily cost of \$67.

Private Universities Private universities tend to be more costly than both public universities and Job Corps. The average cost per student for a year of attendance, involving 32 weeks of class, is \$32,242. (This estimate includes tuition and fees, as well as expenses for room, board, books and transportation. *The Condition of Education 1995*. Department of Education. August, 1995). This equates to a daily cost of \$141 per student or well more than double the Job Corps rate of \$67 per student per day.

Military A cadet enrolled at the U.S. Military Academy costs the taxpayer \$62,250 per year. (U.S. Army Training and Doctrine and Command. Fort Monroe, Va.) This exceeds the Job Corps cost by more than 150%.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 94-6

JOB TRAINING PARTNERSHIP ACT

What is the Job Training Partnership Act?

The Job Training Partnership Act (JTPA) provides job-training services for economically disadvantaged adults and youth, dislocated workers and others who face significant employment barriers. The act, which became effective on October 1, 1983, seeks to move jobless individuals into permanent self-sustaining employment.

State and local governments, together with the private sector, have primary responsibility for development, management and administration of job training programs under JTPA. Governors have approval authority over locally developed plans and are responsible for monitoring program compliance.

Title I of JTPA's six titles describes the coordination that takes place among state and local governments and the business community to produce partnerships that combine effective program administration and knowledge of the private-sector job market. The coordination includes the following elements:

State Job Training Coordinating Councils -- appointed by governors and composed of representatives of business, state agencies, local government and the unemployed to recommend training components of the act and play a critical role in planning employment services authorized by the Wagner-Peyser Act. The states also may establish a Human Resource Investment Council, representing major federal and state human service programs. It reviews and coordinates these programs and replaces the various, separate advisory councils.

Service Delivery Areas (SDA) -- designated by governors to receive federal job training funds. Among the areas automatically eligible to be SDAs are those where local governments have populations of 200,000 or more.

Private Industry Councils -- appointed by local elected officials to guide and oversee job and training programs at the Service Delivery Area. Private Industry Councils serve as key mechanisms for bringing the private sector into the active management of job training programs. Membership includes representatives from business, education, organized labor, rehabilitation agencies, community-based organizations, economic development agencies and public employment services. The majority of the members must represent business and industry within the Service Delivery Area, and the chairperson must be a business representative.

What Training Services are Available?

Title II-A authorizes training and services for the economically disadvantaged and others who face significant employment barriers. Training is afforded through grants to states for local training and employment programs. States are responsible for further allocating funds to their SDAs and for overseeing the planning and operation of local programs.

Program services include an assessment of an unemployed individual's needs and abilities and a strategy of services such as classroom training, on-the-job training, job search assistance, work experience, counseling, basic skills training and support services.

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Title II-B offers economically disadvantaged young people jobs and training during the summer. This includes basic and remedial education, work-experience programs and support services such as transportation. Academic enrichment also is a major part of the program and may include basic and remedial education.

Title II-C provides year-round training and employment programs for youth, both in and out of school. Program services may include all authorized adult services, limited internships in the private sector, school-to-work transition services and alternative high school services.

Title III -- the Economic Dislocation and Worker Adjustment Assistance Act authorizes employment and training help for dislocated workers. Workers who lose their jobs in mass layoffs or plant closings, and others who have been laid off and are unlikely to return to their jobs can take advantage of the following services: early intervention programs, occupational skill training, job search assistance, support services and relocation assistance.

Locally, services are designed and managed by substate grantees which typically correspond to the SDAs established to manage Title II programs.

In August 1988, Congress passed the Worker Adjustment and Retraining Notification Act (WARN), which requires advance notice of plant closing or mass layoffs. It allows affected workers, their unions, local governments and state dislocated worker units to begin the process of returning these workers to productive jobs in a timely manner.

Title IV authorizes federal programs for native Americans, migrant and seasonal farm workers and veterans. It also authorizes Job Corps, the National Commission for Employment Policy, nationally-administered programs of technical assistance, labor-market information, research and evaluation and pilot and demonstration programs.

Title VI amends the Wagner-Peyser Act of 1933, which authorizes federal-state employment service programs.

For More Information write: Office of Employment and Training Programs, Rm. N4469, U.S. Department of Labor, 200 Constitution Ave., N.W., Washington, D.C. 20210 -- or call state government listings in the telephone directory under such names as Employment and Training, Human Resources, Employment Service, Job Service or Employment Security Commission.



LABOR MARKET INFORMATION THE PULSE OF THE NEW REEMPLOYMENT SYSTEM

Access to good information on jobs and job skills is critical to the success of any job effort. But too often both job-seekers and employers have had to make job decisions in a vacuum, without up-to-date information about the local and national labor markets and economies.

In the new reemployment system, job-seekers, employers, and others can go to one-stop career centers and gain easy access to reliable electronic data on local job openings, job candidates, skill requirements, occupational trends, wage rates, and training programs. Whether the LMI customer is an individual selecting a career path, an employer creating a job description, or a business selecting a location, high-quality LMI helps ensure informed choices.

In the new reemployment system:

Individuals use LMI to help them find new jobs, decide on career paths, or choose training providers.

Employers use LMI whenever they are hiring or are determining what investments to make to keep their workforce at the cutting edge.

Intermediaries use LMI to assist individuals or employers in navigating the education/training and labor markets.

Economic developers use LMI to help their customers make decisions such as business location and community development strategies.

Education and training providers use LMI to design programs that meet new and emerging labor market trends and help students satisfy the skill needs of prospective employers.

Policy makers and planners at the federal, state and local levels use LMI to support program design and funding allocation.

October 31, 1994

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-2

MIGRANT AND SEASONAL FARMWORKERS PROGRAM

The Employment and Training Administration administers this national program to help combat chronic unemployment, underemployment and substandard living conditions among migrant and seasonal farmworkers and their families. The program is designed to provide training and support services to farmworkers who seek alternative job opportunities that will enable them to secure stable employment at an income above the poverty level and improve the living standard of those who remain in the agricultural labor market.

Through grants to public and private non-profit institutions, economically disadvantaged farmworker families are furnished training and other employment-related services, including classroom training, on-the-job training, work experience and support services, including day care, health care, legal aid, transportation assistance and food and housing in emergency situations. In addition, a number of special services are rendered including technical assistance, housing and emergency relief.

Who Are Served

The program covers migrant and seasonally employed farmworkers and their dependents who have earned most of their income from farmwork in 12 of the last 24 months and whose income is below Federal poverty standards.

How To Apply

Contact a local Job Service Office (See State government listings in the telephone directory under such names as Employment Security Agency or Employment Service) and ask for the nearest local program sponsor. Or, write the Seasonal Farmworker Program, Employment and Training Administration, U.S. Department of Labor, 200 Constitution Avenue, N.W., Room N-4641, Washington, D.C. 20210.

Authorization: Job Training Partnership Act of 1982, Title IV, Section 402.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 94-17

NAFTA TRANSITIONAL ADJUSTMENT ASSISTANCE PROGRAM

Employees who lose jobs may be covered by one of several programs that target dislocated workers. These programs are frequently tied to the cause of the dislocation, such as defense downsizing, compliance with federal environmental requirements or the nation's trade policies. A new specialized program is designed to help workers who become dislocated as a result of increased trade with Mexico or Canada after January 1, 1994, when the North American Free Trade Agreement (NAFTA) took effect.

The North American Free Trade Agreement Implementation Act (P.L. 103-182) establishes a **Transitional Adjustment Assistance** program for workers in companies affected by imports from Mexico or Canada or by shifts of U.S. production to those countries. This program combines aspects of two laws that have been in effect for many years: the **Economic Dislocation and Worker Adjustment Assistance Act (EDWAA)** and the **Trade Adjustment Assistance (TAA)** program. By drawing on these models, the new program provides affected workers with both rapid and early response to the threat of unemployment and the opportunity to engage in long-term training while receiving income support.

Eligibility

The NAFTA Transitional Adjustment Assistance program covers workers who are laid off or who are forced to work part-time as a *direct* result of increased imports from Mexico or Canada or of a shift of U.S. production to those countries. It also covers those who are threatened with job loss or reduced work hours for those reasons.

Thus if a manufacturer's production has declined in direct response to imports from Mexico or Canada, workers at that company would be

eligible for assistance. An even clearer case involves workers who lose their jobs when a plant in the United States closes and the production is transferred to Mexico or Canada.

The program also covers workers in companies that are *indirectly* affected by trade with Mexico or Canada. For instance, if workers lose their jobs at a company that supplies materials to a company directly affected by trade, or at a company that assembles or finishes components produced by a company directly affected by trade, these workers also may be eligible for assistance.

Finally, the NAFTA Transitional Adjustment Assistance program has a provision for family farmers and farm workers who are adversely affected by NAFTA but who do not qualify for unemployment compensation. Such workers are eligible for retraining and adjustment services and for income support if they worked at least eight weeks during the previous year.

Federal-State Partnership

Responsibility for investigating whether a worker layoff is related to NAFTA is shared by the governor of the state where the workers' company is located and the U.S. Department of Labor. When the state receives a petition for assistance, the governor makes a preliminary finding as to whether the petition meets certain eligibility criteria. This finding must be issued within 10 days of receipt of the petition. The Secretary of Labor then makes a final determination of eligibility within 30 days of receipt of the preliminary finding.

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When a determination by the Secretary of Labor states that a petition does not meet the eligibility requirements under this program, the petition is immediately reviewed under the Trade Adjustment Assistance program to determine if coverage is available.

Services Provided

The NAFTA Transitional Adjustment Assistance program emphasizes a comprehensive, timely array of retraining and re-employment services tailored to meet workers' individual needs. Major activities and services include:

- **Rapid Response and Basic Readjustment Services.** When the Dislocated Worker Unit in a state is alerted to the possibility of a layoff or plant closing, it responds quickly with on-site services. These may include efforts to let workers know they are eligible for the program and to enroll them in the program. Once in the program, workers receive an assessment of their individual skills and abilities as well as financial and personal counseling to prepare for job transition.

When the Secretary of Labor certifies eligibility, adversely affected workers are provided a broad range of adjustment services, including:

- **Employment Services** such as career counseling, job placement assistance services and support services such as assistance for child care and transportation.

- **Training** for employment in another job or career. Training in occupational skills may be supplemented, as needed, with basic and remedial education, entrepreneurial training, or training in literacy or English as a second language.
- **Income Support** for up to 52 weeks after a worker has exhausted unemployment compensation when the worker is enrolled in training.
- **Job Search Allowances** to pay expenses for workers who search for work beyond their normal commuting area.
- **Relocation Allowances** to pay moving expenses for a dislocated worker who is likely to find work in another area.

How to Apply

Petitions may be filed by a group of three or more workers, their union, or a duly authorized representative, including community-based organizations. A company official also may file a petition. Forms may be obtained from the local office of the state employment security agency or from any agency designated by the governor to provide reemployment services under the NAFTA Transitional Adjustment Assistance program. Additional information is available from the U.S. Department of Labor, Employment and Training Administration, Office of Trade Adjustment Assistance, Room C-4318, 200 Constitution Avenue, N.W., Washington, D.C. 20210. Telephone: (202) 219-5555.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 90-4

NATIVE AMERICAN PROGRAM

The Department of Labor sponsors special employment and training programs designed to help jobless Native Americans. Eligible persons include Indians, Eskimos, Aleuts, Hawaiians and other persons of Native American descent who are economically disadvantaged (by Federal poverty standards), unemployed, or underemployed.

In addition to job referrals, the programs offer job training, counseling and other employment-related services to help Native Americans prepare for and hold productive jobs. Included are child care, transportation and training allowances.

The programs are administered by qualified Native American groups or organizations with Labor Department funds provided under the Job Training Partnership Act (JTPA).

Authorization

Job Training Partnership Act (JTPA) of 1982 (P.L. 97-300).

How To Apply

Contact tribal or other grantees representing the reservations or villages who receive Labor Department grants under Section 401 of JTPA.

For Further Information

Contact the Employment and Training Administration, U.S. Department of Labor, 200 Constitution Avenue, N.W., Room N-4643, Washington, D.C. 20210

U.S. Department of Labor Program Highlights



ETA Fact Sheet No. 94-19

PROGRAMS AND SERVICES FOR OLDER WORKERS

Local Employment Service Offices

More than 1,700 local employment service offices in the U.S. help millions of job-seekers each year. Employability assessment, referral to jobs and/or training and other services are free. Some states offer services to individuals with special barriers to employment, such as age. For more information on services in your area, contact the nearest public employment office, usually listed as "Employment Service," "Job Service," or "State Department of Labor" in the telephone directory under state government.

Senior Community Service Employment Program

The Senior Community Service Employment Program (SCSEP) offers low-income persons 55 or older part-time paid community service assignments and the opportunity to obtain unsubsidized jobs. The program, funded under the Older Americans Act and administered by the U.S. Department of Labor, is operated by ten national sponsoring organizations, governments of all states, the District of Columbia, Puerto Rico and the territories. In addition to SCSEP, participants get annual physical examinations, personal and job-related counseling, job training if necessary and, in some cases, placement into unsubsidized jobs. Participants may work up to 1,300 hours per year. Most SCSEP jobs give participants 20 hours of paid employment each week.

For more information on SCSEP programs operating in the local area contact the state unit on aging; the area agency on aging; or the U.S. Department of Labor, Division of Older Worker Programs, 200 Constitution Ave. N.W., Washington, D.C. 20210.

Job Training Partnership Act

The Job Training Partnership Act (JTPA) provides a variety of training and placement services that may aid older job-seekers. Five percent of the amount allotted to each state for JTPA Title II-A adult programs is set aside for training and employment services for those 55 and older who meet income criteria. Each state selects the entity to provide services in coordination with the JTPA Service Delivery Area (SDA).

Those eligible also may be served under Title II-A, with funds allocated to SDAs. Title II-A offers training and related services to the economically disadvantaged who are 22 or older. Services may include classroom training, basic-skills or on-the-job training, work experience, counseling and support services.

Title III of JTPA offers retraining and re-employment help for dislocated workers unlikely to return to their previous industry or occupation. Eligible workers may include those who lose their jobs due to plant

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closings or mass layoffs; long-term unemployed with limited local opportunities for jobs in their field; self-employed persons who become jobless due to general economic conditions and, in some cases, homemakers. Information on local JTPA programs and services is available from the local SDA and from the state JTPA agency. These agencies may be found in the government section of the telephone directory under such names as Job Training, Employment Training, Private Industry Council, Employment Service or Job Service.

Age Discrimination In Employment Act

The Age Discrimination in Employment Act (ADEA) protects those 40 and over by prohibiting age discrimination in hiring, discharging, promoting, pay and other aspects of employment. The ADEA applies to all employers (public or private) with 20 or more employees for each working day in each of 20 or more calendar weeks in the current or preceding calendar year and employment agencies. A labor organization is covered if it keeps a hiring hall or has 25 or more members. The ADEA is administered by the Equal Employment Opportunity Commission (EEOC). Anyone seeking to file a charge of age discrimination in employment should contact the nearest EEOC field office. If there is no EEOC field office in the area, call 800-669-EEOC for more information.

Age Discrimination Act

The Age Discrimination Act (ADA) prohibits age discrimination in programs or activities receiving federal financial assistance. It protects people of all ages from discrimination in all federally assisted programs and activities. However, the act

does not apply to any program or activity established under authority of a law that provides benefits to persons based on age or that establishes criteria for participation in age-related terms. Complaints should be filed with the Department of Labor Directorate of Civil Rights, 200 Constitution Avenue N.W., Washington, D.C. 20210.

Other Activities

Older Worker Week was established by the American Legion to help promote employment of older workers. It is observed each year in the second full week of March. Observances, which differ from state to state, are coordinated by a state's American Legion Headquarters. In conjunction with Older Worker Week, the American Legion sponsors a yearly statewide competition for an **Employer of Older Workers Award**. Anyone may make a nomination based on an employer's employment and retention of older workers. Nominations should be submitted by the beginning of January each year. For more information on Older Worker Week and Employer of Older Worker Awards, contact the state or local American Legion Post or the National Economic Commission, The American Legion, 1608 K Street, N.W., Washington, D.C. 20006. (202) 861-2780.

Additional Information

In addition to the Employment and Training Administration programs discussed above, there are a variety of other programs and services available to help older workers. For more information on other services that may be available to older workers in your area, contact the local area agency on aging or the state unit on aging.



ONE-STOP CAREER CENTERS THE HEART OF THE NEW REEMPLOYMENT SYSTEM

One-stop centers can take many forms, but they all offer the following services:

- Information on a full array of employment-related services, including "consumer reports" on local education and training services providers.
- Assistance in filing initial claims for unemployment insurance and in evaluating eligibility for any job training and education programs, including availability of student financial assistance.
- Preliminary assessment of skill levels, aptitudes, abilities, and supportive service needs that may include individual and/or group counseling.
- Self-help information relating to career exploration and skill requirements of various occupations; career planning information; job vacancy announcements and listings; job search (including resume writing); job recruitment, referral and placement services.

Every one stop center would have the following elements:

Easy access to reemployment services and information. In the past, many dislocated workers and other job seekers had to stumble through a confusing maze of red tape and long lines just to find out what services and benefits they were entitled to. Employers have had a difficult time locating employees with the skills and experience they need. One-stop centers make it easier for employers and employees to find each other, offering user-friendly access to information and services, such as job counseling, computerized job banks, skills training and education, and supportive services like transportation and day care.

One-stops are open to everyone. Unlike some employment and training programs, which can have narrow eligibility requirements, one-stops offer universal access to all job-seekers.

Customer Choice. One-stops treat people like customers, giving them meaningful choices and real opportunities.

Seamless integration of programs and services. Eligibility requirements for state and federal services can be obscure and indecipherable -- often people do not even know for what services they are qualified. But one-stops integrate programs and services across agency lines and provide access to a broad array of information and options.

Accountability. One-stops track the performance of training programs and service providers, make this information available to both job seekers and employers, and hold providers accountable by weeding out those providers who fail to perform at an acceptable level.

Good Labor Market Information. Access to good information on jobs and the local labor market is critical to any successful job effort. One-stop centers offer job-seekers and employees user-friendly access to Labor Market Information in one central location -- including data on growing occupations and the skills they require.

October 31, 1994

Creating Opportunities for Out-of-School Youth

U.S. Department of Labor
June 27, 1996

Profile

Name
Kulick Grant

Goal
Raise employment rate of out-of-school youth to 80 percent.

Funding
\$8.9 million in federal funds and \$12+ million in matching funds for 1996.

Target Population
High-poverty urban and rural youth ages 16-24.

Overview

One of every two out-of-school youth lacking a high-school diploma is unemployed. In high-poverty areas, two out of every three young dropouts are unemployed. Their joblessness, some researchers suggest, is inextricably linked to crime, poverty, teen pregnancy, drug abuse, and welfare dependency. Without intervention, out-of-school youth are likely to remain unemployed and, ultimately, become permanently lost to the workforce. Investments in increasing the rate of employment for out-of-school youth can lead to bottom-line benefits for individuals and society as a whole.

Raising the Employment Rate for Out-of-School Youth

In 1996, the U.S. Department of Labor will grant \$8.9 million to conduct 3 pilot projects—one each in Houston, Los Angeles, and Chicago—aimed at raising the employment rate of out-of-school youth ages 16 - 24 to 80 percent in high-poverty urban and rural communities. The first-ever Donald J. Kulick Grant, named in honor of the long-time federal official for youth jobs programs, combines federal, state, and local community resources with strong private-sector involvement to create a comprehensive approach to job training, education, and counseling—all focused toward the ultimate goal of getting jobs for high-school dropouts.

The grant uses federal money as a catalyst to spur long-term community investments in out-of-school youth. Grantees must commit state, local, or other federal resources equal to or exceeding the amount of the Kulick grant in the first year, and the ratio of the grantees' matching funds must increase over the life of the grant even as Kulick funds decrease. The grant's design is based on what has worked best among the nation's education and training programs to prepare high-risk, low-income youth for better jobs.

1996 Grant Recipients

Kulick grant proposals were judged based on their ability to provide six essential components:

1. School-to-work efforts in the target area high school.
2. Commitments by area employers for a specific number of career track jobs.
3. School district efforts to reduce the dropout and truancy rates in the area middle and high schools.
4. Additional investments from state, local, or other federal programs.
5. Public/private collaboration to start an area CollegeBound program.
6. Comprehensive sports and recreation program in the area.

Successful 1996 grant recipients are:

Houston Works, where as many as 1,488 out-of-school youth will be served. Houston Works will combine \$2,895,055 in Kulick grant funds with \$4,442,252 in other funds to reduce the youth unemployment rate from 70 percent to less than 20 percent and reduce the dropout rate by more than 50 percent.

City of Los Angeles, where as many as 3,145 out-of-school youth will be served. In addition to \$3 million in Kulick grant funds, the City of Los Angeles has promised more than \$4.3 million in public and private-sector funds and more than 700 jobs, which have been pledged by private-sector employers.

City of Chicago, where as many as 1,341 out-of-school youth will be served. In addition to \$3 million in Kulick grant funds, the City of Chicago has promised \$3,464,035 in state and local funds. Area businesses and corporations have committed 200 work-based learning positions for out-of-school youth and 50 part or full-time jobs.

The High Cost of Inaction

Rescuing young dropouts from the nation's most impoverished areas is not cheap, easy, or quick. But consider the cost of doing nothing:

- The average high-school dropout earns, and thus contributes, \$230,000 less to the economy than a high-school graduate.
- The average high-school dropout pays \$70,000 less in taxes than a high-school graduate.
- One half of all African American male high-school dropouts under age 25--and three-quarters between the ages of 25 and 34--are under some form of justice system supervision, at an average yearly cost to the taxpayer of \$50,000.

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-9

SOURCES OF INFORMATION ABOUT OVERSEAS JOBS

State Job Services

Overseas jobs with American employers are sometimes listed at local and State Job Service Offices, especially in large cities where home offices of major corporations are based. Check your telephone directory under State government listing for Job Service, Employment Service, or Employment Security Agency.

Federal Job Information Centers

Of the more than 2.7 million General Services employees of the U.S. Government, about four percent work overseas. To find out how to apply for such jobs, consult any of the 86 Federal Job information Centers. Consult your telephone directory, under U.S. Government, or write U.S. Office of Personnel Management, Washington, DC 20415.

State Department

American citizens who work abroad for the United States Information Agency and State Department in our embassies and consulates are members of the Foreign Service. For information write the State Department, Foreign Service Officer Recruitment Branch, Box 9317, Rosslyn Station, Arlington, VA 22209.

Department Of Defense Overseas Teachers Program

This program coordinates teaching positions in overseas dependents' schools. Nationwide recruitment usually begins in late November or early December for the following school year. Write Department of Defense, Office of Dependent Schools, 2461 Eisenhower Avenue, Alexandria, VA 22331, Attn: Teacher Recruitment.

Department Of Education

Write Fulbright Teacher Exchange Program for information on one-year exchanges between foreign and U.S. teachers and brief seminars abroad for U.S. teachers: Room 3069, U.S. Department of Education, 400 Maryland Avenue, S.W., Washington, D.C. 20202. For general information on overseas study, work and travel, write Clearinghouse, International Education Programs, Room 3912, at the above address.

Chamber Of Commerce Of The United States

A pamphlet *Employment Abroad -- Facts and Fallacies*, discusses the major points to be considered in deciding whether or not to seek a job overseas. It gives the general criteria used by American businesses in selecting employees for their overseas operations and it cites several basic reference books that can be consulted. Price: \$3 members, \$4 non members. Write: Chamber of Commerce of the United States, 1615 H Street N.W., Washington, D.C. 20062.

Engineering News-Record

This weekly journal carries help-wanted advertisements for engineers, project managers and other technical personnel for overseas construction projects. It also has occasional articles on international construction activity. Write: Engineering News-Record, Promotion Dept., 1221 Avenue of the Americas, New York, NY 10020. Annual subscription \$49, single copy \$5.

International Organizations

Job vacancies in international organizations are either filled locally or through their offices outside the United States. Likewise, depending on

the appointment, the staff hired from the United States may also be assigned overseas. Careers with international organizations are mostly diversified and offer opportunity for travel. However, getting such a job is highly competitive, and the requirements are usually stiff. Many positions require strong backgrounds in international relations, and proficiency in several languages is always a plus. Critical positions are usually filled by individuals who have graduate degrees and many years of experience in the related field. Resumes may be submitted for general consideration directly to these selected agencies:

Inter-American Defense Board
2600 16th St., N.W.
Washington, D.C. 20441
(202) 939-6660

Inter-American Development Bank
1300 New York Ave., N.W.
Washington, D.C. 20577
(202) 623-1000

The World Bank
1818 H St., N.W.
Rm. O-4146
Washington, D.C. 20433
(202) 477-1234

International Monetary Fund
700 19th St., N.W.
Washington, D.C. 20431
(202) 623-7000

International Telecommunications Satellite
Organizations (INTELSAT)
3400 International Dr., N.W.
Washington, D.C. 20008
(202) 944-6800

Organization of American States 17th &
Constitution Ave., N.W.
Washington, D.C. 20006
(202) 458-3000

Organization for Economic Cooperation and
Development
2001 L St., N.W., Suite 700
Washington, D.C. 20036
(202) 785-6323

Pan American Health Organization
525 23rd St., N.W.
Washington, D.C. 20037
(202) 861-3200

South Pacific Commission,
U.S. Liaison Office for Pacific Island Affairs, Dept.
of State
Washington, D.C. 20520
(202) 647-3546

Agency for International
Development (AID)
3220 21st St., N.W.
Washington, D.C. 20523
(202) 663-1451

United Nations Wash., DC Ofc.
1889 F St., N.W.
Washington, D.C. 20006
(202) 289-8670

United Nations HQ
One U.N. Plaza
Room 200
New York, New York 10017
(212) 963-1234

U.N. Food and Agriculture Org.
North America Liaison Office
1001 22nd St., N.W.
Suite 300
Washington, D.C. 20437
(202) 653-2400/2401

International Labor Organization
1828 L St., N.W.
Washington, D.C. 20006
(202) 653-7652
(Continued on next page)

International Civil Aviation
Organization (ICAO)
1000 Sherbrooke St. N.W.
Suite 400
Montreal, Quebec, Canada H3A2R2
(514) 285-8304

U.N. Educational, Scientific
& Cultural Org. (UNESCO)
7 Place de Fontenoy
Paris 75007, France
33/1/4568-1000

U.N. Children's Fund (UNICEF)
Three U.N. Plaza
Room H5S
New York, NY 10017
(212) 326-7574

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-8

PILOT AND DEMONSTRATION PROGRAMS

The Employment and Training Administration (ETA) plans and implements Pilot and Demonstration Programs (P&D) to provide job training, employment opportunities and related services for individuals with specific disadvantages. The programs address industry-wide skill shortages and offer technical aid to particular client groups. They develop information networks among organizations with similar Job Training Partnership Act (JTPA)-related objectives. The programs are administered at the national level and operated at State and local levels.

A current P&D priority is to address the employment and training needs of youth, especially high school dropouts.

At present, P&D programs and projects are conducted under ETA contracts and grants by:

- major employer associations, labor organizations and other institutions that deal with skill shortages at the national level and provide job opportunities for various disadvantaged groups;
- national organizations having specializing in problems of the handicapped;
- business, labor and community-based organizations that provide technical assistance to their affiliates to improve their capacity for participation in JTPA;

- organizations carrying out congressionally mandated activities and

- other Department of Labor agencies to further certain national training and employment goals.

Who Are Served

P & D programs cover disadvantaged groups in the labor market, including offenders, individuals with limited English language proficiency, handicapped persons, women, single parents, displaced homemakers, youth, older workers, those lacking in education, public assistance recipients and others who the Secretary of Labor determines need special assistance.

Authorization

Title IV, Part D, of the Job Training Partnership Act.

For Further Information contact the Employment and Training Administration, Office of Strategic Planning and Policy Development, U.S. Department of Labor, 200 Constitution Ave., N.W., Rm. N-5637, Washington, D.C. 20210.



FACT SHEET

Building A National System

Community by community, state by state, a national network of School To Work systems will be built during the next decade. The new School To Work Opportunities Act will be the framework for construction of this network. It authorizes four major types of grants to help states and localities build their own customized systems:

- | | |
|---------------------|--|
| Development: | Non-competitive planning grants to all states, Puerto Rico and the District of Columbia. |
| Implementation: | Competitive grants to states for implementing statewide systems. |
| Local Partnership: | Competitive grants to local partnerships within states. |
| High-Poverty Areas: | Competitive grants to localities defined as a high-poverty areas. |

Working Together

The School To Work initiative is not another top-down federal program. It is an invitation to all sectors of the community to work together in new ways to meet shared and individual needs. These local and state partnerships will drive the planning, implementation and operation of School To Work systems.

At all levels, partnerships are forming to structure day-to-day working relationships, apply for federal grants and reach out to all who should be involved. At the federal level, the U.S. Departments of Education and Labor are working together in that same spirit of partnership. The departments are administering the initiative with an unprecedented degree of shared decision-making and joint team activities.

Everyone Benefits

Students:

- * Can choose from a wider range of occupations and educational opportunities.
- * Have more opportunities for good jobs after graduation.
- * Obtain actual work experience while going to school.
- * Develop potential contacts that may broaden employment options.
- * Boost self-confidence and experience success at school and work.
- * Get personal assistance in attaining education and career goals.

Employers:

- * Gain access to an expanded pool of qualified applicants.
- * Influence curriculum development to meet industry requirements.
- * Evaluate potential employees in work settings prior to hiring.
- * Improve the quality of life in the community.

Educators:

- * Increase college placement and employment rates of graduates.
- * Participate in improved opportunities for professional development from recruitment to retirement.
- * Integrate academic instruction with actual work and life experiences.
- * Reduce dropout rates, improve attendance and increase enrollment.
- * Come to better understand real-world applications of academic knowledge.

Government and Community-Based Groups:

- * Participate in the development of a skilled workforce.
- * Enhance the employability of all youth.
- * Stimulate local economic growth through an expanded skilled workforce and taxpayer base.

What Is School To Work?

Every School To Work Opportunities system must contain three core elements known as school-based learning, work-based learning and connecting activities. School-based learning is classroom instruction based on high academic and occupational skill standards. Work-based learning is work experience, structured training and mentoring at job sites. And last, connecting activities develop courses that integrate classroom and on-the-job instruction, match students with participating employers, train job-site mentors and build and maintain bridges between school and work.

What It Will Mean For Young People

When they enter a School To Work system, America's students will see a bright light at the end of the tunnel. Graduates will receive a high school diploma or its equivalent in addition to a recognized skills certificate. Some will receive a certificate or diploma recognizing successful completion of one or two years of post-secondary education. Others will enter a registered apprenticeship program or enroll in a college or university. With these credentials and skills, a young person can expect not only to compete for a job in his or her field, but prosper as well.

For further information, contact your state school-to-work liaison, the Education or Labor regional office that serves your state, or the national School-to-Work Opportunities Information Center, 202/260-7278.



SELF-EMPLOYMENT ASSISTANCE PROGRAM FACT SHEET

THE GOAL

The goal of the Self-Employment Assistance Program is to offer dislocated workers the opportunity for early re-employment. The program is designed to encourage and enable unemployed workers to create their own jobs by starting their own small businesses. The program achieves this goal by removing the barrier that forced unemployed workers interested in self-employment to choose between receiving unemployment benefits and starting a business without the benefits.

The Self-Employment Assistance Program is one step toward fundamentally changing the way government helps people who are unemployed move quickly back to economic security by offering them the choice of services they want and need, and a system which is accountable for results.

BACKGROUND

The NAFTA implementing legislation which passed the U.S. House of Representatives on November 17 and the U.S. Senate on November 20 includes a provision that authorizes states to establish self-employment assistance programs as part of the state's unemployment compensation system. Under these programs, states may pay a self-employment allowance instead of unemployment compensation to help unemployed workers while they are establishing businesses and becoming self-employed.

Participants in state self-employment programs will receive weekly allowances while they are getting their businesses off the ground. These payments will be the same weekly amount as the worker's regular Unemployment Insurance benefits, but participants can work full-time on starting their business instead of searching for wage and salary jobs.

THE FACTS

The self-employment assistance is paid in the same manner as weekly unemployment compensation except state requirements that an individual search for employment are waived -- as long as the individual is engaged full-time in self-employment activities.

* Individuals who have been permanently laid-off from their previous jobs and are identified through the profiling system as likely to exhaust regular unemployment compensation are eligible to participate in the program.

THE FACTS (cont.)

- * Participants in the program must participate in self-employment assistance activities including entrepreneurial training, business counseling, and technical assistance.
- * Self-employment allowances will be funded out of each state's account in the Unemployment Trust Fund at no additional cost to the unemployment insurance system.
- * No more than five percent of individuals receiving regular unemployment compensation may be part of this program.
- * This program is effective as of the date of enactment (when the President signs the NAFTA implementing bill). Then, states that wish to offer the self-employment option must amend their unemployment insurance laws.
- * The Self-Employment Assistance program sunsets five years after it is enacted.
- * Four years after the program is enacted the Secretary of Labor will submit a report to Congress which reviews the efficacy of the program.
- * The Department of Labor will issue guidelines regarding self-employment programs early next year, and states have the flexibility to establish their own programs within those guidelines.

November 23, 1993

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-7

SENIOR COMMUNITY SERVICE EMPLOYMENT PROGRAM

The Senior Community Service Employment Program (SCSEP) promotes creation of part-time jobs in community service activities for jobless, low-income people at least 55 years old and have poor employment prospects.

The SCSEP is sponsored by State and territorial governments and 10 national sponsors: Asociacion Nacional Pro Personas Mayors; National Center on Black Aged, Inc.; National Council on the Aging; American Association of Retired Persons; National Council of Senior Citizens; National Urban League, Inc.; Green Thumb, Inc.; National Pacific/Asian Resource Council on Aging; National Indian Council on Aging and the U.S. Department of Agriculture's Forest Service.

Individuals work in part-time jobs at senior citizen centers, in schools or hospitals, in pro grams for the handicapped, in fire prevention programs and beautification and restoration projects.

In addition to providing employment for needy jobless workers, this program makes possible an array of community services to the elderly. Services include nutrition programs, recreation, health and home care and transportation. Participants receive annual physical examinations, personal and job-related counseling, job training if necessary and in some cases placement into regular unsubsidized jobs.

Participants may work up to 1,300 hours per year (20-25 hours a week).

Who Are Served

SCSEP participants must be at least 55 years old, have family income of not more than 25 percent above the Federal poverty level and be capable of performing the tasks to which they are assigned. Of all SCSEP participants, almost 80 percent are over 60, two-thirds are women, more than 30 per-cent are minority group members, and more than 50 percent did not finish high school.

Authorization

Title V of the Older Americans Act of 1965, as amended by the comprehensive Older Americans Amendments of 1984.

For Further Information contact State offices for the aging, area agencies on aging, or local Job Service offices (See State government listings in the telephone directory under such names as Employment Security Agency or Employment Service) to find out where SCSEP projects are in operation. Contacts may also be made with the 10 national sponsors.



National Skill Standards Board

Voluntary Skill Standards: For Employers, Employees, Educators, Applicants and Students

What Are Skill Standards?

Skill standards are the performance specifications that identify the knowledge, skills and abilities an individual needs to succeed in the workplace. They are critical to improving the skills of employees, will raise standards of living and will improve the competitiveness of the U.S. economy. Skill standards provide a common vocabulary to enhance communication between:

- Employers and Employees or Job Seekers — to specify the knowledge, basic skills, technical skills, aptitudes and attitudes required for recruitment, hiring, education and training, promotion and retention in a company or within an industry.
- Employers and Schools or Job Training Programs — to encourage the alignment of school curricula with industry requirements, to update educational objectives as workplace demands change, and to ensure a better return on public and private education and training investments.
- Employees or Job Seekers and Schools or Job Training Programs — to help employees and job seekers make sound decisions about their own education and training needs in a changing marketplace.

Why Do Skill Standards Matter?

In most successful workplaces the only constant is change. Jobs that used to be relatively simple now require high performance work processes and enhanced skills in order to compete globally. Because skill standards reflect these changing workplace realities, they are a key device for helping applicants and employees enjoy greater career opportunities and achieve higher standards of living and economic security.

The shelf-life of skills is shrinking, causing many employers to spend more on education and training. Skill standards provide benchmarks for making education and training decisions, shaping curricula, and directing funds toward highest value education and training investments.

Skill Standards and Competitiveness

In today's economy — where jobs are routinely re-engineered, where employees are changing jobs frequently, where the trend is to tie wages to skill levels, where education and training costs are rising, and where the pace of change is increasing exponentially — skill standards help employers, educators, job seekers and employees assess education and training needs. Setting skill standards is a cornerstone to dealing with the critical economic imperatives of improving productivity, competitiveness and standard of living.

The National Skill Standards Board

The National Skill Standards Board is chaired by James R. Houghton, CEO, Corning Incorporated and is composed of 28 members representing business, labor, education, government, community, and civil rights organizations. Created by Congress, the Board's charge is to:

- Identify broad clusters in which skill standards will be developed.
- Promote the establishment of voluntary partnerships to develop skill standards.
- Research, coordinate, and disseminate information on the development of skill standards.
- Endorse skill standards that are created by voluntary partnerships.
- Develop a national framework to support skill standards.

Principles Guiding The Board's Work

- The skill standards must be voluntary. The system will only work if the final product is relevant to employers, unions, educators and employees.
- The process will be business-led in full partnership with education, labor and community stakeholders.
- The skill standards must be flexible, portable and continuously updated and have equal relevance to both the public and private sector.
- The Board's work will be integrated with relevant, cutting edge work already being done by employers, states, unions and the education systems.
- Skill standards must be dynamic and geared toward the future with an emphasis on the process of continuous improvement. The Board's mission will not be fully achieved if they are static and merely codify the present.
- The standards must be consistent with existing civil rights laws and practices.

Mission Statement of the National Skill Standards Board

The mission of the National Skill Standards Board is to encourage the creation and adoption of a national system of skill standards which will enhance the ability of the United States to compete effectively in a global economy. These voluntary skill standards will be developed by industry in full partnership with education, labor and community stakeholders, and will be flexible, portable and continuously updated and improved.

This national skill standards system is intended to do the following:

- Promote the growth of high performance work organizations in the private and public sectors that operate on the basis of productivity, quality and innovation, and in the private sector, profitability.
- Raise the standard of living and economic security of American workers by improving access to high skill, high wage employment and career opportunities for those currently in, entering, or re-entering the workforce.
- Encourage the use of world-class academic, occupational and employability standards to guide continuous education and training for current and future workers.



National
Skill
Standards
Board

For more information contact:

National Skill Standards Board

1441 L St., N.W., Suite 9000, Washington, D.C. 20005-3521

Phone 202 254 8628 - Fax 202 254 8646

U.S. Department of Labor Program Highlights



Fact Sheet No. OSBMA 92-1

OFFICE OF SMALL BUSINESS AND MINORITY AFFAIRS

The Department of Labor (DOL) fully supports the Federal Government's Small and Disadvantaged Business Utilization Program, created to give small, small disadvantaged, and women-owned businesses maximum opportunity to participate in government contracting and grant activities for supplies and services (including research, evaluation, maintenance, repairs and construction). The Department's Office Of Small And Disadvantaged Business Utilization (OSDBU) was renamed the Office of Small Business and Minority Affairs (OSBMA) to emphasize development of small and disadvantaged business utilization in contract and grant activities, provide for interaction with minority colleges and universities, and assume management responsibility for Department advisory committees.

Small and disadvantaged business utilization includes: small business; socially and economically disadvantaged business 8(a) (named for the Section of the Small Business Act from which it gets authority); minority business other than 8(a); labor-surplus-area business; women-owned business and subcontracting and minority bank deposits. The minority colleges and universities program includes Historically Black Colleges and Universities and Hispanic and other minority colleges and universities. The office also is responsible for the Department's advisory committees, inter-agency committees and intradepartmental committees.

Authority

The Small Business Act, as amended by Public Law (P.L.) 95-507 authorizes the Small and Disadvantaged Business Utilization program, including 8(a). Executive Order 12677 directs the Historically Black Colleges and Universities program, and P.L. 92-463 (Federal Advisory Committee Act) governs the advisory committees.

Programs

The Office of Small Business and Minority Affairs programs include:

Small and Disadvantaged Business Utilization:

- Implements, administers and promotes Sections 8 and 15 of the Small Business Act and its amendments regarding the Department's contract and grant activities; conducts outreach programs and seminars for small and disadvantaged businesses; provides DOL staff training related to small and disadvantaged business; develops requisite regulations and procedures and informational materials; and prepares the Department's annual report from the Secretary to the Administrator, Small Business Administration.

Minority Colleges and Universities:

- Implements, administers and promotes Executive Order 12677 for Historically Black Colleges and Universities and similar initiatives for Hispanic and other minority colleges and universities; increases the involvement of such institutions in DOL-sponsored programs; develops departmental policy and guidelines and establishes program plans and monitors them to ensure accomplishments.

Advisory Committees:

- Establishes guidelines and controls and maintains charters, reports and memberships for the DOL advisory committees, interagency and intradepartmental committees.

Responsibilities

- The Director, Office of Small Business and Minority Affairs, administers and implements the

small and disadvantaged business utilization, minority colleges and universities, and advisory committee programs.

- Agency heads, in administering their programs, assure adherence to departmental policies, regulations, procedures, and reporting requirements related to small and disadvantaged business, minority colleges and universities, and advisory committee programs.
- Program and procurement officials ensure that small and disadvantaged business concerns, including women-owned and minority colleges and universities are given the opportunity to participate in agency contract and grant activities.
- Small and disadvantaged business specialists monitor acquisitions within their agencies to ensure that small and disadvantaged businesses are fairly considered for procurement opportunities.
- OSBMA coordinates with agency staff, including the Office of the Solicitor, to provide information and support related to advisory committees' involvement with their agencies.

Office of Small Business and Minority Affairs:

Director, June M. Robinson
(202) 219-9148

Small business/subcontracts:

William Alexander (202) 219-9154

Minority business, small disadvantaged business 8(a), women-owned business, & minority colleges and universities:

Katherine M. Lee (202) 219-9151

Elia Mendoza (202) 219-6380

Advisory and other committees

Betty Cooper (202) 219-9353

For more information, write to:

Office of Small Business and Minority Affairs
200 Constitution Avenue, N.W.
Washington, D. C. 20210
Telephone: (202) 219-9148

Investing in Summer Jobs

U. S. Department of Labor
June 5, 1996

Overview



Summer jobs are often the first exposure to the world of work for many young people. The jobs can improve basic educational skills and provide meaningful opportunities for learning and living the work ethic.

Young people gain exposure to work skills that are critical to successful job performance. They learn the discipline necessary to hold a job, and learn first hand of the link between getting a good education, skills training, and productive career development.

Summer jobs programs take many different forms, including public-sector, private-sector, and public/private partnerships.

Public-Sector Programs

The federally funded 1996 Summer Youth Employment Program is expected to serve approximately 540,000 economically disadvantaged 14- to 21-year-olds nationwide. Under Title II-B of the Job Training Partnership Act, economically disadvantaged youth receive job training services, including academic enrichment, institutional and on-the-job training and work experience.

Summer youth participants work in a wide variety of public-sector jobs including day care and eldercare centers, libraries, hospitals, museums, laboratories, parks, playgrounds and city and county offices.

Following is a recent funding history of the program:

Year	Expenditures
1996	\$625,000,000
1995	\$867,070,000
1994	\$876,674,336
1993	\$849,412,000

Research Supports Effectiveness of Public-Sector Programs

Several studies, from the U.S. Department of Labor's Inspector General on the 1993 Summer Youth Program (IG) and from the Westat Company on the 1993 and 1995 Summer Youth Programs (Westat), support the program's effectiveness.

The studies found that young people were engaged in real work, well supervised, and acquired or strengthened general work skills (Westat, 1993). Participants were productive, interested, closely supervised, learned new skills they could apply to their school work, and took pride in their employment (IG, 1992). Nearly 2/3 of the 1995 participants took part in academic activities, including small classes, where students received frequent feedback and individual attention (Westat, 1995).

Research also shows there are more than two eligible youth for every public-sector summer job created by the government (Westat, 1995). Current private-sector summer jobs do not fill the gap between the 500,000 youths who get federally funded jobs and the 1 million who want them.

Private Sector Programs

Each year the private sector generates hundreds of thousands of summer jobs for young people. The programs flourish in large cities and small towns, in big businesses and mom-and-pop stores and wherever there are employers who care about their communities, young people and the future of the American workforce.

Summer jobs enable employers to stretch their workforce, take on special projects, fill in for employees on vacation or meet other cyclical business needs.

Private sector employers can support summer jobs by:

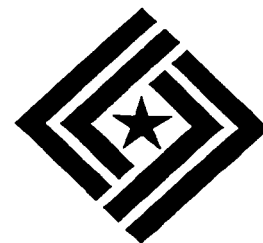
- (1) Hiring young people for the summer;
- (2) Making a financial contribution to their local public-sector program; the average cost per young person for the summer is \$1,200; and/or
- (3) Making an in-kind donation such as transportation, space or equipment for job creation in the public sector.

Public/Private Partnerships

Public/private sector partnerships are flexible enough to meet the needs of local communities and respond to changes in the local labor market and economy. In conjunction with local elected officials, and representatives of the education, labor, and non-profit communities, business representatives can take a lead in developing coordinated approaches to summer youth employment efforts.

U.S. Department of Labor

FACT SHEET



Employment and Training Administration, Room N4700, 200 Constitution Ave NW, Washington, D.C, 20210 (202) 219-6871

SUMMER YOUTH EMPLOYMENT AND TRAINING PROGRAM

The Summer Youth Employment and Training Program is a federally administered national program authorized under Title II-B of the Job Training Partnership Act (JTPA).

The legislative purpose of the summer programs is: (1) to enhance the basic educational skills of youth; (2) to encourage school completion or enrollment in supplementary or alternative school programs; (3) to provide eligible youth with exposure to the world of work; and (4) to enhance citizenship skills of youth.

Young people work for wages in public and private agencies. They acquire work maturity skills such as punctuality, taking direction, team work, etc., and attend educational classes on a part-time basis.

One of the most unique features of the Summer Youth Employment and Training Program is its renewed emphasis on relating work and education. An enriched academic component has been added to reverse the decline in reading and math levels that many young people experience while absent from school during the summer. Personal and employment counseling is provided in addition to wages and work experience. In some cases, limited internships in the private sector are also available. Private sector employers are encouraged to hire economically disadvantaged youth for summer jobs.

Summer youth participants work in a number of occupational areas during the summer, such as clerical (25%); building maintenance, custodial and repair positions (15%); recreation, camps and playgrounds (11%); landscaping and conservation (9%); and classroom aide positions (9%). They may also work in day care centers, libraries, museums, food service organizations and laboratories.

The program is operated during the summer months or equivalent vacation period. Needs-based grants are made to states which in turn fund localities to operate the program.

Who Are Served

Young men and women, aged 14-21 and economically disadvantaged. In the 1993 program, 647,000 participants were served nationwide.

Authorization

Title II-B of the Job Training Partnership Act.

How To Apply and Obtain More Information

Contact your state JTPA office for the closest Private Industry Council, Service Delivery Area (SDA). Interested employers may call the National Alliance of Business at 800-787-2848.

For More Information

Write to the Office of Employment and Training Programs, Room N-4469, U.S. Department of Labor, 200 Constitution Ave., N.W. Washington, D.C. 20210.

TRADE ADJUSTMENT ASSISTANCE (TAA)

HOW IT WORKS

Trade Adjustment Assistance (TAA) is a program to assist workers who become unemployed or underemployed as a direct result of increased imports. The program assists workers to return to suitable employment through the provision of trade readjustment allowances (TRA), job search and relocation allowances, and training and reemployment services. Emphasis is on the retraining of dislocated workers. Receipt of weekly TRA benefits is tied to worker participation in an approved training program where feasible and appropriate.

HOW TO APPLY

Group Eligibility: A petition must first be filed with the Department's Office of Trade Adjustment Assistance to establish group eligibility to apply for TAA. Petitions may be filed by a group of three or more workers, their union, or an authorized representative. Forms may be obtained from the local office of the State employment security agency or from any agency designated by the Governor to provide TAA reemployment services, or from the U.S. Department of Labor, Employment and Training Administration, Office of Trade Adjustment Assistance, Room C-4318, 200 Constitution Avenue, N.W., Washington, D.C. 20210. Telephone: (202) 523-0555.

A factfinding investigation is conducted to determine whether increased imports contributed importantly to decreased sales or production and to worker layoffs and to worker separations. If increased imports did contribute importantly to job reductions, the Labor Department issues a certification.

Individual Eligibility: The local office of the State unemployment insurance agency takes applications from individuals and determines individual eligibility for TRA benefits. Even if it is determined that an individual is not entitled to TRA benefits, an individual may still be eligible for other TAA benefits. The local Employment Service Office is responsible for determining if an individual is eligible for training or other employment services.

AUTHORIZATION

Title II, Chapter 2, Trade Act of 1974 (Public Law 93-618), as amended by Title XXV of the Omnibus Budget Reconciliation Act of 1981 (Public Law 97-35); Sections 2 and 3 of the amended International Coffee Agreement Act of 1980 (Public Law 98-120); the Deficit Reduction Act of 1984 (Public Law 98-369); the Consolidated Omnibus Budget Reconciliation Act of 1985 (Public Law 99-272); and the Omnibus Trade and Competitiveness Act of 1988 (Public Law 100-418).

U.S. Department of Labor Program Highlights



Fact Sheet No. ETA 93-10

UNEMPLOYMENT INSURANCE

How It Works

The Federal-State unemployment insurance system, initiated in the Social Security Act of 1935, offers the first economic line of defense against the effects of unemployment. By payments to laid-off workers, it ensures that at least a significant proportion of the necessities of life (food, shelter and clothing) can be obtained while a search for work takes place.

Conceptually, unemployment compensation is designed to provide benefits to most workers out of work due to no fault of their own for periods between jobs. Except in a few States where there are small employee payments, the system is financed by a payroll tax on employers. Originally most States paid benefits for a maximum 13 to 16 weeks; most States now pay a maximum of 26 weeks; and a few, longer.

In periods of very high unemployment in individual States, benefits are payable for as many as 13 additional weeks, up to a maximum of 39 weeks. These "extended benefits" are funded on a shared basis: approximately half from State funds and half from Federal sources.

Almost all wage and salary workers are now covered by the Federal-State system. State agencies take applications and administer payments. States, as agents of the Federal Government, also pay benefits to veterans with recent service in the Armed Forces, former civilian federal employees, and workers who lose their jobs as a result of the nation's trade policies or natural disaster.

Under regular and special programs, just over seven million people received \$13.9 billion in benefits in Fiscal Year 1989. In this same period, some 5.4 million employers paid \$17.3 billion in

state unemployment compensation taxes.

Authorization

Titles III, IX, XI and XII of the Social Security Act; Federal Extended Compensation Act of 1970; Disaster Relief Act; Trade Act and unemployment benefits authorized in other Federal statutes.

How To Apply

Contact a local office of the agency that administers the UI program in your State. It should be listed in the State government section of your telephone directory under such titles as Unemployment Insurance, Unemployment Compensation, Employment Security or Employment Service.

For Further Information write: Unemployment Insurance Service Employment and Training Administration U.S. Department of Labor 200 Constitution Avenue N.W. Washington, D.C. 20210.

In addition, you may or contact any of the Labor Department's regional offices (addresses and telephone numbers are in the Federal Government section of your telephone directory):

- | | |
|--------------------|------------|
| ■ Boston | ■ New York |
| ■ Philadelphia | ■ Atlanta |
| ■ Chicago | ■ Dallas |
| ■ Kansas City (MO) | ■ Denver |
| ■ San Francisco | ■ Seattle |

U.S. Department of Labor Program Highlights



Fact Sheet ETA 93-14

THE WORKER ADJUSTMENT AND RETRAINING NOTIFICATION ACT

The Worker Adjustment and Retraining Notification (WARN) Act, P.L. 100-379, requires covered employers to give notice at least 60 days in advance of plant closings and mass layoffs. Advance notice helps workers, their families and communities adjust to an impending loss of employment. It gives workers time to find new jobs or enter training programs, and it helps State and local governments provide timely and appropriate help. Together with the Economic Dislocation and Worker Adjustment Assistance Act (EDWAA) and Trade Adjustment Assistance, WARN is part of a comprehensive approach to aid dislocated workers.

Employers Covered By WARN

In general, employers are covered by WARN if they have 100 or more employees, excluding part-time workers (employees who have worked for an average of fewer than 20 hours per week or who have worked for fewer than 6 of the last 12 months preceding the date on which notice is required).

Which Employees Are Covered?

All employees, both full and part time, are entitled to notice, including managers and supervisors. Not entitled to notice are business partners, consultants and contract employees. Workers hired with the understanding that their employment was temporary and limited to the duration of a facility, project or undertaking are not entitled to notice if their loss of employment comes from the closing of the facility or completion of the project.

Who Receives The Notice?

Employers must notify unions representing affected employees. If there is no union, notice is

given to the workers who may reasonably be expected to lose their jobs, or to the incumbents in positions to be eliminated. Also required to receive notice are: the chief elected official of the local government unit encompassing the employment locale and the State dislocated worker unit designated in each State by its Governor under EDWAA.

What Actions Require Notice?

Notice is required when employees of a covered employer will experience an employment loss due to a plant closing or mass layoff.

Employment Loss means an employment termination, other than a discharge for cause, voluntary departure or retirement; a layoff exceeding six months or a reduction in an employee's hours of work of more than 50 percent in each month of any six-month period. Some exceptions apply to workers offered transfers to a different employment site.

Plant closing. A covered employer must give notice if an employment site, or any facilities or units at the site, will close and end employment for 50 or more workers, in any 30-day period (90 days in some cases). This does not apply to part-time workers.

Mass Layoff. A covered employer must give notice if there is to be a mass layoff that will result in an employment loss at the site in any 30-day period (90 days in some cases) for:

- 500 or more workers, excluding part-time workers, or
- 50 to 499 workers, excluding part-time workers, if they make up at least 33 percent of the employer's active workforce.

When Must Notice Arrive?

Notice must reach the workers or their union, the State dislocated worker unit and the local government at least 60 days before the closing or layoff. Exceptions may be made for a "faltering company" as defined by WARN (only for a plant closing); business circumstances that were not reasonably foreseeable and natural disasters that directly cause a plant closing or mass layoff. In these cases. The employer must give as much notice as possible.

What Must Notice Say?

Notices must be written. Any reasonable method of delivery is acceptable. No printed form is required; however, the notice must give specific information about the plant closing or mass layoff. Explanation of what it should contain for workers, unions, local governments and State dislocated worker units may be found in the final rule published in the April 20, 1989 *Federal Register* (20 CFR Part 639).

What May Happen If The Law Is Violated?

An employer who violates WARN may be liable to each aggrieved employee for back pay and benefits (including certain medical expenses) for the period of violation up to 60 days. Failure to notify the local government unit may result in a civil penalty of up to \$500 for each day of violation.

How Is The Law Enforced?

Enforcement of WARN is through the U.S. district courts. Workers, unions and units of local government may bring individual or class action suits. The U.S. Department of Labor has no enforcement authority under WARN.

For further information Contact the U.S. Department of Labor, Employment and Training Administration, Office of Job Training Programs, 200 Constitution Ave., N.W., Washington, D.C. 20210.

Work Opportunity Tax Credit: How Employers Qualify and Participate

U.S. Department of Labor
March 1997

Profile
Name Work Opportunity Tax Credit
Features A federal income tax credit that encourages employers to hire certain job seekers

What Is the Work Opportunity Tax Credit?

The Work Opportunity Tax Credit (WOTC), authorized by the Small Business Job Protection Act of 1996 (P.L. 104-188), is a federal income tax credit that encourages employers to hire certain job seekers and can reduce employer federal tax liability by as much as \$2,100 per qualified new worker, or \$1,050 per qualified summer youth.

The WOTC is one tool in a diverse toolbox of flexible strategies designed to help people move from welfare to work and gain on-the-job experience. It joins other education and job training initiatives that are helping American workers prepare for good jobs; ease the transition from job to job; and create high performance workplaces.

How Can Employers Participate in the WOTC?

- To receive certification that a new employee qualifies the employer for this tax credit, the employer must: complete the one-page IRS Form 8850 by the day the job offer is made, complete *either* the one-page ETA Form 9061 *or* Form 9062, and mail the signed IRS and ETA forms to the employer's State public employment service office (the IRS form must be mailed within 21 days of the employee's start date)
 - ▶ If the new employee has already been conditionally certified as belonging to a WOTC target group, complete the ETA Form 9062 that he or she has been given by a public employment service office or participating agency, e.g., a Job Corps center
 - ▶ If the new employee has not been conditionally certified, the employer and/or the new employee must fill out and complete ETA Form 9061
- To get IRS Form 8850, the Work Opportunity Credit Pre-Screening Notice and Certification Request, download from <http://www.irs.ustreas.gov/> or call 1-800-829-3676
- To get ETA Form 9061, the WOTC Individual Characteristics Form, download from <http://www.doleta.gov/> or call your local public employment service office (look in the State government section of your phone book for listings such as the Employment Security Commission, Job Service, or Employment Service)

What New Hires Can Qualify Employers for WOTC?

- WOTC applies to *new* employees hired after September 30, 1996, and before October 1, 1997
- The new employee must belong to one of seven target groups:
 - ▶ A member of a family that is receiving or recently received Aid to Families with Dependent Children (AFDC) or its successor program, Temporary Assistance for Needy Families (TANF),
 - ▶ An 18-24 year-old member of a family that is receiving or recently received food stamps,
 - ▶ An 18-24 year-old resident of one of the 104 federally designated Empowerment Zones (EZ) or Enterprise Communities (EC),
 - ▶ A 16-17 year-old EZ or EC resident hired between May 1 and September 15, 1997 as a Summer Youth Employee,
 - ▶ A veteran who is a member of a family that is receiving or recently received AFDC or TANF assistance *or* food stamps,
 - ▶ A disabled person who completed or is completing rehabilitative services from a State or the U.S. Department of Veterans Affairs, *or*
 - ▶ An ex-felon who is a member of a low-income family
- The new employee must work a minimum of 180 days or 400 hours; summer youth must work a minimum of 20 days or 120 hours

For More Information about the WOTC

- Call or visit your local public employment service office
- Call the U.S. Department of Labor Regional WOTC Coordinator nearest you:

Region 1 - CT, ME, MA, NH, RI, VT:	Holly O'Brien -- 617-565-2268; fax: 617-565-2229
Region 2 - NJ, NY, PR, VI:	Nicholas Barra -- 212-337-2154; fax: 212-337-2144
Region 3 - DE, DC, MD, PA, VA, WV:	Cynthia Thurlow -- 215-596-6251; fax: 215-596-0329
Region 4 - AL, FL, GA, KY, MS, NC, SC, TN:	Rosa Crowley -- 404-562-2115; fax: 404-562-2149
Region 5 - IL, IN, MI, MN, OH, WI:	Ken Casterline -- 312-353-1461; fax: 312-353-4474
Region 6 - AR, LA, NM, OK, TX:	Chris Paslawski -- 214-767-2154; fax: 214-767-4952
Region 7 - IA, KS, MO, NE:	Richard Chavez -- 816-426-3795 x 226; fax: 816-426-2729
Region 8 - CO, MT, ND, SD, UT, WY:	Larry Martinez -- 303-844-1668; fax: 303-844-1685
Region 9 - AZ, CA, HI, NV:	Charles Pickens -- 415-975-4666; fax: 415-975-4612
Region 10 - AK, ID, OR, WA:	Betty Lock -- 206-553-5642 x 8022; fax: 206-553-0098

- Call Robert Wheeler at the Internal Revenue Service (IRS) at 202-622-6060
- For information about EZ/EC locations, call 1-800-998-9999

Why Clinton's 'Fast Track' Loss Is a Win

CI WP 11/16
By Robert Kuttner

The defeat of the administration's fast-track bill that would have granted the president broad trade authority has been depicted as a backward-looking disaster. Supposedly, it will hurt investor confidence in America, slow economic growth and marginalize the Democratic Party.

In reality, Clinton's defeat offers a welcome pause. Instead of rushing headlong into another NAFTA, we can now have a long-overdue national debate about the terms of engagement between the United States and the global economy.

Before the defeat, the president described the fast-track bill as "a no-brainer." Nearly everyone, in theory, benefits from trade. The impetus to build a seamless and largely ungoverned global economy is presented as an almost undebatable question.

The only opponent, in this view, are ugly nativists and the small minority of factory workers actually dislocated by trade. The very oddity of the anti-fast track coalition—Ross Perot and Pat Buchanan linking arms with Ralph Nader and AFL-CIO President John Sweeney—suggests that opponents must be outside the mainstream.

But this conception poses the issue far too glibly and narrowly. The real question involves not whether to be "internationalist," but on what terms—and with what effects on our society at home.

Why, after all, does the administration need a new authority to negotiate more trade deals that cannot be amended by Congress? For one thing, Clinton wants to negotiate more regional agreements like NAFTA. For another, he wants China in the World Trade Organization (WTO).

But each of these issues is open to legitimate debate. NAFTA, at best, was oversold. At worst, the overeagerness to include a politically underdeveloped country like Mexico in a free-trade area with the United States and Canada caused a rush of speculative peso investments, and then a severe collapse in late 1994. Mexico's economy has yet to fully recover.

Further, a competition to pursue more regional trading areas with special privileges for member nations is antithetical to the ideal of universal open trade. The fact that the adminis-

tration is pursuing both generalized free trade and more special trading areas is indicative of intellectual muddle.

Nor is it clear that nations such as China, which do not have America's conception of democratic liberties, worker rights or even private property rights, should be admitted as full members of the WTO. For nearly half a century, trade with communist countries was conducted under a very narrow set of carefully limited rules. That certainly did not hurt the West, which had plenty of other people to trade with. And it may have accelerated the communist downfall.

Will China become a liberal democracy faster if it is granted full WTO membership right away, or if membership is made contingent on meeting concrete criteria of political openness? This is a contentious and legitimate policy dispute, not one properly suited to administration *carte blanche*.

Beyond these particulars is a profound debate about the kind of capitalism we want in the United States, and what new institutions it requires in a global era. For a century, the liberal democracies have sought to build a capitalism that was dynamic but also socially bearable. This project necessarily was pursued by nation-states—because there is no global government.

As the Great Depression demonstrated, unregulated capitalism is a nightmare. Once we learned, as a nation, how to temper a market economy, broadly diffused prosperity resulted. But global trade offers market forces an end run around national stabilizers such as financial regulation and labor standards.

If individual nations contrive minimum-wage laws, collective bargaining rights and worker safety regulations, private capital can simply move to places where no such laws exist. If we enact higher standards of environmental protection that require industrialists to invest in clean production, the Third World has no such standards. It then becomes easier to argue that the United States should jettison such laws, lest we price ourselves out of global markets.

Likewise, the mature democratic countries, chastened by two centuries of financial panics, crashes and swindles, decided to regulate banks and stock exchanges. But no such policing

exists in the offshore banking havens and the primitive casino economies of "emerging markets" like Thailand and Mexico.

Yet free marketeers boast that the nation-state is now an anachronism, as if capitalism can now regulate itself. However, the fundamental instability of a market economy has not changed; these issues now play out on a larger and more complex stage.

So trade winds up affecting the way we live in ways that utopian free traders seldom acknowledge. That's why fast track is a much bigger issue than it seems. The rules of world trade profoundly affect our own society.

A counterpart of the fast-track controversy is occurring in Europe. The right wants full financial and commercial union to proceed, uncomplicated by social policy. The left wants construction of democratic European political institutions to proceed apace so that social policy in Europe is not entirely the province of businesses and bankers.

A global economy compels us to consider questions—and the WTO's conceptions of due process, of conflicts of interest, and enforcement mechanisms are rudimentary.

Yet another issue that cries out for policy innovation is how to contain the instability that results when immature market economies succumb to banking panics, stock market collapses and the pricking of real estate bubbles, as has happened recently in East Asia. Some, like the Nobel laureate economist James Tobin, have proposed a small tax on currency trades to slow down the financial casino.

So it's no wonder that there is no national consensus on the objectives for a new round of trade negotiations. In the 1960s, President Kennedy overcame labor skepticism about freer trade by offering compensation to workers hurt by resulting economic changes. President Clinton might have issued a call for greater international recognition of labor and environmental rights and greater domestic subsidy to help those dislocated by trade. Instead, he made common cause with Republicans who have little sympathy for any kinds of social standards or social spending, global or domestic. Mercifully, this effort failed.

Prophets of gloom contend that the fast-track defeat portends a new era of protectionism and slow growth. This is improbable. Trade is already substantially free. Investors are able to ship money and products around the globe, secure in their property rights. They are able to repatriate profits at will. Most tariffs are already close to zero. Governments are generally getting out of the subsidy business.

Continued

Part II - Fast Track



There is no rational reason for investors, foreign or domestic, to lose confidence in the U.S. economy because of the fast-track defeat. If the long and overvalued bull market does finally end, doubtless Republican politicians and the Wall

Street Journal editorial page will forever blame it on House Minority leader Dick Gephardt and the opponents of fast track. But the most recent stock slide had nothing whatever to do with the loss of trade negotiating authority. Rather, the markets lost confidence precisely because of the spillover effects of unregulated globalization—in this case contagion from unstable markets in Asia.

What we really need is a pause in which to consider how to govern this whole global affair—not an acceleration of the rush to remove the remaining economic stabilizers. Politically, it is now very likely that there will be no new fast-track authority and no major new trade agreement until after the election in 2000. The 1998 mid-term election, will be a preview, with Clinton and Vice President Gore siding with the Republicans as the laissez-faire party, and Gephardt and most House Democrats as the party of economic stabilization and management.

It certainly is a mistake to view this latest split in the Democratic Party as mere pandering or jockeying for the Democratic nomination in 2000. There is a principled debate here: Do we revive the raw capitalism of Charles Dickens's England, camouflaged by the sexy appeal of globalism? Or do we rebuild a mixed economy in the spirit of Franklin Roosevelt's New Deal, updated for a new international era?

what kind of rules to enact for the world trading system, and who shall enforce them. After World War II, Western statesmen built a set of global financial institutions—the so-called Bretton Woods system—intended to strike a balance between a restoration of private commerce, and the ability of national governments to pursue full-employment economies, further tempered by social stabilizers.

The Bretton Woods system included a World Bank and an International Monetary Fund (IMF) that would use public funds to liberate economic development from the tyranny of myopic private capital markets. But half a century later, the IMF has become the agent of financial orthodoxy and fiscal austerity. Private investors, not the World Bank, call the tune. The original International Trade Organization, devised in the late 1940s, included a commitment to full employment and labor rights. But it was never formalized.

The last three administrations—two Republican and one nominally Democratic—have pursued clearer rules for trade. But their particular agenda has been mainly intended to protect (note that word) the interests of investors.

The new World Trade Organization, fruit of the last round of global trade talks, protects market access and property rights for investors. What the WTO largely ignores are regulatory issues that affect ordinary people—labor rights, the quality of the environment and other social

Robert Kuttner is co-editor of the *American Prospect*, a liberal bimonthly magazine, and author of *"Everything For Sale"* (Knopf).

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Haacke Carl

From: Bergman Terry
Sent: Friday, November 21, 1997 3:21 PM
To: Haacke Carl
Subject: FW: State of the Union

From: Letourneau Darla
Sent: Friday, November 21, 1997 3:03 PM
To: Luna David; Bergman Terry
Cc: Kamela William; Colbert John; Palast Geri
Subject: RE: State of the Union

Teri, great piece. agree with your message...once UI settles down can try to package all of the pieces into an overlay theme that integrates all of the below items.

From: Bergman Terry
Sent: Friday, November 21, 1997 12:34 PM
To: Luna David
Cc: Kamela, William; Colbert, John; Letourneau, Darla
Subject: RE: State of the Union

I don't know what else has been submitted, but here are my suggestions. I'd like to make sure Bill gets to review them, and I assume there will be a process for vetting the final memo. I'm not sure I followed your theme requirements, but at least I've got something down to start with.

JOB TRAINING REFORM:

I think we need to strongly suggest that the President take the occasion of the SOTU to move the ball forward on finally achieving enactment of job training reform legislation based on his GI Bill principles. I believe he can best do this by praising Congress for work done to date, rather than the previous speeches where he has challenged them. The key points he needs to make are 1) bipartisanship, 2) the GI Bill empowerment principles and 3) inclusion of the Youth Opportunities initiative in the Senate. Suggested language might be:

Last year I challenged the Congress to send me legislation to reform our Nation's employment and training system. I am pleased that last year the Congress passed -- on a bipartisan basis -- a bill that represents a significant step forward in building an integrated job training and employment system for American workers.

I am particularly pleased that the legislation is based on the principles I articulated in my "GI Bill for America's Workers, particularly in its emphasis on individual choice through the provision of good consumer information and Skill Grants, which empower adult workers to choose the training that is best for them.

Similar legislation is pending before the Senate. It also integrates existing programs withing a One-Stop delivery system and includes the principle of skill grants by creating "individual training accounts" to allow adult workers to choose training providers. And, most importantly, I am pleased that the Senate bill includes a specific authorization of my "Youth Opportunity Grant" initiative, to provide job opportunities for young people in areas of high poverty.

While there are still details to be worked out, I am encouraged by the bipartisan partnership in both Houses, and look forward to signing legislation early this year to make our shared vision a reality.

WELFARE TO WORK:

I think its certain that the President will use part of the speech to report on the progress the country and states have made on welfare reform. I think we need to put in a marker to make sure that that section of the speech not only include the HHS accomplishments, but also a heavy emphasis on the welfare-to-work challenge and how the Department of Labor is meeting it.

I don't have specific language to recommend, but the elements we need to see are included are:

-- reference to the \$3B welfare-to-work initiative, which includes references to localities, not just states, and to puts the role of the workforce development system (and "business-led boards").

-- reference to the treatment of welfare to work participants as "employees" (may be controversial, but its omission would be noticed).

-- WOTC reference (ask Bill?)

FAST TRACK:

I assume that there will be a fast track section on the importance of the authority and that it will deal with issues of labor rights and the environment. It will also need to segue into a worker adjustment piece (the "no one left behind" or "managing change" themes) and, while this may be too long, here is some language to consider:

As we move into a global economy there is a vast potential for job growth due to the benefits of trade. But at the same time we must not leave any workers behind. Where workers are adversely affected, must provide the tools to help them find new jobs or acquire the new skills necessary to succeed in a changed economy.

That is why I am committed to effective worker adjustment programs to assist any workers who lose their jobs. It is why my Administration has steadily increased funding for dislocated worker assistance under Title III of JTPA from just over \$500 million when I took office to \$1.35 billion in the current Fiscal Year -- and why I am committed to continuing to increase the budget for this important program to \$ 1.6 billion by the year 2002 -- more than triple the resources available when I took office!

But as we move ahead on freer and fairer trade, we must also improve the worker adjustment programs that provide more specialized assistance to trade-impacted workers.

-- We must make sure that the rapid response mechanism works to get these workers into services as quickly as possible and to assure -- through a contingency fund -- that resources are always available to meet the need.

-- We must rationalize the provision of services so that those who lose their job due to a shift in production overseas have the same access to resource as those affected by imports.

-- And we need to improve outreach to secondary workers. We voluntarily extended assistance to secondary workers as part of NAFTA implementation, and we need to improve those services and extend them to secondary workers affected by trade with countries other than Canada or Mexico.

Finally, often it is not just a group of workers who are affected by the closing of a plant or a mass layoff. The entire community is affected and we must try to help these communities back on their feet. We've had great success with community assistance in the Department of Defense, where we have helped areas rebound from the closure or realignment on military bases. We can adapt this approach to trade impacted communities and that is why I am proposing....(Commerce)....."

UI SAFETY NET

We'll need a placeholder for this, as the issue is still being discussed at the NEC. It would fit into a larger "Worker SECURITY" theme, that may be a large part of the SOTU message. The elements will be at least laying down a marker on the issue of the erosion of coverage in the UI system measures to a) help, or b) prod, the states to improve the programs and thus increase the security of American workers (particularly lower wage workers). This one is still fluid.

From: Luna David
Sent: Friday, November 21, 1997 9:52 AM
To: Bergman Terry
Subject: FW: State of the Union

As the President's moves forward in attempting Fast-track II: we should make the connection between globalization and job creation while articulating the message of not leaving anyone behind.

I am working on some ideas as well.

From: Bergman Terry
Sent: Thursday, November 20, 1997 5:56 PM
To: Luna David
Subject: RE: State of the Union

I have a lot of thoughts on this, but have not had time to write them down. Please chase me if I am not on time tomorrow, because I really need to put something in.

From: Luna David
Sent: Thursday, November 20, 1997 3:45 PM
To: OCIA-ALL GROUP; OCIA-SEC-REPS GROUP; Luna David
Cc: Palast Geri; Flournoy David (Todd)
Subject: RE: State of the Union

As a friendly reminder: Please brainstorm on issues for the SOTU Address. For each idea and/or topic, please include a brief description of the issues, message/theme and strategy (3-4 sentence).

Thanks.

From: Luna David
Sent: Wednesday, November 19, 1997 4:23 PM
To: OCIA-ALL GROUP; OCIA-SEC-REPS GROUP
Cc: Palast Geri; Flournoy David (Todd)
Subject: State of the Union

Geri would like the OCIA staff to brainstorm and submit ideas on the issues and goals which the Secretary is working on or is trying to accomplish as we move forward into 1998. The purpose would be to submit a proposal to the front office on key goals, issues and themes so that the President can underscore the Secretary's goals in his State of the Union in January.

Please forward all ideas and comments to me via e-mail by Friday afternoon.

Should you have questions, please give me a call.

FAST TRACK MISUNDERSTOOD AND KILLED

Opposition to Fast Track was successful due to misunderstandings about the domestic and international issues, and some more real substantive questions.

THE DOMESTIC MISUNDERSTANDING

The Human Face of Export Jobs

- Import Job layoffs are already an established personal story that works.
- The export job gain story is one that is told only by economists through impersonal numbers. It is not a story, it is a fact - too small and short to have any resonance for workers, members of congress and press.

The personal lives of these export oriented workers is a critical counterbalance to the layoff story to clarify that trade is multifaceted. How many of these workers are raising families that depend on growing exports ? How many of these would be unemployed, if not for these jobs? Are there welfare recipients being hired by export oriented firms ?

These individuals and families can be highlighted by site visits to export firms and emerging communities, cities. Highlight also Mayors.

The Numbers Game

- The layoff numbers used by Fast Track opponents are dwarfed by job gains. The most extreme figure used is 400,000 workers during the three years since 1994. That compares to an average MONTHLY gain of 239,000 since December 1996, or more than 2 million jobs in one year. In October 1997 alone there 54,000 new manufacturing jobs created.

Dislocated Workers

- Dislocated workers are not necessarily aware whether their jobs are export growth jobs, or vulnerable to imports. As a result the threat of imports raise anxiety among all workers, even if they are in export sectors. This creates a significant perceptual challenge for promoting trade. These natural allies for Fast Track may not see how they benefit.
- Despite the tremendous national job growth, and job growth in the export sector, some workers are dislocated due to trade. However, workers often perceive their jobs loss was due to trade when in fact it was not.

As a result a number of Fast Track opponents are not focused on the specific effects of imports, but suffer from more general job security anxiety. Downsizing, stagnant wages despite rapid growth, as well as trade, all contribute to the general perception among

affected workers that life is unstable. When Trade becomes part of the public debate, trade also becomes a lightening rod for frustrations, fears and as well as real dislocations.

Since general dislocations and fear of dislocations is the bedrock of grassroots opposition to trade then these highlighting Title III is the best program option to address these workers. Perhaps enhance.

THE INTERNATIONAL MISUNDERSTANDING

International Economics

- Unfair international competition due to low wages, poor working conditions and lax environmental laws is the second major focus of opposition. Thus the focus among many Fast Track opponents on “Fair Trade” to avoid the “race to the bottom”.

The current Fast Track bill is perceived as more restrictive than past Fast Track authority in the power it gives to the President to address labor and environmental issues. This perceived “step backwards” was the second big misunderstanding that killed fast track.

There has been little outreach to clarify the President’s real authority and how it has changed. It may be too late with the current language. Perceptions may be too solidified. However, the substance can remain with different language and allow a new more focused discussion to begin.

Roll Call 11/17

Monday,

Despite Yanking Fast-Track Vote, GOP Vows to Deliver on Promises to Members

By Juliet Eilperin
and Jim Vande Hei

More than a dozen Democrats refused to back President Clinton's fast-track authority this year because the President failed to deliver on promises he made for their votes on NAFTA in 1993.

Republicans won't make that same mistake, promised House Speaker Newt Gingrich (R-Ga) at a top-level leadership meeting in the waning days of the 1997 legislative session, according to several Members.

Gingrich, who cut countless deals ranging from agreeing to make fundraising appearances to lowering Mexican tariffs on exported wine, told Roll Call on Thursday that GOP leaders will work diligently to fulfill any

promises they made to secure votes for fast-track trade legislation, even though a vote never took place.

"In politics, all you have is your word," said Republican Conference Chairman John Boehner (Ohio). "If we break our word [on these commitments], we'd lose credibility."

Boehner added that GOP leaders have pledged to deliver on every deal with GOP Members, though he warned that the Clinton Administration's cooperation on some arrangements will be needed.

At a press conference last Monday, White House spokesman Mike McCurry predicted the chief executive would help out. "If we said we would look into something or pursue something or try to help a Member with a par-

ticular problem, I'm sure we will do that, regardless of whether there's a vote anytime soon or regardless of whether the individual Member ended up indicating they would support or not support the President's views on fast-track. That's the honest thing to do, and we'll do it."

However, several veteran Democrats, saying they were victimized by deals struck during the NAFTA debate of 1993 that never materialized, said they aren't certain that pledge will be carried out.

Democrats like Reps. Xavier Becerra (Calif) and Carrie Meek (Fla) have said publicly that Clinton's failure to strike environmental and labor agreements associated with

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Roll Call

Republican Leaders Pledge To Honor Fast-Track Deals

Continued from page 3

NAFTA convinced them to oppose fast-track.

According to Public Citizen's Global Trade Watch, the Clinton Administration failed to uphold promises including increased pesticide inspections of Mexican food and allowing US producers to use methyl bromide at current levels until 2000; reduced Mexican tariffs on Californian wine, refrigerators, clothes-washers, and flat glass; opening Mexico to longer trailers on Mexican roads; considering Mexico's human-rights record in evaluating its trade status; extraditing a Mexican accused of raping a Congressional staffer's relative; implementing a new prisoner exchange agreement between Mexico and the US; securing funds for an interchange on Highway 126 between the Golden State freeway and Antelope Valley freeway; stemming the tide of Canadian wheat, Latin American cut flowers, and Peruvian frozen asparagus imports and several promises made to Florida vegetable and fruit producers.

Fast-track trade legislation would allow the President to cut international trade deals and then present them to Congress for an up-or-down vote. But House Democrats were not swayed by their own party's President. The distrust that stemmed from broken NAFTA promises, sources said, was one major factor preventing the Administration from deliver-

ing the 60 or 70 House Democratic votes needed to pass the trade bill.

Gingrich did not experience similar problems. GOP leaders locked up more than 165 GOP votes for fast-track — 15 more than they had promised the Administration — by offering pork projects, better committee assignments, campaign money, and legislative favors.

Rep. Jim Kolbe (Ariz), one of the leaders in the Republican drive to pass the measure, said he would monitor whether these offers came to pass.

"If we have a [fast-track] vote next spring, we're going to have to go back to people," he explained. "It's important that we make sure they are executed. If Members have problems in their districts, we've got to make sure they are addressed."

A top GOP leader who attended the meeting where Gingrich made his promise offered this assessment: "We will work to come through on any commitment, though there are certain instances where we can't help," he said. "Bottom line, though, we know the consequences of cutting deals and not following through."

That's good news for GOP Members like Reps. George Radanovich (Calif), Tillie Fowler (Fla), and Brian Bilbray (Calif), all of whom won concessions in the final days of lobbying for the bill.

More

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Radanovich's situation reflects the problem many Members will have in collecting their debts, however. Radanovich spoke with GOP leaders and the Clinton Administration about lowering Mexican tariffs on wine imported from the US and reducing the huge subsidy that European nations, particularly Greece, receive for canned peaches.

GOP leaders endorsed the idea, but it's the Administration that officially promised to work on both issues. "[The Republican leadership] can help, but we need Clinton to follow through on his assurances," said a Radanovich aide.

Bilbray faces a similar dilemma. His bill, H.R. 8, would require any cars crossing the Mexican and Canadian border with the US on a regular basis to meet tighter environmental standards. After he made it known he was undecided on fast-track, according to Bilbray spokesman Ion Valaskakis, United States Trade Representative Charlene Barshefsky and EPA Administrator Carol Browner "expressed interest in it that had not been seen before."

GOP leaders also promised to try to bring Bilbray's bill to the floor. "We are hopeful that now they will be more supportive of it," Valaskakis said of both the Republican leaders and Clinton.

Other provisions, which were explicitly tied to fast-track, might not be enacted until the bill comes up again for a vote. Though

that's the first thing she would look for," he said.

An aide to another Florida Member said that even without a fast-track bill, her boss hoped the President would work on addressing these agricultural concerns.

"Folks in Florida, they feel pretty burned," she said. "Those discussions were not solely for the purpose of winning one vote. One would hope the substance of what was discussed would stand on its merits."

Republican insiders are reluctant to share the details of deals affecting more specific items like construction projects and lawmakers' campaign coffers. Majority Whip Tom DeLay (R-Texas) has the "list of promises," according to both Members and staffers, but his office refused to discuss the details.

*Said a top GOP leader,
'We will work to come
through on any
commitment, though there
are certain instances where
we can't help.'*

the Administration had initially shied away from identifying specific crops in the legislation, by Monday Floridians had struck a deal that would have required Ways and Means Chairman Bill Archer (R-Texas) to offer several manager's amendments on the floor.

These included requiring the USTR to seek a consensus with Congress on perishable and seasonable agricultural products prior to trade negotiations; demanding consultation with Congress on import-sensitive agricultural products; labeling the origins of perishable products; and vigorously enforcing the suspension agreement concerning tomatoes imported from Mexico.

Fowler chief of staff David Gilliland said the Congresswoman would scrutinize any future fast-track authority to ensure it included these measures. "If it came back up next year,

Fred Hiatt

... And the Children *WP CT 11/16*

It was for the sake of the children, House Minority Leader Richard Gephardt and Minority Whip David Bonior told their colleagues a few weeks ago, that they were spearheading what turned into President Clinton's stunning defeat on trade.

Both of them had visited Mexican slums along the U.S. border. "The children," Gephardt told his colleagues, "as all children are, are beautiful." But the children were very poor, in some cases working in factories despite their very young age. The two Democratic leaders blamed this on trade, and in particular on the free-trade pact with the United States. Any future trade agreements, they said, should forbid child labor and protect foreign workers in other ways.

"We need to have Mexican workers and Chilean workers and their environments meet the standards that we have established here in the United States, rather than our workers coming down to their standards," Bonior said.

It sounded good, and it was—at least rhetorically—the basis for the overwhelming Democratic opposition to Clinton's request for trade negotiating authority. Who could argue against everyone in the world enjoying the standards of a prosperous America?

But when it came to explaining *how* they would bring this about, neither Gephardt nor Bonior had much to say.

It was fortuitous, therefore, that Rijk van Haarlem—a man who really knows something about enforcing workers' standards—happened

to drop into Washington last week. Van Haarlem is a Dutch labor inspector and, though compact and soft-spoken, he has the no-nonsense air of a man you wouldn't want to face if you owned a sweatshop.

Van Haarlem has set up in Bangladesh an International Labor Organization (ILO) project aimed at getting children out of garment factories. Bangladesh pays for part of the project, and thanks to legislation sponsored by Democratic Sen. Tom Harkin of Iowa, the U.S. Department of Labor pays the rest—and, though it's too soon for conclusions, it seems to be working.

Van Haarlem and his team found about 10,000 children, as young as 7 years old, cutting and stitching clothes for export to the United States and Europe. He is now paying them \$7 per month not to work—about half what they were earning before. The program also has set up 320 special schools for these children, because they had fallen so far behind they could not attend regular school. ILO inspectors monitor factory cooperation; factories cooperate because they fear a consumer boycott if they don't.

After a little more than a year, 8,000 of the children remain in school; the rest have slipped away or turned 14, the legal working age. The share of garment factories employing children has dropped from 43 percent to less than 9 percent.

So the United States can influence work standards in other countries, as Gephardt and Bonior suggest. But van Haarlem is helping—he

hopes—8,000 children, at a cost to U.S. taxpayers of \$860,000 over two years. In Bangladesh, more than 6 million children are working today. Extending Harkin's program to them would cost more than a half-billion dollars; and if you wanted to throw in the 3.4 million kids working in Pakistan, and the 2 million in Mexico, and—well, it begins to add up.

You could, of course, just ban any imports from factories that employ kids, without paying stipends or setting up schools. Then, van Haarlem explains patiently, "you will lose the children. They will disappear into the slums, to more dangerous jobs."

Even then, you wouldn't have solved Gephardt's problem, since the grown-ups in the Bangladesh garment factories earn only \$40 per month, tops. Okay, then—why not ban those imports, too; penalize the factories for not paying what Gephardt calls a "human wage"?

"It would be almost the economic death of Bangladesh," van Haarlem says, adding, in the tone he might use with a thick-headed employer, "There is real poverty in Bangladesh. You have to see it, and you have to smell it. I can't describe it."

Only economic growth for Bangladesh as a whole, in other words, can begin to lift its workers' standards—the kind of growth that spread prosperity, and ended child labor, in South Korea, and Hong Kong and Singapore. And every shred of evidence suggests that such growth can't happen without trade and investment.

That doesn't mean that trade alone is enough.

Countries have to invest in education, public health, a competent bureaucracy. Foreign aid can help them do so, programs like van Haarlem's can set useful examples and pressure from the United States—including in trade talks—can prod them in the right direction.

But the anti-trade Democrats are flat wrong when they equate globalization simplistically with a "race to the bottom." In the past 50 years, poverty has fallen more than in the previous 500, according to the U.N. Development Report. Developing countries have progressed as fast in the past 30 years as the industrialized world did in the previous century. Infant mortality rates have been halved, malnutrition has declined by a third, access to safe water is way up, illiteracy is down, life expectancy is up. Countries that have been most open to trade, like Hong Kong and Singapore, have achieved standards of living comparable to America's.

No, trade alone can't do it. But neither Gephardt's sympathy and admiration, nor American decrees, can save those beautiful children in Mexico's slums, nor magically increase wages in Bangladesh, Chile or Pakistan. The Democrats have voted against trade expansion; now what's their alternative? So far, those Mexican kids have nothing to thank them for.

The writer is a member of the editorial page staff.

Trade Fight Was Battle of Perception. Against Analysis

By DAVID E. SANGER

WASHINGTON, Nov. 15 — In the days since Congress handed President Clinton a major defeat on trade, top White House aides have been asking themselves the same question: at a moment when the economy is booming and other nations say they are terrified by the competitive edge of

American companies, why did Congress become convinced that trade was threatening the livelihoods of working Americans?

Mr. Clinton talked himself hoarse repeating the same statistical mantra: 13.5 million new jobs, many created by America's export boom over the last five years, and the lowest unemployment rate in two decades. At the same time, he repeatedly fretted in public that he had been a "complete failure" convincing Americans that their prosperity was linked to the blooming of trade.

In a capital where images always have a greater staying power than statistical analysis, Mr. Clinton ran headlong into headlines that members of Congress threw back at him: Kodak lays off 10,000 in Rochester, Levi Strauss shuts down 11 plants in four states, Fruit of the Loom ends its production in the United States.

Some of those layoffs were linked to foreign competition; many were not, and many no doubt would have happened whether or not the United States expands its network of trade agreements around the world.

But as many members of Congress told Mr. Clinton in the days

The fast track legislation would have renewed the President's authority to negotiate agreements that Congress could approve or disapprove but not amend. Traditionally, Presidents have received that authority so that other nations know that whatever deal they strike will not be reopened by Congress.

But this was not really a debate over the trade agreements themselves or whether the President should have the authority to negotiate new ones. Instead, it became a referendum on who benefits the most from trade in an era when companies clearly have fewer geographical constraints than ever.

One of Mr. Clinton's closest economic advisers, who insisted on anonymity, said this week: "This was a collision that had been building for a long time between Bill Clinton's picture of prosperity and the fears members of Congress were hearing every weekend back home. And you know what? They were both right."

Mr. Clinton has been living with this economic duality for most of his Presidency. While economists remain mired in a debate about whether trade or technology bears more responsibility for the displacement of American workers, few doubt that the overall gains to the American economy from the explosion in the last decade in foreign trade — which has bloomed from 10 percent of the economy in 1970 to nearly a quarter today — have been tremendous. And most agree that the gains to the gainers greatly outstrip the losses to the losers.

But that is very different from saying that a majority of workers share in those broad gains.

The losers, in fact, are often concentrated in particular industries and particular Congressional districts. They are far more likely to hold union jobs — thus the well-organized opposition to the bill from union leaders. Workers who have not finished high school are much more vulnerable to job losses that arise from competition with lower-cost producers abroad.

In the fast track fight, for example, union leaders often cited the plight of clothing workers, who sew garments made from American or foreign fabrics. "The statistics are pretty clear: the number of these workers has declined, and their real wages have gone down, too," said Sidney Weintraub, a professor at the Center for

Strategic and International Studies in Washington and author of a recent study, "Nafta at Three: A Progress Report."

The automotive unions were also among the sharpest opponents, after watching many auto parts plants move abroad and seeing many foreign auto makers, especially the Japanese, open nonunion plants on American soil.

Whether trade agreements accelerated the loss of those types of jobs is a subject of heated debate: American companies have been moving factories to lower-wage nations for decades, and other countries have been investing heavily here since the early 1980's.

The political problem that the White House never confronted head-on was laid out soon before the vote in a study published by the Council on Foreign Relations. While trade enriches the nation, they concluded, "the living standard of the most typical income earner in the very middle of the income distribution may not rise." In addition, the study said, "global integration may not benefit middle-class citizens as a group." As a result, the study concluded, "further global integration, by itself, may not be democratically supportable."

Some of Mr. Clinton's aides are beginning to say that the White House, preoccupied by the Congressional politics of stitching together a majority coalition of Republicans and Democrats, erred by not acknowledging more explicitly that many Americans are losers from freer trade. They were they willing to acknowledge publicly, however, what many say privately: that the Administration wildly oversold the benefits of free trade to ordinary workers in 1993, during the Nafta debate.

"Members of Congress were listening to something very real in their districts," said Robert B. Reich, Mr. Clinton's Secretary of Labor in the first term. "A third to half of the work force has not benefited from this economic expansion. And as an Administration, we did not do enough to make sure the losers had a fair chance of becoming winners."

In fact, many of the programs Mr. Clinton initiated to secure the passage of Nafta in 1993 — aid to workers who were displaced, even if Nafta itself was not clearly the culprit — were never aggressively car-

People are not told
when their jobs
depend on trade,
officials say.

leading up to the failure of the "fast track" trade legislation, what mattered was the continuing sense of anxiety in their districts, even in the best of boom times. After listening to Mr. Clinton's pitch, they would respond with stories about plant closings, a shrug of the shoulders, and explain that rightly or wrongly their constituents blamed Nafta, the most prominent of the more than 200 trade agreements signed in Mr. Clinton's first five years in office.

Continued

Part 2 - Trade Fight

ried out.

In private, some of Mr. Clinton's advisers say they concur with Mr. Reich. But they insist that their bigger problem was one of perception: every plant closing seemed to amplify the bad news, washing over the more subtle evidence of job growth.

"It's enormously frustrating," Samuel R. Berger, President Clinton's national security adviser, said. "Nobody gets told when they are hired: 'You owe your job to the fact that we're doing more business in China.'"

For the President and his advisers, the question now is whether it is too late to revive their arguments in Congress. Mr. Clinton insisted several times in recent days that "this

isn't over yet," and his aides suggest that early next year he will be back with a narrower trade bill. That would give him specific authority to negotiate with more than 120 nations in the World Trade Organization on agreements that Congress could ratify or reject, but not amend.

The minority leader, Richard A. Gephardt of Missouri, said he was open to a new bill, as long as it clearly addressed issues of worker rights and environmental conditions abroad. The labor unions say they are not automatically opposed to a fast track bill, as long as their members are well protected. But many Administration officials doubt that the unions will back any bill that emanates from the White House.

Fast Track: The Fiasco . . .

So much went wrong in the White House handling of the "fast track" trade issue that the one thing President Clinton did that was both difficult and right has not received sufficient attention. He was offered a chance to pick up additional Republican votes and avert his most costly legislative defeat in four years. But the price was his acceptance of new restrictions on U.S. funds for international family planning programs, and he said no.

The beneficiaries of this decision can be counted in the hundreds of thousands, if not the millions. But they are mainly poor women in foreign lands of no great strategic interest to the United States—hardly an influential constituency. Those who care deeply about this issue in the United States are few, but fortunately Hillary Rodham Clinton is one of them. So there will be more clinics in more villages helping families have the number of children they want and can raise to healthy adulthood.

But that is about all that can be said positively about the fiasco on Capitol Hill that forced Clinton to ask for an indefinite postponement of a House vote he was certain to lose. Thus he remains without the authority every other recent president has had to negotiate trade agreements that go to Congress for up-or-down votes without amendments.

Clinton says he thinks he can find the missing votes next year—and he may be right. Some Democrats may be more willing to vote yes after the candidate filing deadlines have passed and they can see no strong opponents in the primary or general election. But Republicans—who still will have to provide at least three-quarters of the votes—will be even less inclined to rescue Clinton in an election year than they have been up to now.

The fast-track failure undercuts Clinton's claim that his historical mission is to lead the nation—and the Democratic Party—through the great transition into the global economy and the information age. Four years ago, 40 percent of House Democrats supported him

on the first big trade agreement of his term, NAFTA. After four years of economic growth and four years of Clinton rhetoric, barely 20 percent of House Democrats were prepared to vote for fast track. So much for his powers of persuasion.

It is true, as Clinton points out, that senators and governors—representing more diverse constituencies—are far more supportive of his trade policy. But representatives

also speak for their people, and Clinton has failed to make the case to them or their constituents that liberal trade is good for everyone's economic health.

This is not just union political and lobbying clout. As Al From, president of the Democratic Leadership Council, a centrist group that tried to help Clinton pass fast track, conceded, "the public is very ambivalent" about the costs and benefits of globalization. Charlene

Barshefsky, the gutsy woman who heads the U.S. trade office, told me, "All the statistics in the world about export-related jobs don't offset one picture of a closed factory whose loss is blamed on foreign competition."

The White House was much too dismissive of those who said the effects of globalization on American society need closer examination and much fuller debate. An article by Alan Tonelson in the November issue of *Current History* makes a strong case that "precisely because its effects are distributed in such a wildly uneven, frequently shifting manner, globalization raises serious questions about America's future as a cohesive, successful society—about American nationhood itself."

Tonelson is on the staff of a think tank funded by the United States Business and Industrial Council, an organization long opposed to liberal trade measures and an opponent of fast track. But his contention that the consequences of this great transformation are worthy of far more serious consideration than they have received cannot be dismissed as special pleading.

Nor can the president ignore the powerful speech that Democratic Rep. Barney Frank of Massachusetts made on the House floor, explaining why he and other liberals "will not agree to a continuation of public policies in this country and elsewhere which exalt the mobility of capital and do nothing to provide some offset for the inequality that is exacerbated thereby."

The president has a period of more than two months now—before the 1998 session of Congress begins—to try to rescue the trade policy on which so much of his future, and the country's and the world's well-being, depends. The wrong way to do it is to try to cut a few more deals with a few more Democrats. The right way is to engage the country in serious discussion of globalization and its effects. He needs to lead—not connive.

E.J. Dionne Jr.

Why the Democrats Bolted

President Clinton's defeat on the trade bill this week was the most important political event since the president's reelection. The roots of the setback lie in the balanced budget deal reached earlier this year, in the White House's utter misunderstanding of what House Democrats were trying to say and in a misreading of public opinion on trade.

Yes, the failure of the fast-track bill was a big victory for the labor movement. But to write this off as nothing but a display of union muscle is to miss the real reasons for labor's victory (and also to ignore the role played by environmentalists and others). It also overlooks the opportunity that now exists to bring equity to the new economy.

Clinton's defeat is important because it marks the end of a period when House Democrats were willing to go along with his strategy of bowing to the Republican leadership in Congress.

Earlier this year, many Democrats voted for a balanced budget deal they disliked because they shared Clinton's political judgment that the public strongly supported an end to the deficit. To be on the right side of that issue, many doubters reasoned, was worth backing a bill whose tax and budget cuts they opposed.

But on trade, public opinion was at best ambivalent and at worst skeptical. Sure, you can find polls that show support for open trade and American engagement in the global market. Yet those same polls report deep anxiety about companies moving jobs abroad. Just this week, Fiat of the Loom announced the transfer of 2,900 more

jobs to Mexico, effectively completing its shift of jobs out of the country. When Democrats bucked Clinton this time, they felt they were voting the popular will of their districts.

The proof? Fast track was defeated not by longtime union supporters and protectionists. On their own, they lacked the votes to overcome Clinton and House Speaker Newt Gingrich. The defections that killed the deal were from moderate "New Democrats" and free-traders.

"People see it as a litmus test on whether you are sympathetic with how precarious their job stability might be," Rep. Timothy J. Roemer, a staunch New Democrat from Indiana, told *The Post's* Tom Edsall and John Yang. "We have low unemployment in Indiana, but thousands of people are hanging on by their fingernails to \$6 and \$7 an hour jobs, and they could be the first ones displaced."

Rep. Barney Frank (D-Mass.), one of the shrewdest analysts of sentiment among House Democrats, says that even plausible arguments about trade's positive effect on living standards ring hollow to workers who have heard employers threaten moves to Mexico or elsewhere as a way of holding down wage demands. "The most chilling words any working person hears is, 'Hey, I can move this company,'" Frank says.

The link between this vote and the budget deal rested on the belief of many Democrats that Clinton's concessions on taxes and spending eviscerated his power to create the "social compact" he keeps promising for those displaced by economic change. "He signed a budget deal

that deprived him of the resources to create the social compact," Frank said.

Frank compares the stance of House Democrats to "a strike." He explains: "We're in a bargaining situation. . . . We're willing to hold globalization hostage to equity." If business and the administration want more open trade, says Frank, the socially responsible (and politically necessary) trade-off is to offer real help to those who, with reason, fear it most—families in vulnerable economic situations.

Frank is the first to say that the defeat of fast track is not a policy and that global markets are the wave of the future. The task of labor and House Democrats is to put together a plausible package of policies (on health care, education, unemployment protections) that provide a buffer for those hurt by economic transformation.

Democrats should have learned from this month's elections that they lack a compelling alternative to the standard Republican mantra of tax cuts, tax cuts and more tax cuts. Faced with nothing or tax cuts, voters usually choose tax cuts.

By embracing open trade linked with real social protections, Clinton could give himself a cause and the legacy he keeps ruminating about. He would give Americans something to chew on: not protectionism vs. free trade but free trade with equity vs. free trade without rules. If Clinton walks away from this challenge, he will only give solace to those now pronouncing him the lamest of lame ducks.

Painful Lessons in Fast-Track Precursors

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By Peter Baker
Washington Post Staff Writer

11/17

Always a history buff, President Clinton lately has been reading biographies of predecessors Ulysses S. Grant and Rutherford B. Hayes. But if he had wanted to avoid the political debacle he suffered on trade last week, perhaps he should have read up on the likes of Grover Cleveland and William Howard Taft instead.

If he had, he would have come across some familiar story lines. In the late 19th century, Cleveland tried to lower tariffs on foreign products to stimulate trade, only to be rejected by Congress and then lose a bid for reelection to a challenger attacking his policies. In the early 20th century, Taft likewise wanted to knock down barriers to overseas trade, only to have his proposal essentially gutted on Capitol Hill and his party left deeply divided as a result.

Indeed, as he salves the wounds inflicted by fellow Democrats when the House sank his bid for power to negotiate "fast track" free trade agreements, Clinton can take solace from the fact he is hardly alone. Throughout the nation's history, presidents have stumbled over the politics of trade and tariffs and sometimes paid an enormous political price.

"The whole question of the tariff goes all the way back to the first years of the Republic," said Marvin W. Kranz, a historian at the Library of Congress. "You hear it coming up time and time again."

Unlike Cleveland or Taft, of course, Clinton has no more elections to worry about. But his vice president, Al Gore, does. And there are those who make the argument that Clinton's successful first-term fight for the North American Free Trade Agreement actually hurt him because disgruntlement in organized labor sapped the energy from the Democratic base in 1994 and made it easier for Republicans to take over Congress.

For much of the country's history, tariffs were a hot issue not only because of their ramifications on trade and the economy but because until the adoption of the income tax constitutional amendment in 1913 they were among the most important sources of revenue for the government.

But even at the beginning, politicians debated the dicey issues of protectionism and free trade. The nation's first treasury secretary, Alexander Hamilton, pushed for high tariffs to shield fledgling industries. In that era, disputes over trade were largely sectional: The North favored high tariffs to protect its manufacturing and commercial businesses, while the South was hurt by them because it relied more heavily on foreign imports and sold much of its agricultural products overseas.

The country nearly dissolved over the question. In 1828, levies were raised to their highest level in what the South called the "Tariff of Abominations," and the ensuing dispute helped abbreviate the presidency of John Quincy Adams. South Carolina, foreshadowing its later secession at the onset of the Civil War, declared the tariff null and void within its borders. Adams's successor Andrew Jackson threatened to send troops to South

Carolina to enforce the law before a compromise defused the Nullification Crisis.

Tariffs returned to center stage repeatedly. They were a big issue in the 1880 election won by James A. Garfield. Chester A. Arthur failed to reform tariffs. Cleveland devoted his entire 1887 annual message to Congress to tariff reform, all for naught. The man who ousted him, Benjamin Harrison, ushered in the protectionist McKinley Tariff, but voters turned against that policy and brought back Cleveland for another term.

Protectionist William McKinley, who wrote the tariffs named for him while in Congress, found as president that his former colleagues on Capitol Hill were not satisfied even with the high levels he proposed and forced them up again. After Taft's failure to bring them back down, Woodrow Wilson managed to scale back tariffs in 1913.

The most critical tariff legislation in the country's history came under Herbert Hoover, who in 1930 signed the Smoot-Hawley Act that established the highest levies ever seen in the nation and is often blamed for deepening the Great Depression.

For much of this time, Congress played the lead role in trade policy, yet as the United States entered the modern era, lawmakers concluded that a single leader would be better positioned to look after the nation as a whole.

"Ever so gradually, Congress let the president and the executive branch take more and more responsibility," said Susan Ariel Aaronson, a visiting professor at George Mason University who has written a book on the history of trade policy.

In 1934, Congress granted Franklin D. Roosevelt the right to negotiate bilateral trade agreements that would cut Smoot-Hawley tariffs by half, a delegation of authority that served as a precursor to today's fast-track process. In 1947, Harry S. Truman expanded that power to permit himself to broker agreements with multiple trading partners. Yet according to Aaronson, both Truman and successor Dwight D. Eisenhower failed to persuade Congress to approve an international trade body much like today's World Trade Organization.

"Part of the problem for presidents is that Congress feels very strongly about tariffs and it's easy to let your party run away from you," said Donald A. Ritchie, an associate Senate historian. "You've got to be very adept at managing it because every member has economic circumstances in their own districts . . . and no one is going to vote against their own district."

Gerald R. Ford was the first president granted fast-track authority to reach trade agreements that cannot be rewritten by Congress, only voted up or down. Last week Clinton became the first president denied the renewal of such authority.

If there was one predecessor who never felt Clinton's pain, it was, ironically enough, Theodore Roosevelt, the president Clinton most identifies with and often compares himself to. "Teddy Roosevelt was smart enough to know he didn't have the votes in Congress on the tariff issue," said Ritchie, "and so he just didn't touch it."

DONALD LAMBRO

WT A16 11/17

A lingering sense of economic insecurity

Beneath the layers of complex issues that make up the global trade debate lies a deep vein of economic insecurity that permeates much of the American electorate. It is a troubling issue that awaits a new political leader to address it and effectively deal with it.

No matter how much President Clinton talked of a rapidly declining budget deficit, an unemployment level that has shrunk to a 25-year low and an economy cruising along at a robust 3.5 percent growth rate, this matters very little to those Americans who are insecure about the future and afraid of losing their jobs.

The biggest companies can still go under, shut down factories or stores and cut their payroll, and the long-term downsizing trend to stay competitive in the global economy continues. Kodak is laying off 10,000 workers in its competitive global battle with Fuji film. Fruit of the Loom is closing some of its plants, as is Levi's, hit by dozens of new brands in the blue jeans business.

But the economy has been experiencing this kind of corporate downsizing for more than a decade, and it is one of the reasons why it remains as fundamentally sound as the dollar. Economically, America is still an optimistic, can-do, risk-taking nation. And the consumer confidence indexes that are issued every month show that, overall, most Americans are still confident about their long-term future.

Nevertheless, for a good many

hardworking Americans the new globally competitive economy is filled with uncertainties that make them vulnerable to the kind of economic demagoguery we saw used by organized labor in the battle over the trade bill.

And there may be more of these people than we think. A poll conducted this summer by White House pollster Mark Penn for the Democratic Leadership Council showed that the Democrats were divided into several economic groups. The largest, making up 28 percent of the party, were the New Economy Democrats who see global trade as a positive trend. But another 28 percent, the Suburban Democrats, are divided over it. Economic Liberals and Pro-Government Democrats (25 percent) are hostile to trade, while the Social Conservatives (19 percent) are split right down the middle, with 50 percent favoring free trade and 50 percent protectionist.

Looking at these numbers, one can see why organized labor now holds a controlling majority of the Democratic Party in its grip and why Bill Clinton was only able to muster a pathetic 40 votes out of

205 House Democrats.

Of course, the Republicans, with a 228-seat majority, could have passed the fast-track trade bill if they were united on the issue, but GOP leaders were able to muster only 170 or so votes, a substantial majority of the party but not enough to pass it.

The president says he hopes to try again on fast-track when Congress comes back into session in 1998, but it stands even less chance in an election year when he will be seen as a lame duck who no longer commands the support of his own party, and when the Democrats are expected to lose seats in Congress.

Meantime, pocketbook, tax-cutting concerns clearly dominated this year's elections, a sign that the issue of economic security will likely be among the driving consensus issues of the coming presidential election cycle. The political leader who articulates a credible and convincing agenda that deals with this, is going to win the White House in the year 2000.

Any economic security agenda should contain these three ingredients:

- Reduced taxation on earnings. Americans are working harder and longer but they are keeping less of what they earn. Government is the chief culprit. A credible, flat, low tax plan, like House Majority Leader Dick Armey's proposal, would help workers make more and keep more.

- Social Security and Individual Retirement Account reforms that let workers invest more of their income in their own stock and bond portfolios, making every wage earner an owner of the U.S. economy.

- Profit-sharing plans. Median family incomes still remain below the \$42,000 level they reached at the end of the Reagan growth years. Many corporations, like Procter & Gamble, maintain profit sharing plans in which workers receive stock payments or cash bonuses in return for higher productivity and profits.

We need to change our business tax laws to make profit-sharing universal, perhaps by eliminating the corporate tax altogether for companies who implement and expand such plans. They would go a long way toward boosting productivity, which is the basis of a healthy and competitive economy, not to mention strengthening the economic security of all Americans.

Donald Lambro, chief political correspondent of The Washington Times, is a nationally syndicated columnist.

Fast track defeat no free trade derailment

Free traders are wringing their hands and bewailing the defeat of "fast track" last week. Jim Glassman of The Washington Post called it a victory for the "flat-earth caucus." Rep. Bill Archer, Texas Republican, said it was the most protectionist action he had seen in 27 years in Congress. Meanwhile, supporters of protectionism in the labor unions and environmental groups are congratulating themselves on winning a great victory.

The truth, however, is that this was not a defeat for free trade or a harbinger of rising protectionism. The worldwide trend toward freer trade will continue with or without fast track.

Fast track would have given President Clinton the power to negotiate new trade deals, with Congress forced to vote on the final package in its totality, up or down with no amendments. This is a power that every president since Gerald Ford has had. But the authority expired in 1994, and Mr. Clinton waited three years before asking Congress for renewal, despite numerous warnings that he was increasing the risk of defeat. He waited because he did not want to arouse the protectionist wing of the Democratic Party going into the 1996 elections.

Lack of fast-track authority, however, does not prevent the United States from pursuing new trade agreements. In fact, Mr. Clinton has struck more than 100 such

agreements since 1994. Most of these have been limited agreements with particular countries relating to specific industries. But there have also been some multilateral agreements regarding telecommunications and financial services. Where fast-track authority is necessary is for large, comprehensive multilateral deals, such as the Uruguay Round, which was completed in 1994.

However, the Clinton administration has no plans for another large round of multilateral trade negotiations. All that is on the table are some limited regional agreements, such as adding Chile to the North American Free Trade Agreement. Thus, in truth, there is no real reason for Mr. Clinton to have fast-track authority at this time.

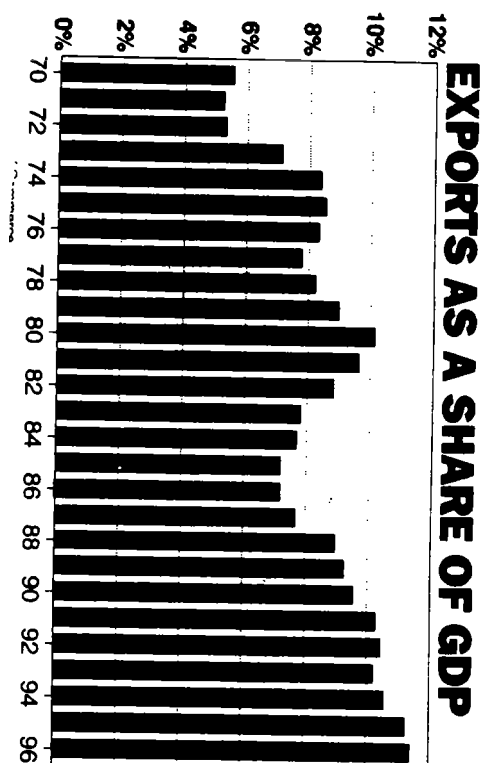
Of course, it is always a bad sign when free trade is defeated, even if

*In the last 25 years,
exports have more than
doubled as a share of
gross domestic product.*

only indirectly. But it is worth remembering that fast track itself was a step back from free trade. Previously, presidents were free to negotiate tariff reductions on their own authority, without submitting the agreements to Congress at all. In 1974, Congress objected to this procedure and demanded more involvement in the trade process. The result was fast track.

In the last 25 years, exports have more than doubled as a share of gross domestic product. That trend likely will continue with or without fast track.

Bruce Bartlett is a nationally syndicated columnist.



Clinton Offers Assurances on Free Trade

President Tells Mexico, Other Latin Nations Not to Be Discouraged

By John F. Harris
Washington Post Staff Writer

President Clinton yesterday assured Mexico and other Latin American nations that the United States remains committed to free trade, and asked them not to be "too discouraged" by his administration's setback earlier this week when the House refused to approve expanded presidential power to negotiate free trade agreements.

"I think this is not the last chapter in this story," Clinton told reporters in an Oval Office session with Mexican President Ernesto Zedillo. Clinton promised to keep lobbying to persuade Congress next year to give him power to pursue new trade pacts on a "fast track" basis.

For the most part, Zedillo's visit here had an upbeat tone and was being used by both leaders to smooth some recent turbulence in U.S.-Mexico relations. Zedillo and Clinton pledged to cooperate more on combating such long-standing problems as drug trafficking, illegal immigration and pollution along the 1,800-mile U.S.-Mexico border, as well as to explore ways soon to ensure food safety on imported produce. In addition, both men participated in a ceremony yesterday afternoon at the Organization of American States to sign a multinational treaty aimed at curbing gun trafficking.

Even so, U.S. officials acknowledged that it was unfortunate timing that brought Zedillo—the leader of the United States' third-largest trading partner—here just five days after Clinton failed to muster enough support in the House to pass the fast track legislation.

Fast track authority means that Congress must vote up or down on a trade agreement presented by the president, with no amendments allowed. Foreign governments have said they are reluctant to begin trade talks if the deals that are struck can later be changed by Congress.

The Mexican president, in an interview with several newspaper editors and bureau chiefs on Thursday night, freely acknowledged that the death of fast track for this year sent an unwelcome signal to many Latin American governments, many of which are eager to strike agreements



President Clinton joins Mexico's Ernesto Zedillo in ceremony at Organization of American States to sign multinational treaty aimed at curbing gun trafficking.

similar to the 1993 North American Free Trade Agreement with Mexico and Canada.

Calling the fast track vote "very unfortunate," Zedillo said, "The nations of Latin America have taken bold steps toward freer trade, and they expected further serious negotiations, and so this does create some sense of frustration."

The gun-trafficking agreement calls on OAS members to agree to establish serial number codes on guns manufactured in their countries, and to receive permission from a foreign governments before exporting guns to that nation.

Barry McCaffrey, the White House's director of national drug control policy, said gun running in many nations is "clearly tied to the most vehement form of criminal activity, which is the drug business."

On the subject of drugs, Clinton acknowledged yesterday that U.S. demand drives illegal trafficking—an important acknowledgment in Mexico, where many people feel their

country is unfairly blamed for a problem driven by the voracious U.S. market. McCaffrey said that rising demand is also a problem in Mexico, and that the two nations will hold a joint conference in El Paso next March aimed at devising new strategies to reduce demand.

Thomas F. "Mack" McLarty, the White House special envoy to Latin America, said food safety came up at yesterday's Clinton-Zedillo session. McLarty noted that this issue was on the U.S. agenda before recent concerns that Mexico may have exported tainted strawberries here.

"Both presidents agreed there would be some mechanism established, and promptly so, to discuss this in further detail, concerning food safety and exports," McLarty said. "The president underscored, with our being the largest agricultural exporting country, we in no way want to inhibit the free flow of goods, but we do have a genuine concern about food safety."

5

Why Clinton's 'Fast Track' Loss Is a Win

By Robert Kuttner

The defeat of the administration's fast-track bill that would have granted the president broad trade authority has been depicted as a backward-looking disaster. Supposedly, it will hurt investor confidence in America, slow economic growth and marginalize the Democratic Party.

In reality, Clinton's defeat offers a welcome pause. Instead of rushing headlong into another NAFTA, we can now have a long-overdue national debate about the terms of engagement between the United States and the global economy.

Before the defeat, the president described the fast-track bill as "a no-brainer." Nearly everyone, in theory, benefits from trade. The impetus to build a seamless and largely ungoverned global economy is presented as an almost undebatable question.

The only opponent, in this view, are ugly nativists and the small minority of factory workers actually dislocated by trade. The very oddity of the anti-fast track coalition—Ross Perot and Pat Buchanan linking arms with Ralph Nader and AFL-CIO President John Sweeney—suggests that opponents must be outside the mainstream.

But this conception poses the issue far too glibly and narrowly. The real question involves not whether to be "internationalist," but on what terms—and with what effects on our society at home.

Why, after all, does the administration need a new authority to negotiate more trade deals that cannot be amended by Congress? For one thing, Clinton wants to negotiate more regional agreements like NAFTA. For another, he wants China in the World Trade Organization (WTO).

But each of these issues is open to legitimate debate. NAFTA, at best, was oversold. At worst, the overeagerness to include a politically underdeveloped country like Mexico in a free-trade area with the United States and Canada caused a rush of speculative peso investments, and then a severe collapse in late 1994. Mexico's economy has yet to fully recover.

Further, a competition to pursue more regional trading areas with special privileges for member nations is antithetical to the ideal of universal open trade. The fact that the adminis-

tration is pursuing both generalized free trade and more special trading areas is indicative of intellectual muddle.

Nor is it clear that nations such as China, which do not have America's conception of democratic liberties, worker rights or even private property rights, should be admitted as full members of the WTO. For nearly half a century, trade with communist countries was conducted under a very narrow set of carefully limited rules. That certainly did not hurt the West, which had plenty of other people to trade with. And it may have accelerated the communist downfall.

Will China become a liberal democracy faster if it is granted full WTO membership right away, or if membership is made contingent on meeting concrete criteria of political openness? This is a contentious and legitimate policy dispute, not one properly suited to administration *carte blanche*.

Beyond these particulars is a profound debate about the kind of capitalism we want in the United States, and what new institutions it requires in a global era. For a century, the liberal democracies have sought to build a capitalism that was dynamic but also socially bearable. This project necessarily was pursued by nation-states—because there is no global government.

As the Great Depression demonstrated, unregulated capitalism is a nightmare. Once we learned, as a nation, how to temper a market economy, broadly diffused prosperity resulted. But global trade offers market forces an end run around national stabilizers such as financial regulation and labor standards.

If individual nations contrive minimum-wage laws, collective bargaining rights and worker safety regulations, private capital can simply move to places where no such laws exist. If we enact higher standards of environmental protection that require industrialists to invest in clean production, the Third World has no such standards. It then becomes easier to argue that the United States should jettison such laws, lest we price ourselves out of global markets.

Likewise, the mature democratic countries, chastened by two centuries of financial panics, crashes and swindles, decided to regulate banks and stock exchanges. But no such policing

exists in the offshore banking havens and the primitive casino economies of "emerging markets" like Thailand and Mexico.

Yet free marketeers boast that the nation-state is now an anachronism, as if capitalism can now regulate itself. However, the fundamental instability of a market economy has not changed; these issues now play out on a larger and more complex stage.

So trade winds up affecting the way we live in ways that utopian free traders seldom acknowledge. That's why fast track is a much bigger issue than it seems. The rules of world trade profoundly affect our own society.

A counterpart of the fast-track controversy is occurring in Europe. The right wants full financial and commercial union to proceed, uncomplicated by social policy. The left wants construction of democratic European political institutions to proceed apace so that social policy in Europe is not entirely the province of businesses and bankers.

A global economy compels us to consider questions—and the WTO's conceptions of due process, of conflicts of interest, and enforcement mechanisms are rudimentary.

Yet another issue that cries out for policy innovation is how to contain the instability that results when immature market economies succumb to banking panics, stock market collapses and the pricking of real estate bubbles, as has happened recently in East Asia. Some, like the Nobel laureate economist James Tobin, have proposed a small tax on currency trades to slow down the financial casino.

So it's no wonder that there is no national consensus on the objectives for a new round of trade negotiations. In the 1960s, President Kennedy overcame labor skepticism about freer trade by offering compensation to workers hurt by resulting economic changes. President Clinton might have issued a call for greater international recognition of labor and environmental rights and greater domestic subsidy to help those dislocated by trade. Instead,

he made common cause with Republicans who have little sympathy for any kinds of social standards or social spending, global or domestic. Mercifully, this effort failed.

Prophets of gloom contend that the fast-track defeat portends a new era of protectionism and slow growth. This is improbable. Trade is already substantially free. Investors are able to ship money and products around the globe, secure in their property rights. They are able to repatriate profits at will. Most tariffs are already close to zero. Governments are generally getting out of the subsidy business.

Continued

Part 2 - Fast Track



There is no rational reason for investors, foreign or domestic, to lose confidence in the U.S. economy because of the fast-track defeat. If the long and overvalued bull market does finally end, doubtless Republican politicians and the Wall

what kind of rules to enact for the world trading system, and who shall enforce them. After World War II, Western statesmen built a set of global financial institutions—the so-called Bretton Woods system—intended to strike a balance between a restoration of private commerce, and the ability of national governments to pursue full-employment economies, further tempered by social stabilizers.

The Bretton Woods system included a World Bank and an International Monetary Fund (IMF) that would use public funds to liberate economic development from the tyranny of myopic private capital markets. But half a century later, the IMF has become the agent of financial orthodoxy and fiscal austerity. Private investors, not the World Bank, call the tune. The original International Trade Organization, devised in the late 1940s, included a commitment to full employment and labor rights. But it was never formalized.

The last three administrations—two Republican and one nominally Democratic—have pursued clearer rules for trade. But their particular agenda has been mainly intended to protect (note that word) the interests of investors.

The new World Trade Organization, fruit of the last round of global trade talks, protects market access and property rights for investors. What the WTO largely ignores are regulatory issues that affect ordinary people—labor rights, the quality of the environment and other social

Street Journal editorial page will forever blame it on House Minority leader Dick Gephardt and the opponents of fast track. But the most recent stock slide had nothing whatever to do with the loss of trade negotiating authority. Rather, the markets lost confidence precisely because of the spillover effects of unregulated globalization—in this case contagion from unstable markets in Asia.

What we really need is a pause in which to consider how to govern this whole global affair—not an acceleration of the rush to remove the remaining economic stabilizers. Politically, it is now very likely that there will be no new fast-track authority and no major new trade agreement until after the election in 2000. The 1998 mid-term election, will be a preview, with Clinton and Vice President Gore siding with the Republicans as the laissez-faire party, and Gephardt and most House Democrats as the party of economic stabilization and management.

It certainly is a mistake to view this latest split in the Democratic Party as mere pandering or jockeying for the Democratic nomination in 2000. There is a principled debate here: Do we revive the raw capitalism of Charles Dickens's England, camouflaged by the sexy appeal of globalism? Or do we rebuild a mixed economy in the spirit of Franklin Roosevelt's New Deal, updated for a new international era?

Robert Kuttner is co-editor of the *American Prospect*, a liberal bimonthly magazine, and author of *Everything For Sale* (Knopf).

7

Trade Fight Was Battle of Perception Against Analysis

By DAVID E. SANGER

WASHINGTON, Nov. 15 — In the days since Congress handed President Clinton a major defeat on trade, top White House aides have been asking themselves the same question: at a moment when

the economy is booming and other nations say they are terrified by the competitive edge of

American companies, why did Congress become convinced that trade was threatening the livelihoods of working Americans?

Mr. Clinton talked himself hoarse repeating the same statistical mantra: 13.5 million new jobs, many created by America's export boom over the last five years, and the lowest unemployment rate in two decades. At the same time, he repeatedly fretted in public that he had been a "complete failure" convincing Americans that their prosperity was linked to the blooming of trade.

In a capital where images always have a greater staying power than statistical analysis, Mr. Clinton ran headlong into headlines that members of Congress threw back at him: Kodak lays off 10,000 in Rochester, Levi Strauss shuts down 11 plants in four states, Fruit of the Loom ends its production in the United States.

Some of those layoffs were linked to foreign competition; many were not, and many no doubt would have happened whether or not the United States expands its network of trade agreements around the world.

But as many members of Congress told Mr. Clinton in the days

The fast track legislation would have renewed the President's authority to negotiate agreements that Congress could approve or disapprove but not amend. Traditionally, Presidents have received that authority so that other nations know that whatever deal they strike will not be reopened by Congress.

But this was not really a debate over the trade agreements themselves or whether the President should have the authority to negotiate new ones. Instead, it became a referendum on who benefits the most from trade in an era when companies clearly have fewer geographical constraints than ever.

One of Mr. Clinton's closest economic advisers, who insisted on anonymity, said this week: "This was a collision that had been building for a long time between Bill Clinton's picture of prosperity and the fears members of Congress were hearing every weekend back home. And you know what? They were both right."

Mr. Clinton has been living with this economic duality for most of his Presidency. While economists remain mired in a debate about whether trade or technology bears more responsibility for the displacement of American workers, few doubt that the overall gains to the American economy from the explosion in the last decade in foreign trade — which has bloomed from 10 percent of the economy in 1970 to nearly a quarter today — have been tremendous. And most agree that the gains to the gainers greatly outstrip the losses to the losers.

But that is very different from saying that a majority of workers share in those broad gains.

The losers, in fact, are often concentrated in particular industries and particular Congressional districts. They are far more likely to hold union jobs — thus the well-organized opposition to the bill from union leaders. Workers who have not finished high school are much more vulnerable to job losses that arise from competition with lower-cost producers abroad.

In the fast track fight, for example, union leaders often cited the plight of clothing workers, who sew garments made from American or foreign fabrics. "The statistics are pretty clear: the number of these workers has declined, and their real wages have gone down, too," said Sidney Weintraub, a professor at the Center for

Strategic and International Studies in Washington and author of a recent study, "Nafta at Three: A Progress Report."

The automotive unions were also among the sharpest opponents, after watching many auto parts plants move abroad and seeing many foreign auto makers, especially the Japanese, open nonunion plants on American soil.

Whether trade agreements accelerated the loss of those types of jobs is a subject of heated debate: American companies have been moving factories to lower-wage nations for decades, and other countries have been investing heavily here since the early 1980's.

The political problem that the White House never confronted head-on was laid out soon before the vote in a study published by the Council on Foreign Relations. While trade enriches the nation, they concluded, "the living standard of the most typical income earner in the very middle of the income distribution may not rise." In addition, the study said, "global integration may not benefit middle-class citizens as a group." As a result, the study concluded, "further global integration, by itself, may not be democratically supportable."

Some of Mr. Clinton's aides are beginning to say that the White House, preoccupied by the Congressional politics of stitching together a majority coalition of Republicans and Democrats, erred by not acknowledging more explicitly that many Americans are losers from freer trade. They were they willing to acknowledge publicly, however, what many say privately: that the Administration wildly oversold the benefits of free trade to ordinary workers in 1993, during the Nafta debate.

"Members of Congress were listening to something very real in their districts," said Robert B. Reich, Mr. Clinton's Secretary of Labor in the first term. "A third to half of the work force has not benefited from this economic expansion. And as an Administration, we did not do enough to make sure the losers had a fair chance of becoming winners."

In fact, many of the programs Mr. Clinton initiated to secure the passage of Nafta in 1993 — aid to workers who were displaced, even if Nafta itself was not clearly the culprit — were never aggressively car-

People are not told
when their jobs
depend on trade,
officials say.

leading up to the failure of the "fast track" trade legislation, what mattered was the continuing sense of anxiety in their districts, even in the best of boom times. After listening to Mr. Clinton's pitch, they would respond with stories about plant closings, a shrug of the shoulders, and explain that rightly or wrongly their constituents blamed Nafta, the most prominent of the more than 200 trade agreements signed in Mr. Clinton's first five years in office.

Continued

Part 2 - Trade Fight

ried out.

In private, some of Mr. Clinton's advisers say they concur with Mr. Reich. But they insist that their bigger problem was one of perception: every plant closing seemed to amplify the bad news, washing over the more subtle evidence of job growth.

"It's enormously frustrating," Samuel R. Berger, President Clinton's national security adviser, said. "Nobody gets told when they are hired: 'You owe your job to the fact that we're doing more business in China.'"

For the President and his advisers, the question now is whether it is too late to revive their arguments in Congress. Mr. Clinton insisted several times in recent days that "this

isn't over yet," and his aides suggest that early next year he will be back with a narrower trade bill. That would give him specific authority to negotiate with more than 120 nations in the World Trade Organization on agreements that Congress could ratify or reject, but not amend.

The minority leader, Richard A. Gephardt of Missouri, said he was open to a new bill, as long as it clearly addressed issues of worker rights and environmental conditions abroad. The labor unions say they are not automatically opposed to a fast track bill, as long as their members are well protected. But many Administration officials doubt that the unions will back any bill that emanates from the White House.

7

Fred Hiatt

... And the Children *WP-C7 11/16*

It was for the sake of the children, House Minority Leader Richard Gephardt and Minority Whip David Bonior told their colleagues a few weeks ago, that they were spearheading what turned into President Clinton's stunning defeat on trade.

Both of them had visited Mexican slums along the U.S. border. "The children," Gephardt told his colleagues, "as all children are, are beautiful." But the children were very poor, in some cases working in factories despite their very young age. The two Democratic leaders blamed this on trade, and in particular on the free-trade pact with the United States. Any future trade agreements, they said, should forbid child labor and protect foreign workers in other ways.

"We need to have Mexican workers and Chilean workers and their environments meet the standards that we have established here in the United States, rather than our workers coming down to their standards," Bonior said.

It sounded good, and it was—at least rhetorically—the basis for the overwhelming Democratic opposition to Clinton's request for trade negotiating authority. Who could argue against everyone in the world enjoying the standards of a prosperous America?

But when it came to explaining *how* they would bring this about, neither Gephardt nor Bonior had much to say.

It was fortuitous, therefore, that Rijk van Haarlem—a man who really knows something about enforcing workers' standards—happened

to drop into Washington last week. Van Haarlem is a Dutch labor inspector and, though compact and soft-spoken, he has the no-nonsense air of a man you wouldn't want to face if you owned a sweatshop.

Van Haarlem has set up in Bangladesh an International Labor Organization (ILO) project aimed at getting children out of garment factories. Bangladesh pays for part of the project, and thanks to legislation sponsored by Democratic Sen. Tom Harkin of Iowa, the U.S. Department of Labor pays the rest—and, though it's too soon for conclusions, it seems to be working.

Van Haarlem and his team found about 10,000 children, as young as 7 years old, cutting and stitching clothes for export to the United States and Europe. He is now paying them \$7 per month not to work—about half what they were earning before. The program also has set up 320 special schools for these children, because they had fallen so far behind they could not attend regular school. ILO inspectors monitor factory cooperation; factories cooperate because they fear a consumer boycott if they don't.

After a little more than a year, 8,000 of the children remain in school; the rest have slipped away or turned 14, the legal working age. The share of garment factories employing children has dropped from 43 percent to less than 9 percent.

So the United States can influence work standards in other countries, as Gephardt and Bonior suggest. But van Haarlem is helping—he

hopes—8,000 children, at a cost to U.S. taxpayers of \$860,000 over two years. In Bangladesh, more than 6 million children are working today. Extending Harkin's program to them would cost more than a half-billion dollars; and if you wanted to throw in the 3.4 million kids working in Pakistan, and the 2 million in Mexico, and—well, it begins to add up.

You could, of course, just ban any imports from factories that employ kids, without paying stipends or setting up schools. Then, van Haarlem explains patiently, "you will lose the children. They will disappear into the slums, to more dangerous jobs."

Even then, you wouldn't have solved Gephardt's problem, since the grown-ups in the Bangladesh garment factories earn only \$40 per month, tops. Okay, then—why not ban those imports, too; penalize the factories for not paying what Gephardt calls a "human wage"?

"It would be almost the economic death of Bangladesh," van Haarlem says, adding, in the tone he might use with a thick-headed employer, "There is real poverty in Bangladesh. You have to see it, and you have to smell it. I can't describe it."

Only economic growth for Bangladesh as a whole, in other words, can begin to lift its workers' standards—the kind of growth that spread prosperity, and ended child labor, in South Korea, and Hong Kong and Singapore. And every shred of evidence suggests that such growth can't happen without trade and investment.

That doesn't mean that trade alone is enough.

Countries have to invest in education, public health, a competent bureaucracy. Foreign aid can help them do so, programs like van Haarlem's can set useful examples and pressure from the United States—including in trade talks—can prod them in the right direction.

But the anti-trade Democrats are flat wrong when they equate globalization simplistically with a "race to the bottom." In the past 50 years, poverty has fallen more than in the previous 500, according to the U.N. Development Report. Developing countries have progressed as fast in the past 30 years as the industrialized world did in the previous century. Infant mortality rates have been halved, malnutrition has declined by a third, access to safe water is way up, illiteracy is down, life expectancy is up. Countries that have been most open to trade, like Hong Kong and Singapore, have achieved standards of living comparable to America's.

No, trade alone can't do it. But neither Gephardt's sympathy and admiration, nor American decrees, can save those beautiful children in Mexico's slums, nor magically increase wages in Bangladesh, Chile or Pakistan. The Democrats have voted against trade expansion; now what's their alternative? So far, those Mexican kids have nothing to thank them for.

The writer is a member of the editorial page staff.

If we learned anything from the fast-track trade fight, it is that demagoguery is alive and well in Washington, economic ignorance runs deeper than ever in Congress and the news media, and the business community still doesn't know how to sell the benefits of the global economy.

Even by past legislative battle standards, this one reached a new low in fear-mongering and deceit. The tools of big labor, Democratic Leader Dick Gephardt and Reps. David Bonior and Bernie Sanders, a socialist, came up with every hyperbolic attack line they could muster. Mr. Gephardt even blamed increased drug trafficking in the United States on the North American Free Trade Agreement — not on its true cause, President Clinton's abandonment of the war on drugs.

In the final weeks of debate, the AFL-CIO's paid congressional army of trade protectionists waged one of the most dishonest lobbying campaigns that this reporter has seen in 30 years of covering Washington. In one of the battle's most skillful bits of anti-trade demagoguery, aired on the CBS Evening News, Bonior and Sanders went down to Juarez, Mexico, with a CBS film crew in tow. Visiting one of its worst slums, which predates NAFTA, Mr. Bonior pointed to the shacks and said, "This is the global economy." It was a totally one-sided editorial against trade by two veteran, big government leftists that could have been produced at the AFL-CIO, and probably was.

Similarly one-sided stories filled the news programs of the past several weeks, bashing NAFTA and repeating big labor's protectionist line. Nowhere was it reported that U.S. exports to NAFTA partners Mexico and Canada had reached nearly \$200 billion last year — an

Low bridge for the fast track flap

all-time record; that both have become America's biggest export markets, with Mexico's market bigger than Japan's; that the North American economy is forecast to grow by 3.5 percent this year, higher than the other industrialized countries of the world; or that all those predictions of a "giant sucking sound" of jobs leaving the United States have not come true.

Despite all the doom and gloom fears that trade expansion will destroy jobs, the obvious fact is that trade has helped to create millions

of new, higher-paying jobs, driving the U.S. unemployment rate to the lowest level in nearly a quarter of a century.

Last week's Labor Department unemployment report showed the jobless rate falling to 4.7 percent, flattened by the creation of an astonishing 284,000 jobs in October alone. Since 1993 the U.S. economy has created more than 13.5 million new jobs. "Clearly, NAFTA has not hurt the U.S. economy," trade analyst Rebecca Reynolds Bannister writes in a study for the Progressive

Low
Bridge

expanding their payrolls to keep with mounting exports to Latin America.

Rather than worry about losing jobs, the biggest complaint among U.S. business leaders in the country today is the lack of labor, qualified or otherwise.

But too little or none of this is getting reported to the American people. One reason is an abysmal level of ignorance in much of the news media and in Congress about trade and the global economy. An otherwise intelligent editor of a major newspaper recently told me that "America doesn't make much of anything anymore."

This common perception, wholly untrue, reflects what many Americans think of the U.S. economy. Combined with the belief that imports destroy jobs and a misunderstanding about the global economy's benefits, this is what is now driving so much of the public mistrust about NAFTA and other trade deals.

The truth is we will begin losing jobs if we don't negotiate lower trade barriers abroad because U.S. companies will move plants to these countries to avoid paying import tariffs.

But the myth of U.S. deindustrialization goes on despite all the evidence against it. Our gross domestic product, the measure of all the goods and services we produce, stands at nearly \$8 trillion, bigger than any nation on Earth. If you want to see what America makes, look at the New York Stock Exchange listings or the NASDAQ in your local newspaper. Millions of privately owned businesses add to the nation's growth rate, which was

expanding at a 3.5 percent annualized rate in the third quarter — faster than any other industrialized nation.

We are the biggest producer of food on the planet. We are the biggest producer of farm and industrial machinery, of airplanes, of computers and of software. At our present rate of growth, it is quite possible that our GDP will reach \$10 trillion by the beginning of the next decade.

Americans have produced this level of GDP. But because we produce more products and services than we can possibly buy ourselves, we sell the rest in global markets. And those sales have been a major factor in our robust job-creation rate that is higher than any industrialized nation on Earth.

Mr. Clinton complained this week that "this is a no-brainer." Trade has not destroyed jobs, it has created them. U.S. leadership in the global economy is one of the great success stories of the 20th century. Sadly, the U.S. business community has done a very poor job of promoting this story to its workers, to Congress and to the media.

Mr. Clinton deserves a lot of the blame for not beginning early enough to get the votes needed to pass fast-track. But I think American business is also much to blame for this week's setback. Until corporate America gets into the trenches and begins doing a better job of combating the demagogues and educating the country about the benefits of global trade, we're going to have even more trouble getting trade bills through Congress in the future.

Donald Lambro, chief political correspondent of The Washington Times, is a nationally syndicated columnist.

Policy Institute.

And contrary to the Gephardt-Bonior-Sanders disinformation campaign that the United States is losing higher-paying manufacturing jobs, the most robust job gains last month were in manufacturing. Half the 54,000 jobs in this sector alone were in machinery, transportation and construction. Big U.S. companies like Boeing have hired 32,000 workers in the last 18 months and will add another 11,000 jobs to its factory lines. Other companies like Caterpillar were

18

Fast-Track Falsities

N 71 A30 11/18

The refusal of House Democrats to give the leader of their party "fast track" authority to negotiate trade pacts is disturbing testimony to the power of organized labor's campaign money — and of flagrantly false rhetoric.

Opponents declared that their action would prevent President Clinton from entering into another pact as harmful as the North American Free Trade Agreement, signed with Mexico and Canada in 1993. After all, Mexico soon sank into recession and created a trade deficit for the United States. But Nora Lustig of the Brookings Institution shows that Nafta's impact on America has been trivial.

The Mexican economic crisis, not Nafta, created the trade deficit. The revealing fact is that Mexico's recession drove exports from Europe and Japan down by about 25 percent while exports from the United States under Nafta fell only about 2 percent. Contrary to Ross Perot's jeremiad, the number of displaced American workers has been

small, and most of them quickly found new jobs.

Fast-track opponents raised the fear-mongering claim that trade with developing countries creates a race to the bottom for the wages of American workers. But American wages closely mirror American productivity. Trade cannot threaten productivity in American companies, so it does not threaten wages of most American workers. Indeed, history shows that trade boosts productivity, raising wages in America and, even faster, in previously low-wage countries like South Korea and Taiwan. The race, then, is to the top.

There is a legitimate concern that imports, though driving consumer prices lower for everyone, can whittle down the wages of America's least-skilled workers. But the actual impact has been small and there are far better ways to help the few displaced workers who are forced into lower-paying jobs than to stomp on trade and thereby make the entire country substantially poorer.

LIVE FROM THE CAPITOL...

N 71 A30 11/18

Rep. David Dreier (R-

Calif.) took to the floor last

week to give his colleagues

reasons they should oppose

giving the president "fast

track" trade authority.

With apologies to David

Letterman, Dreier's top 10

reasons, "from our home

office in Eugene, Ore."

10. Trade must kill jobs. We

still have 4.9 percent

unemployment.

9. Smoot and Hawley got a

bum wrap.

8. Two words: Black

helicopters.

7. Wall Street could use a

total meltdown of Asian stock

markets.

6. Ralph Nader and Pat

Buchanan agree. Can they

both be wrong?

5. Fast track does not let

United States Congress set

the minimum wage in Portugal.

4. 1998 Nobel Prize winner

for economics, Ross Perot.

3. My vision for our 21st

century economy: manual

typewriters, rotary telephones

and black-and-white

televisions.

2. John Sweeney told me to.

1. Mr. Speaker, I want a

better fast track, a better

balanced budget, a better tax

cut, and better welfare reform.

Clinton's Divided Party Deals Him a Major Loss

No Trade Agreement Among the Democrats

By Thomas B. Edsall
and John E. Yang
Washington Post Staff Writers

President Clinton was soundly defeated by the Democratic Party over the weekend. The question is, which Democratic Party?

The president's failure to push a crucial trade bill through the House was a triumph for the traditional wing of the party,

backed by its increasingly important organized labor supporters. Clinton's loss was compounded by the liberals' ability to win over centrist members of Congress—those "New Democrats" who have shared his view of the party and have been among

his strongest allies in past budget fights.

While the president was able to muster 40 percent of the House Democrats to pass the last big trade measure—the North American Free Trade Agreement in 1993—this time he could win commitments from only about 20 percent.

At the moment, the "fast track" trade debate leaves the Democratic Party divided between its Gephardt and Gore wings. And, to the extent that House Democrats reflect a national view, it leaves the party in disarray over which of those two wings presents the more attractive political vision.

While the Democratic Party has reached nominal agreement



BY TIM SLOAN—THE WASHINGTON POST
President Clinton discusses failed "fast track" effort as Chief of Staff Erskine Bowles, left, and Vice President Gore watch outside Oval Office.

on the importance of the issues of crime, family values and fiscal responsibility, it remains divided on issues such as tax policy and social spending—but perhaps most sharply on trade. Clinton and Vice President Gore have favored a pure free-trade policy while House Minority Leader Richard A. Gephardt (D-Mo.) and his allies have called for an interventionist trade policy.

"The real question before us now is whether we connect our values of environmental quality, worker and human rights to our economic policy," Gephardt declared yesterday. "We've tried it the Republican way and it's being rejected. I hope now we'll have a chance to work for a trade policy that puts American values squarely into future negotiations."

See DEMOCRATS, A6, Col. 1

Continued

Port & Clinton's Democratic Party

"People see it as a litmus test on whether you are sympathetic with how precarious their job stability might be," said Rep. Timothy J. Roemer (D-Ind.), a Clinton supporter and leader of the centrist New Democrat Coalition who was prepared to vote against the bill. "We have low unemployment in Indiana, but thousands of people are hanging on by their fingernails to \$6- and \$7-an-hour jobs, and they could be the first ones displaced. . . . I'm a free-trader, but I insist on fair trade."

House Democratic supporters of fast track contended that their colleagues have become increasingly less open to free trade since the 1994 and 1996 elections, as the party has lost suburban seats and become more urban and blue-collar.

Support for granting the administration enhanced negotiating authority hit a brick wall at 42 House Democrats. The early core of the opposition tended to fall into two categories, according to those involved in the vote-counting effort: senior lawmakers who had made early, public commitments to labor; and newer members who had never dealt with trade issues before and, unprepared for the pressure from labor, quickly committed.

It's a point the Republicans drove home. "We are in very grave danger of losing our ability to compete in large parts of the world largely, frankly, because of the labor unions," House Speaker Newt Gingrich (R-Ga.) said. "If the labor unions had not been so dominant in the Democratic Party, we would have won fast track, I think, by 50 votes."

But later support for the Gephardt position came from more moderate Democrats concerned with such issues as the environment.

Democrats who led the charge against Clinton's fast-track legislation contend that the United States can turn the global economic forces they see as undermining worker, environment and consumer protection laws into weapons to strengthen the liberal agenda domestically and internationally.

"This was not a debate about protectionism versus free trade," declared House Democratic Whip David E. Bonior (D-Mich.). "Those of us who opposed this fast track have altered the terms of the trade debate . . . [and] stand ready to work with the president to shape a new trade policy, one that addresses worker rights, food safety, consumer protection and the environment."

For decades, key liberal leaders

and intellectuals have blamed economic globalization for the weakening support for their agenda. They have argued that international competition has intensified pressure to abandon national policies on worker safety, on union organizing rights, on environmental standards and on wage levels because of the added cost to American products and services.

Rahm Emanuel, White House senior adviser, contended that pulling fast track was not a devastating defeat for the Clinton administration. Noting that a majority of Democrats supported balanced budget legislation, he said, "I think this Democratic Party is a new Democratic Party when it comes to the middle-class pocketbook issues and the middle-class family and cultural issues. The national Democratic Party is not going back to what came out of Washington in the last 30 years, pre-Bill Clinton."

Trade, Emanuel said, "is the one issue that still runs down the canyon between those who want to walk forward into the future confidently . . . and [those] who want to pull up the drawbridge and hunker down."

In the politics of the Democratic Party, the winner in the fast-track outcome is the growing alliance of diverse interests that includes AFL-CIO president John Sweeney, Ralph Nader, the Sierra Club, the National Farmers Union, the Humane Society and the Pure Food Campaign.

Lori Wallach, of Public Citizen's Global Trade Watch, a Nader organi-

zation, said the victory "signals a shift to a new trade policy in the United States, a rejection of the NAFTA and GATT model, which is a race to the bottom competition where there are no standards of fair play and the cheapest labor, the most crushed union movement, the most trashed environment becomes the winner."

Robert Borosage, of the Campaign for America's Future, declared this "the beginning of the progressive struggle for the next decade. . . . It is a statement that neo-liberalism that combines economic conservatism with a liberal social agenda is not where the Democratic Party is at."

3

Clinton Neglected to Sell 'Fast Track' to U.S. Public

By John F. Harris and Peter Baker
Washington Post Staff Writers

When world leaders convened in Denver last June for an international summit, President Clinton decided the time was right for a sermon. The American example of welcoming free trade and celebrating the new global economy was a model for the world, he lectured, "the strategy we want everyone to embrace."

While Clinton was lecturing the world, however, he neglected to win the U.S. public over to his sunny vision of prosperity through global commerce—a problem that came home with devastating consequences for Clinton this week when Congress spurned his request for more power to negotiate trade agreements.

The debate over "fast track" trade authority, which consumed much of official Washington for the past several weeks, scarcely engaged the public at large, according to administration officials, public opinion experts and activists on both sides of the issue.

Clinton's embarrassing retreat on Monday got only scant coverage on two of the three major broadcast networks, and the third, NBC, avoided it altogether. Even some fast-track opponents concede that the issue was not well understood by the public.

In large part, this is Clinton's doing. He made two appearances outside Washington on the topic, and did little else to explain or raise the profile of a complicated issue that he maintained is critical to America's standing in the world.

Clinton is now paying the price on two levels. As a policy matter, not having fast-track power will hurt the administration's hopes of negotiating new trade agreements modestly in the short term, and much more severely if Clinton cannot reverse the setback when Congress returns next year, according to U.S. trade officials.

As a political matter, the fast-track failure has prompted the kind of lame-duck speculation that inevitably focuses on second-term presidents. The way Clinton intends to prevent diminishing influence in Washington, White House aides assert, is by generating wide support for issues that hit home with average voters outside the capital.

Clinton's 1997 agenda, however, has been dominated by issues that tend to excite great interest among what political scientists call "policy elites" but seem like abstractions to most other people. Among these issues are the expansion

of the NATO alliance, the renewal of most-favored-nation trading status with China, and the mostly closed-door talks with Republican leaders on a balanced-budget agreement.

The fast-track battle was a classic example. Andrew Kohut of the Pew Research Center said his group showed that 82 percent of elites—a selection of 600 mayors, governors, foreign policy experts, journalists and others—thought the 1994 North American Free Trade Agreement was a good thing for the country. By contrast, only 47 percent of the broader public thought it was a good thing.

"It's not an impossible thing to do," Kohut said of passing fast track, "but it's a position that has to be sold."

Instead, Clinton followed an inside-Washington strategy on fast-track. Chief of Staff Erskine B. Bowles, a businessman whom many House Democrats view with suspicion, ran the White House lobbying campaign, consulting closely with GOP leaders. This approach worked during the balanced-budget talks, but manifestly failed this time. Clinton could muster only an estimated 42 House Democrats to add to the solid GOP support; faced with a virtually certain defeat, he asked House leaders to postpone the vote until next year.

"The president never talks, and the administration has not talked about the benefits of trade," said Carla Hills, the U.S. trade representative in the Bush administration. "That has to be sold to the people because the forces who fear that their protected position will be in jeopardy have louder voices than the many who don't realize the benefits that they gain from trade."

Some in the White House reject the idea that Clinton did too little, too late. Said adviser Paul Begala, "Even Bill Clinton would not have been able to send citizens to the barricades with pitchforks to say, 'Don't let them amend the Chilean free trade agreement to death.'"

Yet there was broad acknowledgment among White House officials yesterday that they need to make the fast-track issue seem more concrete. During a lengthy post-mortem run by Bowles, staff members concluded that one of the biggest obstacles was the fact that fast track involved no specific country or industry and therefore brought with it no natural allies. During the debate over NAFTA, companies and communities knew far more explicitly what they stood to gain by increasing trade with Mexico and Canada; the



FILE PHOTO

PRESIDENT CLINTON

... lectured the world about trade

same was true with the vote on China's most-favored-nation trading status.

As a result, the White House is looking at submitting a more narrowly tailored bill in the spring, one that would seek fast-track authority only for a specific country, region or type of product.

Fast-track authority, which all presidents since Gerald R. Ford have had, means that presidents can negotiate trade deals and present them to Congress for straight up or down votes. The logic is that foreign governments will not negotiate if they know that Congress can later undo certain provisions by amendment.

U.S. Trade Representative Charlene Barshefsky said that she will continue to try to negotiate global trade agreements in such sectors as government procurement, intellectual property and agriculture, and that the administration still desires a NAFTA-style trade pact with Chile.

But the president's lack of negotiating leverage may prove awkward for him as soon as this month, when he heads for Vancouver for a summit of the Asia Pacific Economic Cooperation (APEC) forum. "Foreign governments are completely perplexed" by the politics of U.S. trade, Barshefsky said, not comprehending how a nation that looks so prosperous and even domineering to them can be insecure about global trade.

Of more concern to the White House, however, is the perception at home that his poor showing this week signals his presidency may be winding down. Rejecting this idea, former Clinton aide Donald Baer said Clinton's high popularity gives him all the influence he needs. The key, he said, is to make sure he is speaking to the public and not merely to official Washington. "The president is always at his best as an educator," said Baer, "when he establishes a public connection that enables him to explain and lead on complicated issues."

'Fast Track' Gives Marathoners Slip

Speaker Pulled Trade Bill After Long Night of House Bluff, Counterbluff

AG By Guy Gugliotta *W(0)*
Washington Post Staff Writer

Rep. Paul E. Gillmor (R-Ohio) abandoned his wife and son at Disney World when Speaker Newt Gingrich (R-Ga.) summoned him to Washington to vote for fast track. "I'm here, I'm ready, and I'm waiting," a grumpy Gillmor told reporters early yesterday, just after he arrived at the Capitol.

"But the best source of information around here is the elevator operator," he said. "And she told me we're going home."

She was right. A little over an hour later, Majority Leader Richard K. Arme (R-Tex.) confirmed it in the chamber, thanked House members for "patience and good humor" and sent them home for Veterans Day.

There would be no fast-track vote, but before Gingrich "pulled down" the bill early yesterday, it afforded an opportunity for congressional theater at its best—controversial legislation, a tug-of-war between a president and his own party, and an on-again, off-again floor vote that figured to be so close that no one wanted to call it until it happened.

Both sides worked the bill hard. Gingrich and his lieutenants mustered well-brushed, chamber of commerce types to tout the benefits of free trade and fast track from a Ways and Means Committee room.

Minority Leader Richard A. Gephardt (D-Mo.), fast track's leading opponent, held briefings in his office for brawny labor leaders and environmentalists who warned of a dangerous trade policy that turned a blind eye to pollution and let American jobs leak away to the Third World.

White House luminaries called Democratic fence-sitters, trying to push them into the fast-track camp. Platoons of lobbyists roamed the Capitol's halls. Pizza boxes and half-eaten cartons of take-out Chinese food piled up in conference rooms. Beards grew scruffy; eyes grew red; patience wore thin: "All of you whine about wanting to go home," Republican Conference Chairman John A. Boehner (Ohio) complained to reporters. "What about us?"

Fast track began to look like a loser shortly after 10 p.m. Sunday, when Chairman Gerald B.H. Solomon (R-

N.Y.), after nine postponements, finally called a meeting of the House Rules Committee to set the rules of debate for fast track.

The rules session was critical, for it signified Gingrich's belief the fast-track bill would pass. Ways and Means Committee spokesman Ari Fleischer told reporters outside the hearing room that the bill "felt pretty good by late afternoon."

Gingrich had close to 170 Republican 'yes' votes for fast track and Clinton had 42 Democrats, Fleischer said, maybe six votes short of the 218-vote majority needed for passage. The six could probably be found when the floor pressure mounted during the actual vote.

But not yet. Solomon gaveled the committee to order at 10:19 p.m., only to announce curtly that "the rules meeting on fast track is going to be delayed" because of "some technical glitch."

"Yeah," drawled ranking minority member Joe Moakley (D-Mass.) of South Boston. "It's called not enough votes." Solomon did not set another time for the rules panel to meet.

Down in the bowels of the Capitol, House Republicans were listening to a progress report from Gingrich, who earlier in the day had invited his colleagues to "imagine that fast track wins and we've dealt this huge defeat to Dick Gephardt [Minority Whip] David E. Bonior [D-Mich.]."

But this time, said Rep. Mark Edward Souder (R-Ind.), a conservative opponent of fast track, Gingrich was telling colleagues how it "would be a big loss to the president and to the country if he pulled the bill."

Did that mean it was a loser, somebody asked?

"The White House makes the call," Gingrich said.

On the House floor, members debated noncontroversial legislation as they waited for fast track. Rep. John Conyers Jr. (D-Mich.) left his exuberant son, Carl, 2, to play with the doorkeepers and stray members.

Rep. Dana Rohrabacher (R-Calif.), condemning human rights abuses in Afghanistan, told an amazing story about spending the two months between his 1988 election and his 1989 swearing in "fighting with the [Muslim]

Mujaheddin [guerrillas] in the battle of Jalalabad" in Afghanistan. A teenager carrying an AK-47 came up to him during a lull in the fighting and asked him if "I came from 'politics in America.'" Yes, Rohrabacher replied. "So, are you a donkey or an elephant?" the boy asked.

At 12:30 a.m. the House voted on an immigration bill, and members came and stayed. Gingrich, it was assumed, had heard from Clinton, and the buzz was that the speaker was getting ready to pull the plug.

"Newt's waiting on a call from the president," said Rep. Barney Frank (D-Mass.). "Fast track is on life support and we're all waiting here because the president did not tuck Newt in."

Boehner, fourth in the House GOP hierarchy, said it looked bad. "I think we could have won, if we held the vote," he added. So, somebody asked, would you roll the dice? "Hell, yes," Boehner said.

At 1:45 a.m. Rep. James P. Moran Jr. (Va.), a pro-fast-track Democrat, told reporters he had spoken with Clinton, who "wanted to pull the vote." Clinton "wouldn't compromise" on abortion language in an unrelated bill, he said, and consequently antiabortion Republicans refused to vote for fast track. "I don't think the speaker can deliver the votes," Moran said.

At 1:32 a.m. Gingrich went to the podium while Arme stood up and, very briefly, told members to go home and return Thursday to finish the House's remaining business.

Does that mean, asked Bonior, "that fast track is off indefinitely?"

Arme said he "felt a little like Pip," Dickens's eternal optimist. "I still have great expectations, but I have no announcement or prediction at this time." In the back of the chamber, Gephardt stood leaning on a rail, smiling broadly.

Gingrich met with reporters, talked about the "mutual decision" he had made with Clinton to pull the bill. Gephardt and Bonior met with labor and environmental leaders in Gephardt's office. There were cheers.

Rep. David Dreier (R-Calif.), one of Gingrich's most avid fast-track proponents, said an abortion compromise would not have made any difference. "Slippage? There wasn't any slippage," he said. "It just never quite got there."

5

Labor Victory On Trade Bill Reveals Power

By JILL ABRAMSON
with STEVEN GREENHOUSE

WASHINGTON, Nov. 11 — The stinging blow to President Clinton's trade policy delivered by House Democrats reflects the growing political aggressiveness of the nation's labor unions, their ability to mobilize members and labor's increasing importance in financing Democratic candidates.

Of particular importance in the defeat of the trade bill on Monday, which was labor's biggest legislative victory in years, was an important shift in the Democratic Party's financial center of gravity.

Union money has grown increasingly predominant for House Democrats, whose financial support from business began drying up after Republicans won control of Congress in 1994. By 1996, contributions from labor's political action committees jumped to 48 percent of PAC donations to House Democrats, up from 33 percent in 1992.

To be sure, labor's money was not the only reason why so many Democrats joined the labor-led mutiny to defeat the President's efforts to expand his power to negotiate free-trade agreements.

Many Democrats were unhappy with the results of the North American Free Trade Agreement passed in 1993, and many voiced concern that the "fast track" trade bill did too little to protect environmental and labor standards overseas.

Labor unions began mobilizing against the fast-track measure last spring and waged an energetic pressure campaign, aimed at Democrats and Republican House members in districts with many union members. Union members showered members of Congress, especially House Democrats, with tens of thousands of letters and phone calls asserting that the fast track authority would be bad for workers. Labor's effort against the trade bill was joined by environmental groups, consumer safety groups and civil rights organizations.

The A.F.L.-C.I.O. went on the air in 20 key Congressional districts with advertisements opposing the measure in mid-September and had spent \$1.5 million to \$2 million through the end of last week, said Denise Mitchell, an A.F.L.-C.I.O. spokeswoman.

It was labor's biggest showdown with the White House since unions lost their battle in 1993 over Nafta. "We saw this as a battle for the soul of the country," Ms. Mitchell said.

After a decade in which many Democrats, including President Clinton, refashioned themselves as New Democrats, labor's victory complicates the efforts of some Democrats to be more business-friendly. Many Democrats joined groups like the Democratic Leadership Council, which receives money from some of the corporations that supported the fast-track bill. The council spent \$200,000 on television advertising supporting President Clinton's trade policies.

The fight also unfolded at a precarious time for Democrats. The Democratic Party is \$15 million in the red, so it is not all that surprising that so many Democratic lawmakers chose to stand with organized labor rather than with the President because they were mindful that unions had become the largest donors to Democratic Congressional campaigns and that unions also mobilized the most campaign foot soldiers.

"The Democratic Party is bankrupt, everyone knows that," said Thomas J. Donohue, president of the United States Chamber of Commerce, "and the only money these guys can get is from the unions."

For John J. Sweeney, the fast-track fight was his biggest triumph by far since he took the A.F.L.-C.I.O.'s helm two years ago on a platform promising to revive union power both in Washington and at the bargaining table. The victory was especially sweet for Mr. Sweeney after he lost a huge political battle last November: the A.F.L.-C.I.O.'s \$35 million campaign to help Democrats regain control of Congress.

"This is really a big win," Mr. Sweeney said. "We can't lose sight of what it was all about in terms of the economic vulnerability that so many people are experiencing with this recovering economy. That's where the White House missed the boat. Ordinary Americans oppose fast track. They worry that while the economy is booming most of the rewards are passing them by."

Republican House leaders, who supported President Clinton's position on the trade bill, were quick to explain their defeat by citing the clout of union money and they complained that the A.F.L.-C.I.O. threatened to withhold money from recalcitrant members.

But in reality, overt threats were not necessary. Most House Democrats are well aware of the fact that labor union political action committees have supplied their campaigns

A shift in a party's financial center of gravity.

with a growing percentage of PAC donations.

Before the Democrats lost control of the Congress, business PAC's were stuffing campaigns with money, \$25.2 million in 1993 and 1994. But in 1996, they gave only \$16.7 million to House Democrats, while labor PAC's stepped up their giving, to \$36.8 million in 1996 from \$31.8 million in 1994.

"Money follows power," said Larry Makinson, deputy director of the Center for Responsive Politics. "When all that business money was coming in, Democrats were happy to be part of the country club set. Now they've come home to labor. With fast track the Democrats were reminding themselves where they came from since their new suitor walked out of the door with the Republicans."

Besides its debt, the Democratic Party was defeated and badly outspent by the Republican Party in major contests in Virginia, New York and New Jersey earlier this month. Although the Democratic Congressional Campaign Committee is having a successful year, having raised more than \$10 million, Democratic candidates are nervous about their party's ability to fully finance House contests next year in the mid-term elections.

Some of the Democrats' business soft money donors, the wealthy individuals and corporations whose donations fall outside the Federal election laws, have been scared off by the campaign finance imbroglio. Unions, however, have continued to give generous soft money donations to the

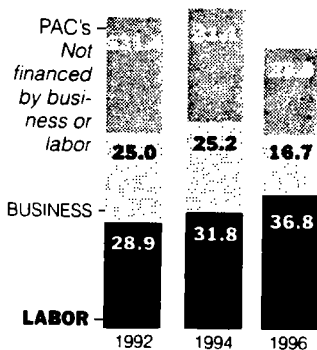
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Cont'd - Union Victory

BY THE NUMBERS

Union Help

Donations by political action committees to the Democrats, in millions of dollars, during election years.



Source: Federal Election Commission

The New York Times

Democrats.

Under the guidance of Tony Coelho, the former House whip and Democratic Congressional Campaign Committee chairman, the Democrats in the 1980's successfully courted business donors, using their chairmanships of major financial committees as a lure. Once the Democrats lost their majority, however, "the Coelho bubble burst," Mr. Makinson said.

Al From, president of the Democratic Leadership Council, said the fast-track defeat should make business donors reassess their strategy.

"The business community really has to think very hard about ignoring House Democrats," Mr. From said. "Even though the Democrats are in a minority, if business doesn't get every single Republican vote their issues can be placed in jeopardy."

While the Republican leadership

asserted that Big Labor's arm tactics were what doomed fast-track, labor leaders say fast track lost because of "Little Labor." It was not the chiefs, union leaders say, but the tens of thousands of Indians in Ohio and elsewhere who wrote the letters, made the phone calls, went to protests and met with their representatives in Congress. The A.F.L.-C.I.O. set up an 800-telephone number that union members could call to be connected to their members of Congress, the apparel workers' union ran ads in Spanish-language newspapers, and the teamsters broadcast anti-fast track ads on radio stations that truckers listen to. All told, members of the steelworkers' union sent 160,000 handwritten letters to Congress.

Many lawmakers who opposed fast track had studied what happened to several dozen Democratic members of Congress who defied labor and voted for Nafta in 1993, and lost to Republicans in 1994, partly because many disaffected union members did not go to the polls that year.

"We told a lot of Congressmen that this issue is very important to our people, and if you don't support us on it, that will affect the way our members feel about you next November," said Jay Mazur, president of the Union of Needletrades, Industrial and Textile Employees.

Union leaders sought to build on their failed Nafta effort, concluding, for instance, that they had to cooperate more with environmental groups and consumer safety groups to block fast track. At the farmers market at Embarcadero Center in San Francisco, the teamsters union distributed fliers stating that Nafta has led to imports of unsafe fruits and vegetables, and that the fast track authority would do likewise. Decrying Nafta's environmental effects on Mexican border towns, unions also held demonstrations with Friends of the Earth and the Sierra Club in a half dozen cities.

"We didn't want to talk just to union members, we wanted to talk to a broader audience to say that this is bad for families, even if your job is not on the line," said Steven Trossman, an anti-fast-track strategist with the teamsters.

Even as the union movement rejoiced over its fast-track victory, that success brings some problems for labor. Bruised and angry, businesses are vowing to redouble efforts against the newly muscular labor movement and relations with the White House are badly strained.

Mr. Sweeney said he hoped to cooperate again soon with the President — on a new trade bill more to labor's liking and on other issues. And while the fast track fight cemented ties between labor and many Congressional Democrats, some centrist and conservative Democrats, including Mr. From, feared that the fight would weaken the Democratic Party. These centrists say the visibility of labor's clout will push the Democratic Party further left, thereby alienating many Americans. And White House officials worry the party has been hurt by the fractures resulting from the battle.

Labor leaders say they warned the White House last August that if it submitted a trade bill they did not like, unions would fight.

But the White House rejected labor's pleas, fearing such a bill would not be palatable to Republican leaders.

President Takes Blame For 'Fast Track' Delay

But Clinton Asserts Trade Issue Is 'Not Dead'

By John F. Harris
Washington Post Staff Writer

Confronted with the failure of a frenetic, down-to-the-wire lobbying campaign, President Clinton asked Congress yesterday to delay action, most likely until next year, on a measure expanding the president's power to negotiate free-trade agreements.

Still bleary-eyed from the long night before, Clinton told reporters that he assigned himself much of the blame for the inability to pass a bill allowing "fast track" trade agreements—his most spectacular legislative failure since the defeat of his health care plan three years ago. He acknowledged that he had not been effective in answering the objections of House Democrats and convincing them of the benefits

of free trade. But Clinton vowed that the setback would be temporary. "This is not dead," he declared. "I will be very surprised if we are not successful in developing a bipartisan, constructive, successful approach to fast track before this Congress is over."

Facing a narrow but virtually certain defeat, Clinton called House Speaker Newt Gingrich (R-Ga.) at 1:15 a.m. yesterday and asked him to remove the bill from a vote that had been scheduled for later in the morning. Both men pledged to revive their temporary alliance on the trade issue once the political climate improves.

"We have to regroup and think about how to find the last few votes. I believe we

were within six or eight votes of passing it," Gingrich told reporters.

In their early-morning call, Gingrich and Clinton discussed what they would say about the tactical delay, each agreeing to sound conciliatory.

Although Clinton and Gingrich generally stuck to that, some Republicans were irked by Clinton's statement that he finally gave up because he refused GOP demands that he agree to scale back aid for overseas family planning clinics in an unrelated bill in exchange for more fast-track votes.

Earlier in the campaign for fast track, senior administration officials such as Commerce Secretary William Daley had warned that the proposal had to be acted on in 1997 because it would be impossible to do so in 1998, an election year for the House. But administration officials said now their plan is to try anyway, and they intend to rewrite the legislation to make it more palatable to Democrats—hoping that such changes do not chase away the solid majority of Republicans who already backed Clinton on the bill.

Senate Majority Leader Trent Lott (R-Miss.) blamed Clinton's inability to rally his own party for the defeat and said it will be difficult if not impossible to pass the fast track bill next year because of the mid-term congressional elections. "I think fast track, at this point, is unlikely. . . . It appears to me it's dead," he told reporters.

Despite a sprint of personal pleas and promises of presidential favors over the past several days, Clinton in

Continued

Clinton - Takes Blame

the end could corral no more than an estimated 42 Democratic votes. Even though the bill apparently won't come up again this year, Clinton intends to keep the behind-the-scenes bargains he struck, including promises to support spending projects in individual lawmakers' districts and help them raise campaign funds.

"We will be good to our word," said White House press secretary Michael McCurry. "We're not going to go back and undo things that we pledged that we would do."

Clinton aides dismissed speculation that the president's inability to move more than a quarter of his party's House members to his position signaled a broader decline in his second-term political power. Instead they asserted that the fast-track measure is an

isolated issue on which Clinton and most members of his party in the House have an honest disagreement.

"I think most of you know what happened," Clinton said. "We have been having a big debate in our party for several years on the question of trade and its role in our economic future." Facing a House filled with Democratic skeptics, Clinton said, "We worked hard to overcome their objections, and we didn't succeed."

But some House Democrats said that their tepid support reflected frustration with a president who they perceive has pursued his agenda during last year's election and this year's budget negotiations in a way that suggested he is indifferent to their concerns.

"The triangulation strategy is coming home to roost," said one Democratic staff member, referring to Clinton's reelection strategy of positioning himself as an alternative to Republicans and congressional Democrats.

Clinton offered soothing rhetoric for his party yesterday, saying he was trying to "unpack the politics and emotion" behind the issue. He also softened his earlier complaint that many Democrats were yielding to the demands of organized labor, and that if fast track were subject to a secret ballot it would pass. "I did not question their integrity—I questioned their judgment—and I do believe that there were some who felt that it was a politically impossible vote," he said.

White House aides said they hoped to quell speculation that Clinton is entering the lame-duck phase of his presidency by advancing new policy ideas. Among proposals under discussion are initiatives on protecting pensions and reforming the tax code, both of which Clinton may unveil in next year's State of the Union address.

Staff writers Helen Dewar and John E. Yang contributed to this report.

9

Late call to Gingrich pronounced bill's doom

By Paul Wiseman
and Jessica Lee
USA TODAY

10h 11/11
WASHINGTON — In the early minutes of Monday, House Speaker Newt Gingrich called the White House. Gingrich gave chief of staff Erskine Bowles a final count of how many Republicans would vote for the key trade legislation sought by President Clinton.

Did Clinton want to proceed with a risky predawn vote? Gingrich asked.

Forty-five minutes later, Clinton called back with his answer: Pull the bill off the House floor.

The early-morning drama, followed by Clinton's announcement that he was abandoning his quest this year for "fast-track" trading authority, represented an embarrassing setback for Clinton.

Despite an all-out offen-

sive for the measure, he could not persuade more than 44 of 205 House Democrats to vote for it.

The outcome was a major victory for organized labor and House Minority Leader Richard Gephardt of Missouri, who led the opposition. Opponents said the bill didn't do enough to protect U.S. workers and the environment.

Under fast-track, the president can negotiate trade treaties and send them to Congress for a yes-or-no vote. Amendments are not allowed.

The White House said it could have gotten enough Republican votes to win if it had been willing to compromise on an unrelated abortion issue.

"Republicans, House and Senate, delivered the votes. But (Clinton) was unable to," said Senate Majority Leader Trent Lott, R-Miss.

10

Fast-Track Fallout Blankets S. America

Region Skeptical Clinton Can Fulfill Vow to Establish Free-Trade Zone

By Anthony Faiola
Washington Post Foreign Service

LIMA, Peru, Nov. 11—When President Clinton whisked through South America last month, he made free trade the crux of his agenda. He declared a new era of economic partnership with the region, insisting that he would make negotiations for a hemisphere-wide free-trading block the focus of the second Summit of the Americas, scheduled for next April.

But today, with Clinton's failure to win from Congress what amounted to the power to negotiate trade agreements, South Americans have become markedly more skeptical of Clinton's crusade. In some countries, particularly Chile—which Clinton had promised to make the next nation to participate in a free-trade accord with the United States—business executives and government officials expressed frustration and disappointment. They said they are losing faith that such an accord will ever be concluded.

Yet in other South American nations there was indifference—and even applause from trade protectionists—over the lack of U.S. congressional support for the president's position on trade. Those sentiments seemed strongest in Brazil, the region's industrial powerhouse, where the number of opponents to the extension of a NAFTA-like accord into Brazil and its important trading partners in South America is growing. Many Brazilians fear such an accord would only widen their trade deficit, which is a major factor in an economic crisis brewing in Latin America's largest nation.

"Nobody is happier about [Clinton's failure] than the protectionists in Brazil," said Marcus Nunes, a partner in MCM Consultants, a Sao Paulo-based economic research group.

The issue centers on Clinton's inability to win support for a piece of legislation—known as "fast-track" trade negotiation—which essentially gives the president the power to conclude trade agreements with foreign nations. With such authority, Congress can only vote yes or no on trade accords without tinkering with the language. South American nations, whose leaders already have such authority, have said they will not sign free-trade agreements with the United States unless the White House has fast-track capability—

which previously was enjoyed by every U.S. president since Gerald Ford.

During his trip to South America, Clinton pushed the topic hard, calling on leaders to head into serious negotiations to create a hemisphere-wide free-trading block by 2005—something that had been agreed on in theory at the first Americas' summit in 1994 in Miami.

But today, it appeared to many in South America that Clinton came here promising more than he could deliver. Indeed, some analysts contended the fast-track setback may mean an end to Clinton's vision for a Free Trade Association of the Americas, and, at the very least, put the idea on the slow track for now.

"I think it puts America at a major disadvantage in negotiating free-

"It's a myth that all of South America is eager to jump onto the idea of free trade."

—Latin America specialist Arturo Valenzuela

trade agreements in the future," said Johannes Heirman, an economist at the U.N.'s Economic Commission for Latin America and the Caribbean in Santiago, the Chilean capital. "There is a lack of confidence now—an enormous disillusion."

That, however, doesn't mean that the idea of increased U.S. trade with Latin America should be buried, experts say. The United States will not need the special authority Clinton is seeking from Congress to win smaller trade concessions—many of which have helped boost U.S. exports to Latin America to \$52 billion in 1996, double the figure of 1990.

"The U.S. is such a huge economy that once the idea of [wider] trade treaties with the United States dissipates in South America, I think you'll find many smaller and creative agreements that will still mean increases in trade between the two regions," said Arturo Valenzuela, executive director of the Center for Latin American Studies at Georgetown University.

For now, however, that is little consolation to Chile, a country of 14 million that has eagerly awaited a

promised free-trade agreement with the United States for the past three years. A special U.S. trading relationship with Chile was considered a way of noting the advances the nation has made toward a thriving free-market economy in the 1990s.

Clinton's troubles also strain economic and political ties with Chile at a time when it has been angered by Washington's decision to grant its neighbor, Argentina, a special strategic "non-NATO" ally status with the United States.

"In the eyes of the [Chilean public], it is another disappointment," Chilean Foreign Minister Jose Miguel Insulza said in a telephone interview. "Our expectations were much higher. . . . We now see free trade with the U.S. as a more remote possibility."

At the same time, larger developing countries in the region have grown more skeptical of free trade, arguing that dropping barriers may end up hurting, rather than boosting, their national economies. Brazilians, who are grappling with cracks in the "economic miracle" that have sent shock waves through the nation's stock markets and investor community, have insisted from the beginning that negotiation of any free-trade agreement must move slowly—certainly more slowly than Clinton and United States trade officials have asked. Investor skittishness there, caused by fears of a replay of the Asian currency crisis, has only added to calls for prudence in free-trade discussions.

Free-trade opponents have argued that Brazil still needs time for its legislature to enact tax reforms and for its domestic industries to downsize and become more efficient. Both measures are necessary, they say, if the Brazilians are to compete effectively against their leaner U.S. counterparts.

Many South Americans also continue to fear that the hemisphere-wide free-trading block envisioned by Clinton would undercut the trading bloc known as Mercosur, a sort of European Union in South America which Brazil dominates. Mercosur also includes Argentina, Paraguay and Uruguay.

"It's a myth that all of South America is eager to jump onto the idea of free trade," Valenzuela said. "It's also a myth that free trade is the only way to develop increased economic ties."

Diffusing the Fast Track Time Bomb

The Possible Explosion

- The potential explosion of the Fast Track Time Bomb is an horrific, ugly primary campaign fight between Gephardt and Gore what is perceived as core Democratic values. With Gephardt mobilizing union support and general frustration among solid Democrats with feeling betrayed one too many times by Clinton/Gore on issues they care about (ex. Welfare reform).

Where we are now

The Blame Game: Framing the Debate

- Gephardt et al. blames the Administration for not proposing a sufficiently interventionism trade bill that protects US Workers.
- Republicans are reinforcing framework by laying defeat at the door step of the union's and their influence on Democrats.
- So far, the media is buying this positioning.
- The administration is "re-grouping", but so are the opponents.
- Gephardt will use this to position himself as more sympathetic to workers than the Administration and by extension Gore. He, Bonior et al. are framing the current Fast Track bill as a Republicans bill and by extension fueling skepticism about Clinton/Gore's record on core Democratic issues (ex. Welfare reform).
- Previously the framework was: Old Democrats were in favor of old time protectionism. New Democrats are more pro-trade. Gephardt et al. are getting ahead of the debate saying that old republican free trade has been tried, now its time for new progressive interventionist trade to force countries to raise wages, environmental standards. If this framework sticks their version becomes the new and improved approach to trade.

There was great effort among unions and Democrats not to be seen as anti-trade or protectionist, because the public generally accepts that trade is inevitable, and for the nation as a whole a good thing. Their focus is on "fair trade" which is intended to demonstrate that they understand that some have deep fears of being left behind, have been laid off or suffer from stagnant wages.

"The real question before us now is whether we connect our values of environmental quality, worker and human rights to our economic polic...We've tried it the Republican way and it's being rejected. I hope now we'll have a chance to work for a trade policy that puts American values squarely into future negotiations." - Gephardt

Perception/ mobilization problems

Export Job Gains

- Perception: People who now have export oriented jobs do not necessarily thank free trade for their jobs or see legislation like Fast Track debate as beneficial to them.
- The administration has not highlighted the human side of the export jobs: the individual workers who now have work - former welfare recipients. This leaves the positive export side of the story to be told with impersonal economists using data.

Mobilization: Unions are not mobilizing them to speak in favor of fast track.

Import Job Loss

- Perception: Workers who are laid off may blame trade even if their firm was not impacted by trade.
- Many workers have been laid off due to trade. (But even the most extreme estimate by EPI of 400,000 SINCE 1994, is dwarfed by the average *monthly* job growth of **225,000** since last year.)
- Despite the strong economy, memories of the recession and corporate downsizing still loom large and create a bedrock of continued insecurity about future economic downturns.
- Mobilization: Active.

ALABAMA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Alabama Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Alabama has declined from 7.6% in January 1993 to 4.7% in July 1997.
- **147,000 New Jobs In Alabama.** Since 1993, 146,900 new jobs have been created in Alabama.
- **Exports From Alabama Are Up 69%.** In the first 6 months of 1997, Alabama's goods exports were running at a rate of \$5 billion -- up 69% since 1992. Alabama's exports of manufactured products were also up 100% from \$2.3 billion to \$4.7 billion in 1997*.
- **59,400 Jobs In Alabama Are Supported By Trade.** Jobs supported by goods exports increased 36% -- up 15,550 to 59,400 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electronic Equipment Exports Are Up 161%.** Electronic and Electronic Equipment exports have increased 161% since 1993 from \$419 million to \$1.1 billion in 1997*-- creating more higher paying jobs for more people in Alabama.
- **23,400 New Construction Jobs In Alabama.** 23,400 new construction jobs have been created in Alabama since 1993 -- after 600 jobs were lost during the four years before President Clinton took office.

* All figures for 1997 are annualized based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

ARIZONA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Arizona Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Arizona has declined from 7.0% in January 1993 to 4.1% in July 1997.
- **442,000 New Jobs In Arizona.** 442,000 new jobs since 1993-- employment growth nearly 5 times faster than the four years before President Clinton took office.
- **Exports From Arizona Are Up 197%.** In the first 6 months of 1997, Arizona's goods exports were running at a rate of \$16.2 billion -- up 197% since 1992. Arizona's exports of manufactured products were also up 170% from \$5.8 billion to \$15.7 billion in 1997*.
- **191,000 Jobs In Arizona Are Supported By Trade.** Jobs supported by goods exports increased 139% -- up 111,100 to 119,100 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery and Computers Exports Are Up 304%.** Industrial machinery and computers exports have increased 304% since 1993 from \$804 million to over \$3.2 billion in 1997*-- creating more higher paying jobs for more people in Arizona.
- **32,300 New Manufacturing Jobs In Arizona.** 32,300 new manufacturing jobs have been created in Arizona since 1993 -- after losing over 15,000 manufacturing jobs the four years before President Clinton took office.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

ARKANSAS IS MOVING FORWARD WITH MORE JOBS AND TRADE

Arkansas Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Arkansas has declined from 6.7% in January 1993 to 5.5% in July 1997.
- **117,000 New Jobs In Arkansas.** Since 1993, 117,700 new jobs have been created in Arkansas.
- **Exports From Arkansas Are Up 96%.** In the first 6 months of 1997, Arkansas' goods exports were running at a rate of \$2.4 billion -- up 96% since 1992. Arkansas' exports of manufactured products were also up 96% from \$1.2 billion to \$2.3 billion in 1997*.
- **28,100 Jobs In Arkansas Are Supported By Trade.** Jobs supported by goods exports increased 58% -- up 10,200 to 28,100 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Food Product Exports Are Up 162%.** Food product exports have increased 162% since 1993 from \$320 million to over \$840 million in 1997*-- creating more higher paying jobs for more people in Arkansas.
- **11,500 New Manufacturing Jobs In Arkansas.** 11,500 new manufacturing jobs have been created in Arkansas since 1993.
- **Household Incomes Are Up \$1,500 In Arkansas.** Since 1993, real median household income in Arkansas has increased by \$1,515 -- from \$24,299 in 1993 to \$25,814 in 1995.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year

CALIFORNIA IS MOVING FORWARD WITH MORE JOBS AND TRADE

California Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in California has declined from 9.7% in January 1993 to 6.1% in July 1997.
- **Over 1,000,000 New Jobs In California.** 1,064,000 new jobs since 1993 --after losing over 53,000 jobs in the 4 years before President Clinton took office.
- **Exports From California Are Up 46%.** In the first 6 months of 1997, California's goods exports were running at a rate of \$107 billion -- up 46% since 1992 -- making it the country's largest exporting state.
- **1.3 Million Jobs In California Are Supported By Trade.** Jobs supported by goods exports increased 17% -- up 187,200 since 1992 to 1.3 million jobs in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Electronic And Electric Equipment Exports Are Up 63%.** Electronic and electric equipment exports have increased 63% since 1993 from \$16 billion to \$26 billion in 1997*-- creating more higher paying jobs for more Californians. California is the country's largest agricultural exporting state -- shipping 12% of U.S. total.
- **Over 47,000 New Manufacturing Jobs In California.** 47,400 new manufacturing jobs -- after falling by 267,000 during the four years before President Clinton took office.
- **Household Incomes Are Up \$1,100 In California.** Since 1993, real median household income in California has increased by \$1,073 -- from \$35,936 in 1992 to \$37,009 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

COLORADO IS MOVING FORWARD WITH MORE JOBS AND TRADE

Colorado Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Colorado has declined from 6.1% in January 1993 to 3.1% in July 1997.
- **Over 300,000 New Jobs In Colorado.** 303,500 new jobs since 1993 -- employment growth nearly twice the rate than the four years before President Clinton took office.
- **Exports From Colorado Are Up 79%.** In the first 6 months of 1997, Colorado's goods exports were running at a rate of \$12 billion -- up 79% since 1992. Colorado's exports of manufactured products increased 75% from \$6.5 billion to \$11.4 billion in 1997*.
- **139,000 Jobs In Colorado Are Supported By Trade.** Jobs supported by goods exports increased 44% -- up 42,100 since 1992 to 139,000 jobs in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Food Product Exports Are Up 178%.** Food product exports have increased 178% since 1993 from \$291 million to \$807 million in 1997*-- creating more higher paying jobs for more people in Colorado.
- **Nearly 10,000 New Manufacturing Jobs In Colorado.** 9,500 new manufacturing jobs -- after falling by more than 3,000 during the four years before President Clinton took office.
- **Household Incomes Are Up \$5,400 In Colorado.** Since 1992, median household income in Colorado has increased by \$5,420 -- from \$35,286 in 1992 to \$40,706 in 1995.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

CONNECTICUT IS MOVING FORWARD WITH MORE JOBS AND TRADE

Connecticut Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Connecticut has declined from 6.6% in January 1993 to 4.8% in July 1997.
- **85,400 New Jobs In Connecticut.** 85,400 new jobs since 1993-- after losing more than 139,000 jobs in the four years before President Clinton took office.
- **Exports From Connecticut Are Up 21%.** In the first 6 months of 1997, Connecticut's goods exports were running at a rate of \$14.0 billion -- up 21% since 1992. Connecticut's exports of manufactured products were also up 39% from \$8.7 billion to \$12.1 billion in 1997*.
- **164,700 Jobs In Connecticut Are Supported By Trade.** 164,700* jobs in Connecticut are supported by trade -- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 70%.** Transportation equipment exports have increased 70% since 1993 from \$1.8 billion to over \$3 billion in 1997*-- creating more higher paying jobs for more people in Connecticut.
- **5,600 New Construction Jobs In Connecticut.** 5,600 new manufacturing jobs have been created in Connecticut since 1993.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

DELAWARE IS MOVING FORWARD WITH MORE JOBS AND TRADE

Delaware Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Delaware has declined from 5.0% in January 1993 to 4.3% in July 1997.
- **43,000 New Jobs In Delaware.** Since 1993, 43,000 new jobs have been created in Delaware-- employment growth more than 14 times greater than the four years before President Clinton took office.
- **Exports From Delaware Are Up 29%.** In the first 6 months of 1997, Delaware's goods exports were running at a rate of \$5.3 billion -- up 29% since 1992. Delaware's exports of manufactured products were also up 45% from \$3.6 billion to \$5.2 billion in 1997*.
- **62,000 Jobs In Delaware Are Supported By Trade.** Jobs supported by goods exports increased 4% -- up 2,112 to 62,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Chemical Products Exports Are Up 58%.** Chemical product exports have increased 58% since 1993 from \$2.4 billion to over \$3.8 billion in 1997*-- creating more higher paying jobs for more people in Delaware.
- **4,500 New Construction Jobs In Delaware.** 4,500 new construction jobs have been created in Delaware since 1993 after 3,300 jobs were lost in the four years before President Clinton took office.

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- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

FLORIDA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Florida Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Florida has declined from 7.3% in January 1993 to 4.6% in July 1997.
- **Nearly 1 Million New Jobs In Florida.** 943,200 new jobs since 1993 -- employment growth over 3 times faster than the four years before President Clinton took office.
- **Exports From Florida Are Up 51%.** In the first 6 months of 1997, Florida's goods exports were running at a rate of \$25 billion -- up 51% since 1992 -- making it the country's eighth largest exporting state.
- **296,000 Jobs In Florida Are Supported By Trade.** Jobs supported by goods exports increased 21% -- up 52,200 since 1992 to 296,000 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery And Computer Exports Are Up 102%.** Industrial machinery and computer exports have increased 102% since 1993 from over \$3 billion to over \$6 billion in 1997*-- creating more higher paying jobs for more Floridians.
- **10,500 New Manufacturing Jobs In Florida.** 10,500 new manufacturing jobs -- after falling by 55,000 during the four years before President Clinton took office.

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- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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GEORGIA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Georgia Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Georgia has declined from 6.2% in January 1993 to 4.3% in July 1997.
- **Over 550,000 New Jobs In Georgia.** 557,900 new jobs since 1993 -- employment growth 4 times faster than the four years before President Clinton took office.
- **Exports From Georgia Are Up 54%.** In the first 6 months of 1997, Georgia's goods exports were running at a rate of \$10.3 billion -- up 54% since 1992. Georgia's exports of manufactured products went from \$6.1 billion in 1993 to \$9.6 billion in 1997* -- an increase of 59%.
- **121,200 Jobs In Georgia Are Supported By Trade.** Jobs supported by goods exports increased 24% -- up 23,000 since 1992 to 121,200 jobs in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery and Computer Exports Are Up 81%.** Industrial machinery and computer exports have increased 81% since 1993 from \$871 million to over \$1.6 billion in 1997* -- creating more higher paying jobs for more Georgians.
- **36,000 New Manufacturing Jobs In Georgia.** 35,900 new manufacturing jobs -- after falling by 19,000 during the four years before President Clinton took office.
- **Household Incomes Are Up \$2,800 In Georgia.** Since 1992, real median household income in Georgia has increased by \$2,818 -- from \$31,281 in 1992 to \$34,099 in 1995.

* All figures for 1997 are annualized based on exports for the first 6 months

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

HAWAII IS MOVING FORWARD WITH MORE JOBS AND TRADE

Hawaii Is Moving In The Right Direction

- **Exports From Hawaii Are Up 178%.** In the first 6 months of 1997, Hawaii's goods exports were running at a rate of \$394 million -- up 178% since 1992. Hawaii's exports of manufactured products were also up 85% from \$181 million to \$336 million in 1997*.
- **4,600 Jobs In Hawaii Are Supported By Trade.** Jobs supported by goods exports increased 123% -- up 2,500 to 4,600 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Petroleum and Coal Products Exports Are Up 631%.** Petroleum and Coal product exports have increased 631% since 1993 from \$19 million to over \$138 million in 1997*-- creating more higher paying jobs for more people in Hawaii.

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IDAHO IS MOVING FORWARD WITH MORE JOBS AND TRADE

Idaho Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Idaho has declined from 6.5% in January 1993 to 4.9% in July 1997.
- **77,100 New Jobs In Idaho.** Since 1993, 77,100 new jobs have been created in Idaho.
- **Exports From Idaho Are Up 40%.** In the first 6 months of 1997, Idaho's goods exports were running at a rate of \$1.7 billion -- up 40% since 1992. Idaho's exports of manufactured products were also up 31% from \$1.2 billion to \$1.6 billion in 1997*.
- **19,300 Jobs In Idaho Are Supported By Trade.** Jobs supported by goods exports increased 7% -- up 1,262 to 19,300 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Food Product Exports Are Up 98%.** Food product exports have increased 98% since 1993 from \$136 million to \$270 million in 1997*-- creating more higher paying jobs for more people in Idaho.
- **5,500 New Manufacturing Jobs In Idaho.** 5,500 new manufacturing jobs have been created in Idaho since 1993.
- **Household Incomes Are Up \$2,583 In Idaho.** Since 1992, real median household income in Idaho has increased by \$2,583 -- from \$30,093 in 1992 to \$32,676 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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ILLINOIS IS MOVING FORWARD WITH MORE JOBS AND TRADE

Illinois Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Illinois has declined from 7.2% in January 1993 to 4.6% in July 1997.
- **473,000 New Jobs In Illinois.** 473,400 new jobs since 1993 have been created in Illinois.- employment growth nearly 5 times faster than the four years before President Clinton took office.
- **Exports From Illinois Are Up 74%.** In the first 6 months of 1997, Illinois' goods exports were running at a rate of \$37 billion -- up 74% since 1992. Illinois' exports of manufactured products were also up 68% from \$20 billion to \$34 billion in 1997*.
- **433,500 Jobs In Illinois Are Supported By Trade.** Jobs supported by goods exports increased 40% -- up 124,000 to 433,500 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery and Computers Exports Are Up 70%.** Industrial machinery and computers exports have increased 70% since 1993 from \$6 billion to over \$10 billion in 1997*-- creating more higher paying jobs for more people in Illinois.
- **49,000 New Manufacturing Jobs In Illinois.** 48,800 new manufacturing jobs have been created in Illinois since 1993-- after losing over 52,000 during the 4 years before President Clinton took office.
- **Household Incomes Are Up \$3,799 In Illinois.** Since 1992, real median household income in Illinois has increased by \$3,799 -- from \$34,272 in 1992 to \$38,071 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

INDIANA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Indiana Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Indiana has declined from 6.0% in January 1993 to 3.2% in July 1997.
- **243,000 New Jobs In Indiana.** 243,400 new jobs in Indiana have been created since 1993 --employment growth nearly one-and-a-half times faster than the four years before President Clinton took office.
- **Exports From Indiana Are Up 79%.** In the first 6 months of 1997, Indiana's goods exports were running at a rate of \$15 billion -- up 79% since 1992. Indiana's exports of manufactured products were also up 50% from \$9.8 billion to \$14.7 billion in 1997*.
- **177,000 Jobs In Indiana Are Supported By Trade.** Jobs supported by goods exports increased 44% -- up 54,000 to 176,900 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 98%.** Industrial machinery and computers exports have increased 98% since 1993 from \$1.7 billion to over \$3.3 billion in 1997*-- creating more higher paying jobs for more people in Indiana.
- **30,000 New Manufacturing Jobs In Indiana.** 29,900 new manufacturing jobs have been created in Indiana since 1993-- after losing over 12,000 during the four years before President Clinton took office.
- **Household Incomes Are Up \$2,394 In Indiana.** Since 1992, real median household income in Indiana has increased by \$2,394 -- from \$30,991 in 1992 to \$33,385 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.

IOWA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Iowa Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Iowa has declined from 4.2% in January 1993 to 2.6% in July 1997.
- **Over 140,000 New Jobs In Iowa.** 141,600 new jobs since 1993 -- employment growth nearly twice as fast than the four years before President Clinton took office.
- **Exports From Iowa Are Up 103%.** In the first 6 months of 1997, Iowa's goods exports were running at a rate of \$3.5 billion -- up 103% since 1992. Iowa's exports of manufactured products were also up 61% from \$2 billion to \$3.2 billion in 1997*
- **41,300 Jobs In Iowa Are Supported By Trade.** Jobs supported by goods exports increased 64% -- up 16,000 since 1992 to 41,300 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery And Computer Exports Are Up 112%.** Industrial machinery and computer exports have increased 112% since 1993 from \$463 million to \$983 million in 1997*-- creating more higher paying jobs for more people in Iowa .
- **Over 15,000 New Manufacturing Jobs In Iowa.** 15,700 new manufacturing jobs in Iowa since 1993 -- after only 1,800 have been created in the four years before President Clinton took office.
- **Household Incomes Are Up \$5,300 In Iowa.** Since 1993, real median household income in Iowa has increased by \$5,289 -- from \$30,230 in 1993 to \$35,519 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

KANSAS IS MOVING FORWARD WITH MORE JOBS AND TRADE

Kansas Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Kansas has declined from 4.7% in January 1993 to 3.9% in July 1997.
- **146,600 New Jobs In Kansas.** 146,600 new jobs since 1993 have been created in Kansas -- job growth over twice as fast as the four years before President Clinton took office.
- **Exports From Kansas Are Up 51%.** In the first 6 months of 1997, Kansas' goods exports were running at a rate of \$5.1 billion -- up 51% since 1992. Kansas' exports of manufactured products were also up 77% from \$2.4 billion to \$4.2 billion in 1997*.
- **60,000 Jobs In Kansas Are Supported By Trade.** Jobs supported by goods exports increased 22% -- up 10,600 to 60,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 127%.** Transportation Equipment exports have increased 127% since 1993 from \$661 million to over \$1.5 billion in 1997*-- creating more higher paying jobs for more people in Kansas.
- **Over 20,000 New Manufacturing Jobs In Kansas.** 21,200 new manufacturing jobs have been created in Kansas since 1993-- after losing over 900 jobs during the four years before President Clinton took office.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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KENTUCKY IS MOVING FORWARD WITH MORE JOBS AND TRADE

Kentucky Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Kentucky has declined from 6.3% in January 1993 to 5.3% in July 1997.
- **Almost 177,000 New Jobs In Kentucky.** 176,900 new jobs have been created in Kentucky since 1993.
- **Exports From Kentucky Are Up 88%.** In the first 6 months of 1997, Kentucky's goods exports were running at a rate of \$8.0 billion -- up 88% since 1992. Kentucky's exports of manufactured products were also up 122% from \$3.5 billion to \$7.7 billion in 1997*
- **94,000 Jobs In Kentucky Are Supported By Trade.** Jobs supported by goods exports increased 51% -- up 32,000 since 1992 to 94,300 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 228%.** Industrial machinery and computer exports have increased 228% since 1993 from \$685 million to over \$2.2 billion in 1997*-- creating more higher paying jobs for more people in Kentucky.
- **23,500 New Manufacturing Jobs In Kentucky.** 23,500 new manufacturing jobs --a growth rate of almost 3 times the four years before President Clinton took office.
- **Household Incomes Are Up \$4,300 In Kentucky.** Since 1992, real median household income in Kentucky has increased by \$4,300 -- from \$25,510 in 1992 to \$29,810 in 1995.

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- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
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LOUISIANA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Louisiana Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Louisiana has declined from 7.6% in January 1993 to 6.3% in July 1997.
- **Nearly 200,000 New Jobs In Louisiana.** Since 1993, 196,300 new jobs have been created in Louisiana.
- **Exports From Louisiana Are Up 21%.** In the first 6 months of 1997, Louisiana's goods exports were running at a rate of \$4.5 billion -- up 21% since 1992.
- **52,000 Jobs in Louisiana Are Supported By Trade.** Jobs supported by exports in Louisiana totaled over 52,000 in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Manufactured Exports.** Louisiana's exports of manufactured products increased 19% from \$2.4 billion to nearly \$2.8 billion in 1997*.
- **Petroleum And Coal Products Are Up 120%.** Petroleum and coal product exports have increased 120% since 1993 from over \$75 million to \$165 million in 1997*-- creating more higher paying jobs for more people living in Louisiana.

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- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
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MAINE IS MOVING FORWARD WITH MORE JOBS AND TRADE

Maine Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Maine has declined from 7.4% in January 1993 to 5.0% in July 1997.
- **Over 37,000 New Jobs In Maine.** 37,400 new jobs since 1993 --after losing over 29,000 in the previous four years before President Clinton took office.
- **Exports From Maine Are Up 37%.** In the first 6 months of 1997, Maine's goods exports were running at a rate of \$1.5 billion -- up 37% since 1992. Maine's exports of manufactured products were also up 22% from \$997 million to \$1.2 billion in 1997*
- **17,100 Jobs In Maine Are Supported By Trade.** Jobs supported by goods exports increased 10% -- up 1,500 since 1992 to 17,100 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 257%.** Transportation equipment exports have increased 227% since 1993 from \$34.5 million to \$123 million in 1997*-- creating more higher paying jobs for more people living in Maine.
- **2,900 New Construction Jobs In Maine.** 2,900 new construction jobs have been created since 1993 -- after nearly 13,000 jobs were lost during the four years before President Clinton took office.
- **Household Incomes Are Up \$4,920 In Maine.** Since 1993, real median household income in Maine has increased by \$4,920 -- from \$28,938 in 1993 to \$33,858 in 1995.

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- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
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MARYLAND IS MOVING FORWARD WITH MORE JOBS AND TRADE

Maryland Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Maryland has declined from 6.4% in January 1993 to 4.7% in July 1997.
- **160,000 New Jobs In Maryland.** 160,200 new jobs since 1993 -- after nearly 50,000 jobs were lost in the four years before President Clinton took office.
- **Exports From Maryland Are Up 37%.** In the first 6 months of 1997, Maryland's goods exports were running at a rate of \$4.1 billion -- up 37% since 1992. Maryland's exports of manufactured products were up by 42% from \$2.6 billion to \$3.7 billion in 1997*.
- **49,000 Jobs In Maryland Are Supported By Trade.** Jobs supported by goods exports increased 11% -- up 4,600 since 1992 to 49,000 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 92%.** Electronic and electric equipment exports have increased 92% since 1993 from \$347 million to \$667 million in 1997*-- creating more higher paying jobs for more people in Maryland.
- **17,000 New Construction Jobs In Maryland.** 17,000 new construction jobs -- after falling by 43,700 during the four years before President Clinton took office.
- **Household Incomes Are Up \$629 In Maryland.** Since 1992, real median household income in Maryland has increased by \$629 -- from \$40,412 in 1992 to \$41,041 in 1995.

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MASSACHUSETTS IS MOVING FORWARD WITH MORE JOBS AND TRADE

Massachusetts Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Massachusetts has declined from 7.5% in January 1993 to 3.9% in July 1997.
- **Nearly 300,000 New Jobs In Massachusetts.** 296,000 new jobs since 1993 -- after over 325,000 jobs were lost during the four years before President Clinton took office.
- **Exports From Massachusetts Are Up 47%.** In the first 6 months of 1997, Massachusetts's goods exports were running at a rate of \$19 billion -- up 47% since 1992. Massachusetts's exports of manufactured products were up by 51% in 1993 from \$12.1 billion to \$18 billion in 1997*.
- **221,000 Jobs In Massachusetts Are Supported By Trade.** Jobs supported by goods exports increased 25% -- up 44,000 since 1992 to 221,000 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 73%.** Electronic and Electric equipment exports have increased 73% since 1993 from \$2.2 billion to \$3.8 billion -- creating more higher paying jobs for more people in Massachusetts.
- **Over 20,000 New Construction Jobs In Massachusetts.** 21,200 new construction jobs -- after falling by 56,600 during the four years before President Clinton took office.

*All figures for 1997 are based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time to Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

MICHIGAN IS MOVING FORWARD WITH MORE JOBS AND TRADE

Michigan Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Michigan has declined from 7.4% in January 1993 to 3.8% in July 1997.
- **Over 422,500 New Jobs In Michigan.** 422,500 new jobs since 1993-- an employment growth rate nearly five times faster than the four years before President Clinton took office.
- **Exports From Michigan Are Up 70%.** In the first 6 months of 1997, Michigan's goods exports were running at a rate of \$43 billion -- up 70% since 1992. Michigan's exports of manufactured products were also up 42% from \$29.3 billion to \$42 billion in 1997*
- **502,900 Jobs In Michigan Are Supported By Trade.** Jobs supported by goods exports increased 37% -- up 135,000 since 1992 to 502,900 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 49%.** Transportation equipment exports have increased 49% since 1993 from \$17.3 billion to \$25.8 billion in 1997*-- creating more higher paying jobs for more people living in Michigan.
- **44,500 New Manufacturing Jobs In Michigan.** 44,500 new manufacturing jobs have been created since 1993-- where nearly 75,000 manufacturing jobs were lost the four years before President Clinton took office.
- **Household Incomes Are Up \$1,978 In Michigan.** Since 1993, real median household income in Michigan has increased by \$1,978 -- from \$34,448 in 1993 to \$36,426 in 1995.

*All figures for 1997 are based on exports for the first 6 months.

America Is Moving In the Right Direction; Now Is Not The Time To Turn Back

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

MINNESOTA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Minnesota Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Minnesota has declined from 5.3% in January 1993 to 3.1% in July 1997.
- **271,000 New Jobs In Minnesota.** 271,000 new jobs have been created in Minnesota since 1993 -- job growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From Minnesota Are Up 46%.** In the first 6 months of 1997, Minnesota's goods exports were running at a rate of \$14 billion -- up 46% since 1992. Minnesota's exports of manufactured products were also up 28% from \$7.8 billion to \$10.8 billion in 1997*
- **169,700 Jobs In Minnesota Are Supported By Trade.** Jobs supported by goods exports increased 17% -- up 24,800 since 1992 to 169,700 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 36%.** Transportation equipment exports have increased 36% since 1993 from \$600 million to \$1 billion in 1997*-- creating more higher paying jobs for more people from Minnesota.
- **Over 32,200 New Manufacturing Jobs In Minnesota.** 32,200 new manufacturing jobs have been created since 1993-- a growth rate 8 times faster than the four years before President Clinton took office.
- **Household Incomes Are Up \$4,280 In Minnesota.** Since 1992, real median household income in Minnesota has increased by \$4,280 -- from \$33,653 in 1992 to \$37,933 in 1995.

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America Is Moving In the Right Direction, Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

MISSISSIPPI IS MOVING FORWARD WITH MORE JOBS AND TRADE

Mississippi Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Mississippi has declined from 6.7% in January 1993 to 5.0% in July 1997.
- **Over 120,00 New Jobs In Mississippi.** 122,500 jobs have been created in Mississippi since 1993 -- job growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From Mississippi Are Up 68%.** In the first 6 months of 1997, Mississippi's goods exports were running at a rate of \$1.6 billion -- up 68% since 1992. Mississippi's exports of manufactured products were also up 73% from \$880 million to \$1.5 billion in 1997*
- **18,800 Jobs In Mississippi Are Supported By Trade.** Jobs supported by goods exports increased 35% -- up 4,800 since 1992 to 18,800 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Food Products Exports Are Up 394%.** Food products exports have increased 394% since 1993 from \$50.7 million to \$250 million in 1997*-- creating more higher paying jobs for more people living in Mississippi.
- **12,500 New Construction Jobs In Mississippi** 12,500 new construction jobs have been created since 1993 -- after only 1,500 jobs have been created in the four years before President Clinton took office.
- **Household Incomes Are Up \$4,194 In Mississippi.** Since 1992, real median household income in Mississippi has increased by \$4,194 -- from \$22,344 in 1992 to \$26,538 in 1995.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

MISSOURI IS MOVING FORWARD WITH MORE JOBS AND TRADE

Missouri Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Missouri has declined from 6.2% in January 1993 to 3.6% in July 1997.
- **Over 240,000 New Jobs In Missouri.** 240,800 new jobs since 1993 -- employment growth nearly 4 times faster than the four years before President Clinton took office.
- **Exports From Missouri Are Up 62%.** In the first 6 months of 1997, Missouri's goods exports were running at a rate of \$7.7 billion -- up 62% since 1992. Missouri's exports of manufactured products were up by 44% from \$4.3 in 1993 billion to \$6.2 billion in 1997*.
- **91,000 Jobs In Missouri Are Supported By Trade.** Jobs supported by goods exports increased 30% -- up 21,000 since 1992 to 91,000 jobs in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Primary Metal Exports Are Up 213%.** Primary metal exports have increased 213% since 1993 from \$101 million to over \$314 million in 1997* -- creating more higher paying jobs for more people in Missouri.
- **24,000 New Construction Jobs In Missouri.** 23,900 new construction jobs -- after falling by 5,400 during the four years before President Clinton took office.
- **Household Incomes Are Up \$5,100 In Missouri.** Since 1992, median household income in Missouri has increased by \$5,104 -- from \$29,721 in 1992 to \$34,825 in 1995.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

MONTANA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Montana Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Montana has declined from 6.8% in January 1993 to 5.1% in July 1997.
- **45,000 New Jobs In Montana.** 45,100 new jobs have been created in Montana since 1993.
- **Exports From Montana Are Up 145%.** In the first 6 months of 1997, Montana's goods exports were running at a rate of \$577 million -- up 145% since 1992. Montana's exports of manufactured products were also up 131% from \$199 million to \$461 million in 1997*.
- **7,000 Jobs In Montana Are Supported By Trade.** Jobs supported by goods exports increased 97% -- up 3,300 to 6,800 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Primary Metals Exports Are Up 541%.** Primary Metals exports have increased 541% since 1993 from \$490 million to over \$316 million in 1997*-- creating more higher paying jobs for more people in Montana.
- **6,500 New Construction Jobs In Montana.** 6,500 new construction jobs have been created in Montana since 1993 -- job growth nearly three times as fast as the four years before President Clinton took office.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year

NEBRASKA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Nebraska Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Nebraska has declined from 2.8% in January 1993 to 2.4% in July 1997.
- **97,200 New Jobs In Nebraska.** Since 1993, 97,200 new jobs have been created in Nebraska, almost double the number created in the four years before President Clinton took office.
- **Exports From Nebraska Are Up 45%.** In the first 6 months of 1997, Nebraska's goods exports were running at a rate of \$2.4 billion -- up 45% since 1992. Nebraska's exports of manufactured products were also up 19% from \$1.8 billion to \$2.2 billion in 1997*.
- **28,700 Jobs In Nebraska Are Supported By Trade.** Jobs supported by goods exports increased 17% -- up 4,135 to 28,700 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industry Machinery and Computer Exports Are Up 117%.** Industry Machinery and Computer exports have increased 117% since 1993 from \$132 million to over \$286 million in 1997*-- creating more higher paying jobs for more people in Nebraska.
- **14,600 New Manufacturing Jobs In Nebraska.** 14,600 new manufacturing jobs have been created in Nebraska since 1993 -- double the number of manufacturing jobs created in the four years before President Clinton took office.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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NEVADA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Nevada Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Nevada has declined from 7.3% in January 1993 to 4.4% in July 1997.
- **Nearly 250,000 New Jobs In Nevada.** 247,400 new jobs have been created in Nevada since 1993 -- job growth over twice as fast as the four years before President Clinton took office.
- **Exports From Nevada Are Up 111%.** In the first 6 months of 1997, Nevada's goods exports were running at a rate of \$962 million -- up 111% since 1992. Nevada's exports of manufactured products were also up 67% from \$541 million to \$903 million in 1997*.
- **11,400 Jobs In Nevada Are Supported By Trade.** Jobs supported by goods exports increased 70% -- up 4,700 to 11,400 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 464%.** Transportation Equipment exports have increased 464% since 1993 from \$20 million to over \$114 million in 1997*-- creating more higher paying jobs for more people in Nevada.
- **12,100 New Manufacturing Jobs In Nevada.** 12,100 new manufacturing jobs have been created in Nevada since 1993 -- job growth over five times faster than the four years before President Clinton took office.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

NEW HAMPSHIRE IS MOVING FORWARD WITH MORE JOBS AND TRADE

New Hampshire Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in New Hampshire has declined from 7.6% in January 1993 to 3.0% in July 1997.
- **84,100 New Jobs In New Hampshire.** 84,100 new jobs have been created in New Hampshire since 1993-- after a over 40,000 jobs were lost in the four years before President Clinton took office.
- **Exports From New Hampshire Are Up 101%.** In the first 6 months of 1997, New Hampshire's goods exports were running at a rate of \$2.2 billion -- up 101% since 1992. New Hampshire's exports of manufactured products were also up 78% from \$1.2 billion to \$2.2 billion in 1997*.
- **26,500 Jobs In New Hampshire Are Supported By Trade.** Jobs supported by goods exports increased 61% -- up 10,000 to 26,500 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 658%.** Transportation Equipment exports have increased 658% since 1993 from \$53 million to over \$400 million in 1997*-- creating more higher paying jobs for more people in New Hampshire.
- **10,200 New Manufacturing Jobs In New Hampshire.** 10,200 new manufacturing jobs have been created in New Hampshire since 1993-- after a 20,100 were lost in the four years before President Clinton took office.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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NEW JERSEY IS MOVING FORWARD WITH MORE JOBS AND TRADE

New Jersey Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in New Jersey has declined from 7.9% in January 1993 to 5.4% in July 1997.
- **223,000 New Jobs In New Jersey.** 223,200 new jobs have been created in New Jersey since 1993 -- after nearly 220,000 jobs were lost in the four years before President Clinton took office.
- **Exports From New Jersey Are Up 49%.** In the first 6 months of 1997, New Jersey's goods exports were running at a rate of \$23 billion -- up 49% since 1992. New Jersey's exports of manufactured products were also up 47% from \$14.8 billion to \$21.8 billion in 1997*.
- **273,000 Jobs In New Jersey Are Supported By Trade.** Jobs supported by goods exports increased 20% -- up 45,300 to 272,900 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Chemical Products Exports Are Up 76%.** Chemical Products exports have increased 76% since 1993 from \$3.8 billion to over \$6.7 billion in 1997*-- creating more higher paying jobs for more people in New Jersey.
- **Over 10,000 New Construction Jobs In New Jersey.** 10,200 new construction jobs have been created in New Jersey since 1993 -- after 50,200 were lost in the four years before President Clinton took office.
- **Household Income In New Jersey Increased By \$1,560.** Since 1992, real median household income in New Jersey has risen from \$42,364 to \$43,924.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

NEW MEXICO IS MOVING FORWARD WITH MORE JOBS AND TRADE

New Mexico Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in New Mexico has declined from 7.5% in January 1993 to 6.4% in July 1997.
- **95,600 New Jobs In New Mexico.** 95,600 new jobs have been created in New Mexico since 1993 -- job growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From New Mexico Are Up 1,203%.** In the first 6 months of 1997, New Mexico's goods exports were running at a rate of \$3.5 billion -- up 1,203% since 1992. New Mexico's exports of manufactured products were also up 776% from \$394 million to \$3.5 billion in 1997*.
- **41,000 Jobs In New Mexico Are Supported By Trade.** Jobs supported by goods exports increased 948%-- up 37,000 to 40,900 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 2,120%.** Electronic and Electric Equipment exports have increased 2,120% since 1993 from \$129 million to over \$2,870 billion in 1997*-- creating more higher paying jobs for more people in New Mexico.
- **4,700 New Manufacturing Jobs In New Mexico.** 4,700 new manufacturing jobs have been created in New Mexico since 1993 -- after only 200 manufacturing jobs have been created in the four years before President Clinton took office.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

NEW YORK IS MOVING FORWARD WITH MORE JOBS AND TRADE

New York Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in New York has declined from 8.3% in January 1993 to 6.4% in July 1997.
- **285,000 New Jobs In New York.** 285,700 new jobs since 1993 -- after losing more than 500,000 jobs in the four years before President Clinton took office.
- **Exports From New York Are Up 31%.** In the first 6 months of 1997, New York's goods exports were running at a rate of \$55 billion -- up 31% since 1992 -- making New York the third largest state exporter of goods.
- **Nearly 650,000 Jobs In New York Are Supported By Trade.** Jobs supported by goods exports increased 5% -- up 32,500 to 650,000 in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery And Computer Exports Are Up 62%.** Industrial machinery and computer exports have increased 62% since 1993 from \$5 billion to over \$8 billion in 1997*-- creating more higher paying jobs for more people in New York.
- **18,000 New Construction Jobs In New York.** 18,000 new construction jobs -- after falling by 92,000 during the four years before President Clinton took office.

* All figures for 1997 are annualized based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

NORTH CAROLINA IS MOVING FORWARD WITH MORE JOBS AND TRADE

North Carolina Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in North Carolina has declined from 5.5% in January 1993 to 3.7% in July 1997.
- **Over 440,000 New Jobs In North Carolina.** 440,100 new jobs since 1993 -- employment growth nearly 3 times as fast as in the four years before President Clinton took office.
- **Exports From North Carolina Are Up 80%.** In the first 6 months of 1997, North Carolina's goods exports were running at a rate of nearly \$15 billion -- up 80% since 1992. North Carolina's exports of manufactured products increased 74% from \$7.8 billion to \$13.6 billion in 1997*.
- **174,100 Jobs In North Carolina Are Supported By Trade.** Jobs supported by goods exports increased 45% -- up 53,600 to 174,100 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Apparel Product Exports Are Up 155%.** Apparel exports have increased 155% since 1993 from \$600 million to \$1.6 billion in 1997*-- creating more higher paying jobs for more people in North Carolina.
- **50,000 New Construction Jobs In North Carolina.** 49,600 new construction jobs -- after falling by 16,400 during the four years before President Clinton took office.
- **Household Incomes Are Up \$1,800 In North Carolina.** Since 1992, median household income in North Carolina has increased by \$1,813 -- from \$30,166 in 1992 to \$31,979 in 1995.

* All figures for 1997 are annualized based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

NORTH DAKOTA IS MOVING FORWARD WITH MORE JOBS AND TRADE

North Dakota Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in North Dakota has declined from 4.7% in January 1993 to 2.6% in July 1997.
- **35,000 New Jobs In North Dakota.** 35,000 new jobs have been created in North Dakota since 1993.
- **Exports From North Dakota Are Up 135%.** In the first 6 months of 1997, North Dakota's goods exports were running at a rate of \$843 million -- up 135% since 1992. North Dakota's exports of manufactured products were up by 110% from \$348 million in 1993 to \$729 million in 1997*
- **10,000 Jobs In North Dakota Are Supported By Trade.** Jobs supported by goods exports increased 89% -- up 4,700 to 10,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Food Product Exports Are Up 315%.** Food product exports have increased 315% since 1993 from \$24 million to over \$100 million in 1997* -- creating more higher paying jobs for more people in North Dakota.
- **4,000 New Manufacturing Jobs In North Dakota.** 4,000 new manufacturing jobs have been created in North Dakota since 1993.

* All figures for 1997 are annualized based on exports for the first 6 months

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

OHIO IS MOVING FORWARD WITH MORE JOBS AND TRADE

Ohio Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Ohio has declined from 7.0% in January 1993 to 4.2% in July 1997.
- **465,500 New Jobs In Ohio.** 465,500 new jobs since 1993 -- employment growth four times faster than the four years before President Clinton took office.
- **Exports From Ohio Are Up 62%.** In the first 6 months of 1997, Ohio's goods exports were running at a rate of \$28 billion -- up 62% since 1992. Ohio's exports of manufactured products were also up 29% from \$18.7 billion to \$26.4 billion in 1997*.
- **330,000 Jobs In Ohio Are Supported By Trade.** Jobs supported by goods exports increased 30% -- up 77,065 to 330,300 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery and Computer Exports Are Up 35%.** Industrial Machinery and Computer exports have increased 35% since 1993 from \$4 billion to over \$6.1 billion in 1997*-- creating more higher paying jobs for more people in Ohio.
- **24,300 New Manufacturing Jobs In Ohio.** 24,300 new manufacturing jobs have been created in Ohio since 1993 --after 78,000 jobs were lost in the four years before President Clinton took office.
- **Household Income in Ohio has increased by \$1,946.** Since 1993, household income has increased in Ohio by \$1,946-- from 32,995, in 1993 to 34,941, in 1995.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

OKLAHOMA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Oklahoma Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Oklahoma has declined from 5.8% in January 1993 to 3.8% in July 1997.
- **156,600 New Jobs In Oklahoma.** 156,600 new jobs have been created in Oklahoma -- job growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From Oklahoma Are Up 10%.** In the first 6 months of 1997, Oklahoma's goods exports were running at a rate of \$3.2 billion -- up 10% since 1992. Oklahoma's exports of manufactured products were also up 34% from \$2.2 billion to \$2.9 billion in 1997*.
- **38,000 Jobs in Oklahoma Are Supported By Trade.** 37,700 jobs in Oklahoma are supported by goods exports in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Chemical Products Exports Are Up 157%.** Chemical Products exports have increased 157% since 1993 from \$145.5 million to over \$374.4 million in 1997*-- creating more higher paying jobs for more people in Oklahoma.
- **Almost 12,000 New Manufacturing Jobs In Oklahoma.** 11,900 new manufacturing jobs have been created in Oklahoma since 1993 -- job growth nearly three times as fast as the four years before President Clinton took office.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

OREGON IS MOVING FORWARD WITH MORE JOBS AND TRADE

Oregon Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Oregon has declined from 8.1% in January 1993 to 5.3% in July 1997.
- **Over 250,000 New Jobs In Oregon.** 250,700 new jobs since 1993 -- employment growth over twice as fast as in the four years before President Clinton took office.
- **Exports From Oregon Are Up 46%.** In the first 6 months of 1997, Oregon's goods exports were running at a rate of \$9.1 billion -- up 46% since 1992.
- **107,000 Jobs In Oregon Are Supported By Trade.** Jobs supported by goods exports increased 17% -- up 15,600 to 107,100 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Paper Product Exports Are Up 220%.** Paper product exports have increased 220% since 1993 from \$116 million to nearly \$372 million in 1997*-- creating more higher paying jobs for more people in Oregon.
- **Over 35,000 New Manufacturing Jobs In Oregon.** 35,700 new manufacturing jobs -- after 7,400 manufacturing jobs were lost during the four years before President Clinton took office.
- **Household Incomes Are Up \$1,700 In Oregon.** Since 1992, real median household income in Oregon has increased by \$1,693 -- from \$34,681 in 1992 to \$36,374 in 1995.

* All figures are annualized based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

PENNSYLVANIA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Pennsylvania Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Pennsylvania has declined from 7.3% in January 1993 to 5.3% in July 1997.
- **323,500 New Jobs In Pennsylvania.** 323,500 new jobs have been created in Pennsylvania -- after 3,600 jobs were lost in the four years before President Clinton took office.
- **Exports From Pennsylvania Are Up 40%.** In the first 6 months of 1997, Pennsylvania's goods exports were running at a rate of \$20.6 billion -- up 40% since 1992. Pennsylvania's exports of manufactured products were also up 42% from \$13.6 billion to \$19.4 billion in 1997*.
- **244,000 Jobs In Pennsylvania Are Supported By Trade.** Jobs supported by goods exports increased 12% -- up 26,500 to 243,700 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industry Machinery and Computer Exports Are Up 42%.** Primary Metals exports have increased 42% since 1993 from \$2.5 billion to over \$3.5 billion in 1997*-- creating more higher paying jobs for more people in Pennsylvania.
- **Over 15,000 New Construction Jobs In Pennsylvania.** 15,200 new construction jobs have been created in Pennsylvania since 1993 after 35,300 were lost in the four years before President Clinton took office.
- **Household Income in Pennsylvania has increased by \$2,065.** Since 1992, household income has increased in Pennsylvania by \$2,065, from 32,459 in 1992 to 34,524 in 1995.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

RHODE ISLAND IS MOVING FORWARD WITH MORE JOBS AND TRADE

Rhode Island Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Rhode Island has declined from 8.2% in January 1993 to 5.5% in July 1997.
- **16,700 New Jobs In Rhode Island.** Since 1993, 16,700 new jobs have been created in Rhode Island after a loss of 37,000 over the four years before President Clinton took office.
- **Exports From Rhode Island Are Up 57%.** In the first 6 months of 1997, Rhode Island's goods exports were running at a rate of \$1.2 billion -- up 57% since 1992. Rhode Island's exports of manufactured products were also up 25% from \$899 million to \$1.1 billion in 1997*.
- **14,400 Jobs In Rhode Island Are Supported By Trade.** Jobs supported by goods exports increased 26% -- up 3,000 to 14,400 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 68%.** Electronic and Electric Equipment exports have increased 68% since 1993 from \$119 million to over \$201 million in 1997*-- creating more higher paying jobs for more people in Rhode Island.
- **1,600 New Construction Jobs In Rhode Island.** 1,600 new construction jobs have been created in Rhode Island since 1993 -- after 8,400 were lost in the four years before President Clinton took office.
- **Household Income Has Increased By \$2,302.** Since 1992, real median household income in Rhode Island has increased to \$35,359, from \$33,057.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

SOUTH CAROLINA IS MOVING FORWARD WITH MORE JOBS AND TRADE

South Carolina Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in South Carolina has declined from 7.0% in January 1993 to 4.6% in July 1997.
- **157,000 New Jobs In South Carolina.** 157,600 new jobs have been created in South Carolina -- job growth twice as fast as the four years before President Clinton took office.
- **Exports From South Carolina Are Up 110%.** In the first 6 months of 1997, South Carolina's goods exports were running at a rate of \$6.4 billion -- up 110% since 1992. South Carolina's exports of manufactured products were also up 75% from \$3.5 billion to \$6.2 billion in 1997*.
- **75,000 Jobs In South Carolina Are Supported By Trade.** Jobs supported by goods exports increased 69% -- up 30,500 to 75,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 270%.** Transportation Equipment exports have increased 270% since 1993 from \$364 million to over \$1.3 billion in 1997*-- creating more higher paying jobs for more people in South Carolina.
- **18,500 New Construction Jobs In South Carolina.** 18,500 new construction jobs in South Carolina since 1993 -- after 12,600 were lost in the four years before President Clinton took office.
- **Household Income Has Increased By \$1,594.** Since 1993, real median household income in South Carolina has increased 1,594-- from 27477 in 1993 \$29,0719 in 1995.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

SOUTH DAKOTA IS MOVING FORWARD WITH MORE JOBS AND TRADE

South Dakota Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in South Dakota has declined from 3.5% in January 1993 to 2.7% in July 1997.
- **Over 40,000 New Jobs In South Dakota.** 42,400 new jobs have been created in South Dakota since 1993.
- **Exports From South Dakota Are Up 148%.** In the first 6 months of 1997, South Dakota's goods exports were running at a rate of \$472 million -- up 148% since 1992. South Dakota's exports of manufactured products were also up 104% from \$224 million to \$457 million in 1997*.
- **5,600 Jobs In South Dakota Are Supported By Trade.** Jobs supported by goods exports increased 100% -- up 2,800 to 5,600 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery and Computer Exports Are Up 102%.** Industrial Machinery and Computer exports have increased 102% since 1993 from \$71.4 million to over \$144.3 million in 1997*-- creating more higher paying jobs for more people in South Dakota.
- **12,000 New Manufacturing Jobs In South Dakota.** 12,000 new manufacturing jobs have been created in South Dakota since 1993 -- double the number created in the four years before President Clinton took office.
- **Household Income Has Increased By \$1,054.** Since 1992, real median household income in South Dakota has increased to \$28,525, from \$29,578.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

TENNESSEE IS MOVING FORWARD WITH MORE JOBS AND TRADE

Tennessee Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Tennessee has declined from 6.0% in January 1993 to 5.5% in July 1997.
- **Over 255,000 New Jobs In Tennessee.** 256,600 new jobs have been created in Tennessee since 1993.
- **Exports From Tennessee Are Up 56%.** In the first 6 months of 1997, Tennessee's goods exports were running at a rate of \$10 billion -- up 56% since 1992. Tennessee's exports of manufactured products increased 62% from \$5.6 billion in 1993 to \$9 billion in 1997*.
- **117,000 Jobs In Tennessee Are Supported By Trade.** Jobs supported by goods exports increased 25% -- up 24,000 to 117,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 95%.** Transportation equipment exports have increased 95% since 1993 from \$900 million to over \$1.8 billion in 1997* -- creating more higher paying jobs for more people in Tennessee.
- **26,800 New Construction Jobs In Tennessee.** 26,800 new construction jobs -- after 3,300 construction jobs were lost during the four years before President Clinton took office.
- **Household Incomes Are Up \$2,600 In Tennessee.** Since 1992, real median household income in Tennessee has increased by \$2,600 -- from \$26,415 in 1992 to \$29,015 in 1995.

* All figures for 1997 are annualized based on exports for the first 6 months.

America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

TEXAS IS MOVING FORWARD WITH MORE JOBS AND TRADE

Texas Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Texas has declined from 7.6% in January 1993 to 5.4% in July 1997.
- **Over 1 Million New Jobs In Texas.** 1,085,200 new jobs since 1993 -- employment growth nearly twice as fast as in the four years before President Clinton took office.
- **Exports From Texas Are Up 57%.** In the first 6 months of 1997, Texas's goods exports were running at a rate of \$60 billion -- up 57% since 1992. Texas is the second largest state exporter of goods in the country.
- **710,000 Jobs In Texas Are Supported By Trade.** Jobs supported by goods exports increased 26% -- up 147,300 to 710,000 in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Electronic And Electric Equipment Exports Are Up 104%.** Electronic and electric equipment exports have increased 104% since 1993 from \$6.7 billion to over \$13.7 billion in 1997* -- creating more higher paying jobs for more people in Texas.
- **Over 90,000 New Manufacturing Jobs In Texas.** 92,000 new manufacturing have been created since 1993 -- after only 7,000 jobs have been created in the four years before President Clinton took office.
- **Household Incomes Are Up \$1,700 In Texas.** Since 1992, median household income in Texas has increased by \$1,675 -- from \$30,364 in 1992 to \$32,039 in 1995.

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- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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UTAH IS MOVING FORWARD WITH MORE JOBS AND TRADE

Utah Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Utah has declined from 4.4% in January 1993 to 3.0% in July 1997.
- **Over 200,000 New Jobs In Utah.** 208,700 new jobs have been created in Utah -- employment growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From Utah Are Up 54%.** In the first 6 months of 1997, Utah's goods exports were running at a rate of \$3.8 billion -- up 54% since 1992. Utah's exports of manufactured products were also up 67% from \$2.0 billion to \$3.4 billion in 1997*.
- **44,500 Jobs In Utah Are Supported By Trade.** Jobs supported by goods exports increased 24% -- up 8,450 to 44,500 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Transportation Equipment Exports Are Up 191%.** Transportation Equipment exports have increased 191% since 1993 from \$279 million to over \$810 million in 1997*-- creating more higher paying jobs for more people in Utah.
- **23,400 New Manufacturing Jobs In Utah.** 23,400 new manufacturing jobs have been created in Utah since 1993 -- after only increasing by 6,500 in the four years before President Clinton took office.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

VERMONT IS MOVING FORWARD WITH MORE JOBS AND TRADE

Vermont Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Vermont has declined from 5.8% in January 1993 to 3.8% in July 1997.
- **25,000 New Jobs In Vermont.** 24,800 new jobs have been created in Vermont since 1993 -- after 6,700 jobs were lost in the four years before President Clinton took office.
- **Exports From Vermont Are Up 44%.** In the first 6 months of 1997, Vermont's goods exports were running at a rate of \$3.1 billion -- up 44% since 1992. Vermont's exports of manufactured products were also up 16% from \$2.6 billion to \$3 billion in 1997*.
- **36,400 Jobs In Vermont Are Supported By Trade.** Jobs supported by goods exports increased 16% -- up 5,020 to 36,400 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Fabricated Metal Products Exports Are Up 64%.** Fabricated Metal Products exports have increased 64% since 1993 from \$62 million to over \$101.5 million in 1997*-- creating more higher paying jobs for more people in Vermont.
- **3,300 New Manufacturing Jobs In Vermont.** 3,300 new manufacturing jobs have been created in Vermont since 1993 -- after 5,700 were lost in the four years before President Clinton took office.
- **Household Income Has Increased By \$1,061.** Since 1993, real median household income in Vermont has increased to \$32,763 from \$33,824.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year

VIRGINIA IS MOVING FORWARD WITH MORE JOBS AND TRADE

Virginia Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Virginia has declined from 5.4% in January 1993 to 4.2% in July 1997.
- **325,000 New Jobs In Virginia.** 324,900 new jobs have been created in Virginia-- job growth over 5 times faster than the four years before President Clinton took office.
- **Exports From Virginia Are Up 30%.** In the first 6 months of 1997, Virginia's goods exports were running at a rate of \$12 billion -- up 30% since 1992. Virginia's exports of manufactured products were also up 38% from \$7.6 billion to \$10.5 billion in 1997*.
- **142,000 Jobs In Virginia Are Supported By Trade.** Jobs supported by goods exports increased 5% -- up 6,513 to 141,800 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Electronic and Electric Equipment Exports Are Up 84%.** Electronic and Electric Equipment exports have increased 84% since 1993 from \$600 million to over \$1.1 billion in 1997*-- creating more higher paying jobs for more Virginians.
- **Over 30,000 New Construction Jobs In Virginia.** 32,400 new construction jobs have been created in Virginia since 1993-- after 46,400 were lost in the four years before President Clinton took office.

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President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

WASHINGTON IS MOVING FORWARD WITH MORE JOBS AND TRADE

Washington Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Washington has declined from 8.3% in January 1993 to 4.7% in July 1997.
- **Over 280,000 New Jobs In Washington.** 283,900 new jobs in Washington have been created since 1993.
- **Exports From Washington Are Up 16%.** In the first 6 months of 1997, Washington's goods exports were running at a rate of \$36 billion -- up 16% since 1992. Washington exports of manufactured products were up by 29% from \$26 billion to \$33 billion in 1997*.
- **423,000 Jobs In Washington Are Supported By Trade.** Over 423,000 jobs in Washington were supported by goods exports in 1997* -- paying an average of 15% more than non-trade related jobs.
- **Electronic And Electric Equipment Exports Are Up 83%.** Electronic and electric equipment exports have increased 83% since 1993 from \$600 million to \$1.1 billion in 1997*-- creating more higher paying jobs for more people in Washington.
- **27,000 New Manufacturing Jobs In Washington.** 27,000 new manufacturing jobs since 1993 -- after 6,300 jobs were lost in the four years before President Clinton took office.
- **Household Incomes Are Up \$1,700 In Washington.** Since 1992, median household income in Washington has increased by \$1,675 -- from \$30,364 in 1992 to \$32,039 in 1995.

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America Is Moving In The Right Direction; Now Is Not The Time To Turn Back

President Clinton's three part economic strategy of cutting the deficit, investing in our people through education and training and opening more markets to U.S. goods is working. Now is the time to continue that progress by renewing fast track authority to help create more jobs that pay more.

- **13 Million New Jobs.** The economy has created nearly 13 million new jobs under President Clinton. Private sector job growth rate nearly 8 times greater than during previous Administration.
- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
- **Smallest Deficit Among Major Economies.** Under President Clinton, the deficit has been cut by more than 80% -- from a record \$290 billion in 1992 to an expected \$37 billion this year.

WEST VIRGINIA IS MOVING FORWARD WITH MORE JOBS AND TRADE

West Virginia Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in West Virginia has declined from 11.1% in January 1993 to 6.7% in July 1997.
- **Over 60,000 New Jobs In West Virginia.** 62,600 new jobs have been created in West Virginia since 1993 -- job growth nearly twice as fast as the four years before President Clinton took office.
- **Exports From West Virginia Are Up 46%.** In the first 6 months of 1997, West Virginia's goods exports were running at a rate of \$1.4 billion -- up 46% since 1992. West Virginia's exports of manufactured products were also up 70% from \$596.0 million to \$1.0 billion in 1997*.
- **16,600 Jobs In West Virginia Are Supported By Trade.** Jobs supported by goods exports increased 18% -- up 2,500 to 16,600 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Primary Metals Exports Are Up 219%.** Primary Metals exports have increased 219% since 1993 from \$124 million to over \$396 million in 1997*-- creating more higher paying jobs for more people in West Virginia.
- **6,800 New Construction Jobs In West Virginia.** 6,800 new construction jobs have been created in West Virginia since 1993.
- **Household Income Has Increased By \$2,861.** Since 1992, real median household income in West Virginia has increased to \$22,019 from \$24,880.

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- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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WISCONSIN IS MOVING FORWARD WITH MORE JOBS AND TRADE

Wisconsin Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Wisconsin has declined from 4.4% in January 1993 to 3.8% in July 1997.
- **259,000 New Jobs In Wisconsin.** 259,000 new jobs have been created in Washington since 1993 -- job growth over one-and-a-half times faster than the four years before President Clinton took office.
- **Exports From Wisconsin Are Up 76%.** In the first 6 months of 1997, Wisconsin's goods exports were running at a rate of \$11.4 billion -- up 76% since 1992. Wisconsin exports of manufactured products were up by 74% from \$6.3 billion to \$11 billion in 1997*.
- **135,000 Jobs In Wisconsin Are Supported By Trade.** Jobs supported by goods exports increased 41% -- up 39,400 to 139,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Industrial Machinery And Computer Exports Are Up 114%.** Industrial machinery and computer exports have increased 114% since 1993 from \$2.4 billion to over \$5.1 billion in 1997*-- creating more higher paying jobs for more people in Wisconsin.
- **Almost 50,000 New Manufacturing Jobs In Wisconsin.** 47,900 new manufacturing jobs -- after 4,500 manufacturing jobs were lost during the four years before President Clinton took office.
- **Household Incomes Are Up \$5,100 In Wisconsin.** Since 1992, median household income in Wisconsin has increased by \$5,068 -- from \$35,887 in 1992 to \$40,905 in 1995.

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- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5%. Today it is under 5% -- as low as it's been at any time in the last 24 years.
- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
- **Exports Are Up By Nearly 50%.** Since the beginning of 1993, exports from the U.S. have grown by nearly 50% -- up \$318 billion -- after adjusting for inflation. Exports have accounted for 38% of the overall growth in the economy since 1993.
- **Renewed Growth In Key Industries.** After a decade of enormous job losses in construction, manufacturing, and autos, these industries have made a remarkable recovery -- more than one million new jobs combined under President Clinton.
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WYOMING IS MOVING FORWARD WITH MORE JOBS AND TRADE

Wyoming Is Moving In The Right Direction

- **Unemployment Is Down.** The unemployment rate in Wyoming has declined from 5.2% in January 1993 to 4.9% in July 1997.
- **14,500 New Jobs In Wyoming.** 14,500 new jobs have been created in Wyoming since 1993.
- **Exports From Wyoming Are Up 83%.** In the first 6 months of 1997, Wyoming's goods exports were running at a rate of \$171 million -- up 83% since 1992. Wyoming's exports of manufactured products were also up 46% from \$82.4 million to \$120.1 million in 1997*.
- **2,000 Jobs In Wyoming Are Supported By Trade.** Jobs supported by goods exports increased 47% -- up 650 to 2,000 in 1997*-- paying an average of 15% more than non-trade related jobs.
- **Chemical Products Exports Are Up 163%.** Chemical Products exports have increased 163% since 1993 from \$16 million to over \$42 million in 1997*-- creating more higher paying jobs for more people in Wyoming.
- **1,500 New Manufacturing Jobs In Wyoming.** 1,500 new manufacturing jobs have been created in Wyoming since 1993.
- **Household Income Has Increased By \$477.** Since 1992, real median household income in Wyoming has increased to \$31,529 from \$31,502.

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- **1.7 Million New Export-Related Jobs -- Paying On Average 15% Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million.
- **Family Income Up \$1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by \$1,631, after adjusting for inflation.
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Inside U.S. Trade

An
Inside
Washington
Publication

An exclusive weekly report on major government and industry trade action

Vol. 15, No. 46 - November 14, 1997

REPUBLICAN, DEMOCRATIC FAST-TRACK BACKERS SPLIT ON FUTURE STRATEGY

House Republican and Democratic supporters of renewing fast-track negotiating authority yesterday (Nov. 13) revealed that they are split over what is the best strategy to pass the legislation next year. Ways & Means Committee Chairman Bill Archer (R-TX) and Rep. David Dreier (R-CA) told business representatives "very clearly" that they want to press ahead with the current bill, whose provision on labor and the environment drew heavy Democratic opposition.

But House Democratic Caucus Chairman Vic Fazio (D-CA) emphasized the need to be flexible in order to pass fast track, and said that supporters need to engage in a discussion with opponents about the legislation, informed sources said.

Rep. Jim Davis (D-FL) noted that many Democrats opposed the bill early on in the face of heavy

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KEY COUNTRIES MOVE TO IMPROVE OFFERS IN WTO FINANCIAL SERVICES TALKS

Major Latin American and Southeast Asian nations this week announced plans to open their markets for financial services beyond commitments made during a previous round of World Trade Organization negotiations in 1995. But only one of these countries tabled a concrete proposal during this week's high-level meetings in Geneva, leading Deputy U.S. Trade Representative Jeff Lang to warn that this week's progress can only help the talks if reflected in formal offers.

"Despite all the good will that has been expressed, the fact is that we still have a lot of work to do in a short period of time," Lang said in the formal meeting of the WTO negotiating group on Nov. 12. "Progress has been made in many key countries, but this progress has not yet been translated into concrete offers."

He also cautioned in a Nov. 12 press conference that there is still "a lot of work to do in a short period of

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INDONESIA TO DROP PROTECTIVE CAR POLICIES AS PART OF BAILOUT PACKAGE

Indonesia has agreed to change policies aimed at developing its domestic automotive sector as a condition of accepting a loan package developed by the International Monetary Fund, the World Bank and the Asian Development Bank to stabilize its economy, according to Indonesian and U.S. officials.

To make its economy more efficient as required by the package, Indonesia has promised to eliminate by the year 2000 a program that extends a special tariff to auto manufacturers that use local parts in their production, they said. This local content requirement is imposed in addition to other restrictions maintained under Indonesia's national car policy. The U.S. has tried to remedy all these policies in bilateral negotiations (*Inside U.S. Trade*, July 4, p. 1).

Indonesia has also promised as part of the loan package that if a pending World Trade Organization

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U.S. HINTS AT TRADE WAR WITH EU OVER BSE, REPORTS PROGRESS ON TALLOW

A senior U.S. official last week hinted at trade retaliation against the European Union if it goes ahead with plans to begin banning the sale of U.S. animal products that contain specified risk materials (SRMs), which the EU fears could carry Bovine Spongiform Encephalopathy (BSE).

After a Nov. 5 sub-cabinet meeting in Brussels, Undersecretary of State for Economic, Business and Agricultural Affairs Stuart Eizenstat said retaliation is likely if the EU implements the ban on Jan. 1, 1998.

"[The ban] could affect a very substantial amount of our exports, and if it did, we simply could not remain silent about the implications for EU exports coming into the United States," Eizenstat said Nov. 5. He noted that the ban still threatens to block as much as \$14 billion worth of U.S. pharmaceuticals from entering the EU because those products contain gelatin, which contain SRMs.

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a short-term arrangement, one private-sector source said

This source also pointed out that Kia has declared bankruptcy and the car produced by Timor has not sold well in Indonesia.

The IMF structural adjustment package includes the gradual reduction of import tariffs in several sectors, the elimination of export taxes in stages, and the deregulation of import monopolies for such commodities as wheat, wheat flour, soybeans and garlic, the Indonesian official told ES1. These four commodities will be freely imported effective Jan. 1, 1998, he said. But at that date tariffs on these imports will be raised from zero to between 10 and 20 percent, and then will be reduced to five percent by 2003, according to a Nov. 5 report by the U.S. and Foreign Commercial Service.

All import and marketing monopolies and price restrictions, with the exception of rice and refined sugar, will be eliminated over the next three years, according to the IMF.

The promised tariff reductions will cover several items previously excluded from tariff reductions, such as chemicals, steel and metal products, and fishery products, according to the IMF. The tariff for imported fish products, which now ranges from 10 to 20 percent, will be reduced to five percent in 1998, and to zero in 2003.

Chemicals currently subject to tariffs of 25, 30 and 40 percent will be reduced to 20 percent by the year 2000 and 10 percent by 2003.

To stimulate exports and generate foreign exchange, export taxes on the following commodities are scheduled to be reduced: rattan, raw hide leather, iron ores, tin ores, copper ores, silver and other various other mineral ores, processed and raw natural cork, and aluminum scrap, according to the U.S. and Foreign Commercial Service.

Also as part of the IMF bailout package, the government of Indonesia will eliminate an administered retail price for cement, simplified import procedures for cement, and improve the business climate in general by reducing barriers in the distribution sector, the report said.

Opening the distribution system to foreign investors is "one of the most notable changes" Indonesia has undertaken as part of the economic reform package, the U.S. and Foreign Commercial Service said. Foreign investors will be allowed to both distribute and act as wholesalers of their own products in Indonesia, the report said. They can also appoint any company to act as their distributor, according to the report.

Effective Jan. 1, 2003, the retail sector will be open to foreign investors who will then be able to sell their products directly to consumers. These changes are welcome by U.S. business, which has actively advocated the removal of restrictions on foreign companies' ability to distribute in Indonesia.

FAST-TRACK SUPPORTERS SPLIT ON STRATEGY . . . begins page one

lobbying from opponents, and said it would be difficult for them to return next year and support precisely the same bill they had rejected. Rep. Earl Blumenauer (D-OR) also said he was concerned about the flexibility of the language of the fast-track bill, and noted that the fight was lost "in the court of public opinion," one source said.

The members did not specify what changes might be necessary to the pending bill to win a majority in the House, but private-sector sources understood these comments to be a reference to labor and environmental issues.

Trade subcommittee ranking member Rep. Bob Matsui (D-CA), the leading Democratic fast-track supporter, did not indicate at the meeting whether he favors changing the bill itself, according to informed sources. Matsui did say that the big challenge in passing it is that there is no immediate impact if the Administration does not have fast-track authority.

Archer said he would like to move on the legislation in the spring, and said supporters should allow as many filing deadlines for primary elections to pass as possible before a vote, informed sources said. Archer also said Republicans would not bring the bill up without enough votes to pass, these sources said.

But one private-sector source warned that if supporters wait too long next year, they risk running into a problem they faced this year: entangling fast track in the annual debate over the renewal of China's most-favored nation status. Business groups typically gear up for the MFN debate by March, which would give fast-track supporters little time next year, one source said.

Separately, the business coalition formed to lobby for fast track has compiled a breakdown of how House members would have come down on the bill if a vote had been held. America Leads on Trade Chairman James Christy urged them in an accompanying memo to continue to press members on the need to renew fast track.

Christy said that congressional leaders have "underscored their commitment to press for enactment of fast

track legislation as soon as possible in 1998," according to the memo.

The list cites 125 Republicans as being "on record" as supporting fast track or "indicating intent to support," and 48 as "uncommitted." A group of "other" Republicans, presumably opponents, number 54. ALOT cited 38 Democrats in the supporters category and only six as uncommitted, while 162 are identified as opposed.

A separate whip list developed by congressional fast-track supporters shows that 38 Democrats were willing to vote for fast track as of midday Nov. 7.

Administration, congressional and private-sector sources said virtually unanimously this week that President Clinton will have to engage in a concerted and sustained campaign outside Washington about the importance of trade for the U.S. economy if he is to win fast track next year. The magnitude of the opposition to fast track has demonstrated that Clinton has to build a case for enhanced trade among voters in order to persuade members of Congress to support renewal, these sources said.

"Realistically, going outside the Beltway is a must, and only the President can do that," an Administration official said.

President Clinton himself cited the insecurity created by continuing corporate downsizing as one factor in the defeat of fast track, and noted that people link this phenomenon with trade, rightly or wrongly. "Everybody knows the economy is in good shape today, but they are still looking at tomorrow," Clinton said in a Nov. 12 speech.

The first step for the Administration after a defeat of this magnitude will be to regroup and consider its options for the future, informed sources said. Key questions are likely to be the timing of any new attempt to pass fast track and whether to seek a more narrowly-tailored bill, these sources said.

The most pressing need for the Administration will likely be explaining its plans U.S. trade policy at the upcoming ministerial and summit of the Asia-Pacific Economic Cooperation forum, one informed source said. But the source said the President will not be able to credibly tell other countries what he will do regarding fast track by the end of this month.

Congressional supporters of fast track downplayed the notion that changes the legislation passed by Ways & Means and the Senate Finance Committee would need to be substantively changed in order to win passage. A "fundamental reshaping" of the bill, especially in the areas of labor and environment would take a long time next year, one source said. In addition, Republicans have shown little inclination to compromise on this point, another source said.

Private-sector sources downplayed the need for a new compromise on the labor and environment issue, with some emphasizing instead the need for a stronger commitment from the White House to fight for fast track. But others acknowledged that some of the objections raised by opponents could be addressed in legislation that would be passed with the fast track as a package.

Under such a comprehensive approach, measures covering worker retraining could be included in the package, which would help workers who lost their jobs due to increased trade, one source said. Such an approach would also serve to "call the bluff" of fast-track opponents who have cited economic security arguments as the reason for their position, he said.

One source charged that House Minority Leader Richard Gephardt (D-MO) is likely to oppose any fast-track legislation for political reasons, so it makes no sense to even open the issue with congressional opponents. Gephardt has repeatedly stated that he would be willing to support a fast-bill which includes labor and environment as primary negotiating objectives on par with other areas.

Though the Administration has reportedly been considering the notion of a more narrowly-tailored bill, several sources questioned whether such a bill would mitigate some of the opposition that faced the broader version this year. Other sources argued that a narrow bill would leave the U.S. in an untenable negotiating position.

Though extending fast track solely for a free trade agreement with Chile would seem to be less controversial, any comprehensive trade deal raises the issue of labor and environment, sources said. In addition, the notion of expanding North American Free Trade Agreement is likely to be controversial, even if it is not as broad as the Free Trade Area of the Americas.

One source also pointed out that if a bill were limited to particular sectors, other countries are likely to exploit the omission of other areas in the negotiating process. "If you can't negotiate on a particular subject, that will be the first thing that other countries offer you," one experienced trade source said.

In a related development, Counselor to the President Jason Berman will leave his post as fast track "czar" effective this week. Berman, who left his position as president of the Recording Industry Assn. of America in July to coordinate the fast track fight from the White House, will return to that post. But he is likely to leave RIAA early next year, informed sources said. *By Carter Dougherty*

ALOT Vote List on Fast Track

Republicans On Record As Fast Track Supporters Or Indicating Intent To Support

Bill Archer (R-TX-07)	Jay Dickey (R-AR-04)	Sam Johnson (R-TX-01)	Joseph Pitts (R-PA-16)
Dick Armey (R-TX-26)	David Dreier (R-CA-28)	John Kasich (R-OH-03)	John Porter (R-IL-10)
Spencer Bachus (R-AL-06)	Jennifer Dunn (R-WA-08)	Jay Kim (R-CA-40)	Rob Portman (R-OH-02)
Richard Baker (R-LA-06)	Vern J. Ehlers (R-MI-03)	Peter King (R-NY-03)	Deborah Pryce (R-OH-15)
Cass Ballenger (R-NC-10)	Robert Ehrlich (R-MD-02)	Scott Klug (R-WI-02)	George Radanovich (R-CA-19)
Bill Barrett (R-NE-03)	Thomas Ewing (R-IL-15)	Joseph Knollenberg (R-MI-11)	Jim Ramstad (R-MN-03)
Joe Barton (R-TX-06)	Harris Fawell (R-IL-13)	Jim Kolbe (R-AZ-05)	Bill Redmond (R-NM-03)
Charles Bass (R-NH-02)	Vito Fossella (R-NY-13)	Ray LaHood (R-IL-18)	James Rogan (R-CA-27)
Doug Bereuter (R-NE-01)	Bob Franks (R-NJ-07)	Steve Largent (R-OK-01)	Marge Roukema (R-NJ-05)
Brian Bilbray (R-CA-49)	Rodney Frelinghuysen (R-NJ-11)	Tom Latham (R-IA-05)	Jim Ryun (R-KS-02)
Thomas Bliley (R-VA-07)	Greg Ganske (R-IA-04)	Jim Leach (R-IA-01)	Matt Salmon (R-AZ-01)
Roy Blunt (R-MO-07)	George Gekas (R-PA-17)	Jerry Lewis (R-CA-40)	Jim Saxton (R-NJ-03)
John Boehner (R-OH-08)	Wayne Gilchrest (R-MD-01)	Bob Livingston (R-LA-01)	Dan Schaefer (R-CO-06)
Henry Bonilla (R-TX-23)	Paul Gillmor (R-OH-05)	Donald Manzullo (R-IL-16)	Pete Sessions (R-TX-05)
Kevin Brady (R-TX-08)	Newt Gingrich (R-GA-06)	Jim McCrery (R-LA-04)	John Shadegg (R-AZ-04)
Ed Bryant (R-TN-07)	Robert Goodlatte (R-VA-06)	David McIntosh (R-IN-02)	E. Clay Shaw, Jr. (R-FL-22)
Jim Bunning (R-KY-04)	Porter Goss (R-FL-14)	Howard McKeon (R-CA-25)	Christopher Shays (R-CT-04)
Sonny Callahan (R-AL-01)	Kay Granger (R-TX-12)	Dan Miller (R-FL-13)	John Shimkus (R-IL-20)
Ken Calvert (R-CA-43)	Jim Greenwood (R-PA-08)	Jerry Moran (R-KS-01)	Joe Skeen (R-NM-02)
Dave Camp (R-MI-04)	Gil Gutknecht (R-MN-01)	Constance Morella (R-MD-08)	Lamar Smith (R-TX-21)
Tom Campbell (R-CA-15)	James Hansen (R-UT-01)	Sue Myrick (R-NC-09)	Robert Smith (R-OR-02)
Chris Cannon (R-UT-03)	Dennis Hastert (R-IL-14)	George Nethercutt (R-WA-05)	Vince Snowbarger (R-KS-03)
Michael Castle (R-DE-01)	Doc Hastings (R-WA-04)	Anne Northrup (R-KY-03)	Bob Stump (R-AZ-03)
Steve Chabot (R-OH-01)	J.D. Hayworth (R-AZ-06)	Jim Nussle (R-IA-02)	William Thomas (R-CA-21)
Jon Christensen (R-NE-02)	Wally Herger (R-CA-02)	Michael Oxley (R-OH-04)	Mac Thornberry (R-TX-13)
Larry Combest (R-TX-19)	David Hobson (R-OH-07)	Ron Packard (R-CA-48)	John Thune (R-SD-01)
Christopher Cox (R-CA-47)	Steve Horn (R-CA-38)	Mike Parker (R-MS-04)	Todd Tiahrt (R-KS-04)
Philip Crane (R-IL-08)	Amory Houghton (R-NY-31)	William Paxon (R-NY-27)	Fred Upton (R-MI-06)
Randy Cunningham (R-CA-51)	Kenny Hulshof (R-MO-09)	Edward Pease (R-IN-07)	Wes Watkins (R-OK-03)
Tom Davis (R-VA-11)	Asa Hutchinson (R-AR-03)	Thomas E. Petri (R-WI-06)	J.C. Watts (R-OK-04)
Tom D. DeLay (R-TX-22)	Nancy L. Johnson (R-CT-06)	Charles Pickering (R-MS-03)	Rick White (R-WA-01)
			Roger Wicker (R-MS-01)

Uncommitted Republican Representatives

Herbert Bateman (R-VA-01)	Tillie Fowler (R-FL-04)	Rick Lazio (R-NY-02)	Jim Sensenbrenner (R-WI-09)
Roscoe Bartlett (R-MD-06)	Jon Fox (R-PA-13)	John Linder (R-GA-11)	Chris Smith (R-NJ-04)
Michael Bilirakis (R-FL-09)	Elton Gallegly (R-CA-23)	Scott McInnis (R-CO-03)	Nick Smith (R-MI-07)
Sherwood Boehlert (R-NY-23)	Jim Gibbons (R-NV-02)	Mike Pappas (R-NJ-12)	Floyd Spence (R-SC-02)
Dan Burton (R-IN-06)	Benjamin Gilman (R-NY-20)	Ron Paul (R-TX-14)	John E. Sununu (R-NH-01)
Saxby Chambliss (R-GA-08)	Joel Hefley (R-CO-05)	John Peterson (R-PA-05)	James M. Talent (R-MO)
Mac Collins (R-GA-03)	Rick Hill (R-MT-01)	Frank Riggs (R-CA-01)	Charles H. Taylor (R-NC-11)
Merrill Cook (R-UT-02)	Henry Hyde (R-IL-06)	Bob Riley (R-AL-03)	Curt Weldon (R-PA-07)
John Cooksey (R-LA-05)	Ernest Istook (R-OK-05)	Harold Rogers (R-KY-05)	Dave Weldon (R-FL-15)
Barbara Cubin (R-WY-01)	William Jenkins (R-TN-01)	Mark Sanford (R-SC-01)	Edward Whitfield (R-KY-01)
John Doolittle (R-CA-04)	Walter Jones (R-NC-03)	Robert Schaffer (R-CO-04)	Bill Young (R-FL-10)
JoAnn Emerson (R-MO-08)	Jack Kingston (R-GA-01)	Steven Schiff (R-NM-01)	Don Young (R-AK-01)

All Other Republican Representatives

Robert Aderholt (R-AL-04)	Tom Coburn (R-OK-02)	Terry Everett (R-AL-02)	John Hostettler (R-TN-08)
Bob Barr (R-GA-07)	Michael Crapo (R-ID-02)	Mark Foley (R-FL-16)	Duncan Hunter (R-CA-52)
Richard Burr (R-NC-05)	Nathan Deal (R-GA-09)	Michael Forbes (R-NY-01)	Bob Inglis (R-SC-04)
Steve Buyer (R-IN-05)	Lincoln Diaz-Balart (R-FL-21)	William Goodling (R-PA-19)	Sue Kelly (R-NY-19)
Charles Canady (R-FL-12)	John Duncan (R-TN-02)	Lindsay Graham (R-SC-03)	Steve LaTourette (R-OH-19)
Helen Chenoweth (R-ID-01)	Phil English (R-PA-21)	Van Hilleary (R-TN-04)	Ron Lewis (R-KY-02)
Howard Coble (R-NC-06)	John Ensign (R-NV-01)	Peter Hoekstra (R-MI-02)	Frank LoBiondo (R-NJ-02)

Frank Lucas (R-OK-06)
 Bill McCollum (R-FL-08)
 Joseph McDade (R-PA-10)
 John McHugh (R-NY-24)
 Jack Metcalf (R-WA-02)
 John Mica (R-FL-07)

Mark Neumann (R-WI-01)
 Bob Ney (R-OH-18)
 Charlie Norwood (R-GA-10)
 Richard Pombo (R-CA-11)
 Jack Quinn (R-NY-30)
 Ralph Regula (R-OH-16)

Dana Rohrabacher (R-CA-45)
 Ileana Ros-Lehtinen (R-FL-18)
 Ed Royce (R-CA-39)
 Joe Scarborough (R-FL-11)
 Bud Shuster (R-PA-09)
 Linda Smith (R-WA-03)
 Gerald Solomon (R-NY-22)

Mark Souder (R-IN-04)
 Clifford Stearns (R-FL-06)
 Billy Tauzin (R-LA-03)
 James T. Walsh (R-NY-25)
 Zach Wamp (R-TN-03)
 Jerry Weller (R-IL-11)
 Frank Wolf (R-VA-10)

Democrats On Record As Fast Track Supporters Or Indicating Intent To Support

Ken Bentsen (D-TX-25)
 Howard Berman (D-CA-26)
 Marion Berry (D-AR-01)
 Earl Blumenauer (D-OR-03)
 Bob Clement (D-TN-05)
 Jim Davis (D-FL-11)
 Norman Dicks (D-WA-06)
 Calvin Dooley (D-CA-20)
 Chet Edwards (D-TX-11)

Anna Eshoo (D-CA-14)
 Bob Etheridge (D-NC-02)
 Vic Fazio (D-CA-03)
 Floyd Flake (D-NY-06)-retiring
 Thomas Foglietta (D-PA-01)-retired
 Harold Ford, Jr. (D-TN-09)
 Ralph Hall (D-TX-04)
 Lee Hamilton (D-IN-09)
 Jane Harman (D-CA-36)

Ruben Hinojosa (D-TX-15)
 Darlene Hooley (D-OR-05)
 Steny Hoyer (D-MD-05)
 William Jefferson (D-LA-02)
 Eddie Bernice Johnson (D-TX-30)
 Zoe Lofgren (D-CA-16)
 Robert Matsui (D-CA-05)
 Jim McDermott (D-WA-07)
 James Moran (D-VA-08)
 Solomon Ortiz (D-TX-27)

Owen Pickett (D-VA-02)
 Earl Pomeroy (D-ND-01)
 David Price (D-NC-04)
 Thomas Sawyer (D-OH-14)
 David Skaggs (D-CO-02)
 Ike Skelton (D-MO-04)
 Vic Snyder (D-AR-02)
 Charles W. Stenholm (D-TX-17)
 John Tanner (D-TN-08)
 Ellen Tauscher (D-CA-10)

Democratic Fast Track Uncommitted

Peter Deutsch (D-FL-20)
 Lloyd Doggett (D-TX-10)

Shelia Jackson Lee (D-TX-18)
 Matthew Martinez (D-CA-31)
 Max Sandlin (D-TX-01)

Robert Wexler (D-FL-19)

All Other Democratic Representatives

Neil Abercrombie (D-HI-01)
 Gary Ackerman (D-NY-05)
 Thomas Allen (D-ME-01)
 Robert Andrews (D-NJ-01)
 Scotty Baesler (D-KY-06)
 John Baldacci (D-ME-02)
 James Barcia (D-MI-05)
 Thomas Barrett (D-WI-05)
 Xavier Becerra (D-CA-30)
 Sanford Bishop (D-GA-02)
 Rod Blagojevich (D-IL-05)
 David Bonior (D-MI-10)
 Robert Borski (D-PA-03)
 Leonard Boswell (D-IA-03)
 Rick Boucher (D-VA-09)
 Allen Boyd (D-FL-02)
 Corrine Brown (D-FL-03)
 George Brown (D-CA-42)
 Sherrod Brown (D-OH-13)
 Benjamin Cardin (D-MD-03)
 Julia Carson (D-IN-10)
 William Clay (D-MO-01)
 Eva Clayton (D-NC-01)
 James Clyburn (D-SC-06)
 Gary Condit (D-CA-18)
 John Conyers (D-MI-14)
 Jerry Costello (D-IL-12)
 William Coyne (D-PA-14)

Bud Cramer (D-AL-05)
 Elijah Cummings (D-MD-07)
 Patricia Danner (D-MO-06)
 Danny Davis (D-IL-07)
 Peter DeFazio (D-OR-04)
 Diana DeGette (D-CO-01)
 Rosa DeLauro (D-CT-03)
 William Delahunt (D-MA-10)
 Ron Dellums (D-CA-09)
 John D. Dingell (D-MI-16)
 Julian C. Dixon (D-CA-32)
 Mike Doyle (D-PA-18)
 Eliot Engel (D-NY-17)
 Lane Evans (D-IL-17)
 Sam Farr (D-CA-17)
 Chaka Fattah (D-PA-02)
 Bob Filner (D-CA-50)
 Barney Frank (D-MA-04)
 Martin Frost (D-TX-24)
 Elizabeth Furse (D-OR-01)
 Sam Gejdenson (D-CT-02)
 Richard Gephardt (D-MO-03)
 Henry Gonzalez (D-TX-20)
 Virgil Goode (D-VA-05)
 Bart Gordon (D-TN-06)
 Gene Green (D-TX-29)
 Luis Gutierrez (D-IL-04)
 Tony Hall (D-OH-03)

Alcee Hastings (D-FL-23)
 Bill Hefner (D-NC-08)
 Earl Hillard (D-AL-07)
 Maurice Hinchey (D-NY-26)
 Tim Holden (D-PA-06)
 Jesse Jackson, Jr. (D-IL-02)
 Chris John (D-LA-07)
 Jay Johnson (D-WI-08)
 Paul Kanjorski (D-PA-11)
 Marcy Kaptur (D-OH-09)
 Joseph P. Kennedy (D-MA-08)
 Patrick Kennedy (D-RI-01)
 Barbara Kennelly (D-CT-01)
 Dale Kildee (D-MI-09)
 Carolyn C. Kilpatrick (D-MI-15)
 Ron Kind (D-WI-03)
 Gerold D. Kleczka (D-WI-04)
 Ron Klink (D-PA-04)
 Dennis Kucinich (D-OH-10)
 John LaFalce (D-NY-29)
 Nick Lampson (D-TX-09)
 Tom Lantos (D-CA-12)
 Sander Levin (D-GA-05)
 John Lewis (D-GA-05)
 William Lipinski (D-IL-03)
 Nita Lowey (D-NY-18)
 Bill Luther (D-MN-06)
 Carolyn Maloney (D-NY-14)

James Maloney (D-CT-05)
 Thomas Manton (D-NY-07)
 Edward Markey (D-MA-07)
 Frank Mascara (D-PA-20)
 Carolyn McCarthy (D-NY-04)
 Karen McCarthy (D-MO-05)
 James McGovern (D-MA-03)
 Paul McHale (D-PA-15)
 Mike McIntyre (D-NC-07)
 Cynthia McKinney (D-GA-04)
 Michael McNulty (D-NY-21)
 Martin Meehan (D-MA-05)
 Carrie Meek (D-FL-17)
 Robert Menendez (D-NJ-13)
 Juanita Millender-McDonald
 (D-CA-37)
 George Miller (D-CA-07)
 David Minge (D-MN-02)
 Patsy Mink (D-HI-02)
 Joe Moakley (D-MA-09)
 Alan Mollohan (D-WV-01)
 John Murtha (D-PA-12)
 Jerrold Nadler (D-NY-08)
 Richard Neal (D-MA-02)
 James Oberstar (D-MN-08)
 David Obey (D-WI-07)
 John Olver (D-MA-01)
 Major Owens (D-NY-11)

Frank Pallone (D-NJ-06)	Steven Rothman (D-NJ-09)	John Spratt (D-SC-05)	Jim Turner (D-TX-02)
William Pascrell (D-NJ-08)	Lucille Roybal-Allard (D-CA-33)	Debbie Stabenow (D-MI-08)	Nydia M. Velazquez (D-NY-12)
Ed Pastor (D-AZ-02)	Bobby Rush (D-IL-01)	Pete Stark (D-CA-13)	Bruce F. Vento (D-MN-04)
Donald Payne (D-NJ-10)	Martin Sabo (D-MN-05)	Louis Stokes (D-OH-11)	Peter J. Visclosky (D-IN-01)
Nancy Pelosi (D-CA-08)	Loretta Sanchez (D-CA-46)	Ted Strickland (D-OH-06)	Maxine Waters (D-CA-35)
Collin Peterson (D-MN-07)	Bernie Sanders (I-VT-01)	Bart Stupak (D-MI-01)	Mel Watt (D-NC-12)
Glenn Poshard (D-IL-19)	Charles Schumer (D-NY-09)	Gene Taylor (D-MS-05)	Henry A. Waxman (D-CA-29)
Nick Joe Rahall (D-WV-03)	Robert Scott (D-VA-03)	Bennie Thompson (D-MS-02)	Robert Weygand (D-RI-02)
Charles Rangel (D-NY-15)	Jose Serrano (D-NY-16)	Karen L. Thurman (D-FL-05)	Bob Wise (D-WV-02)
Silvestre Reyes (D-TX-16)	Brad Sherman (D-CA-24)	John Tierney (D-MA-06)	Lynn C. Woolsey (D-CA-06)
Lynn Rivers (D-MI-13)	Norman Sisisky (D-VA-04)	Esteban Edward Torres (D-CA-34)	Albert Wynn (D-MD-04)
Ciro Rodriguez (D-TX-28)	Louise Slaughter (D-NY-28)	Edolphus Towns (D-NY-10)	Sidney R. Yates (D-IL-09)
Tim Roemer (D-IN-03)	Adam Smith (D-WA-09)	James A. Traficant (D-OH-17)	

SENATE CONFIRMS RITA HAYES AS DEPUTY USTR AFTER SENATOR LIFTS HOLD

The Senate yesterday (Nov. 14) approved the nomination of Rita Hayes to be the Deputy U.S. Trade Representative in Geneva after Sen. Rick Santorum (R-PA) lifted his hold on her. He had imposed it as a way to get help from USTR on an unrelated market access issue, and did not object to Hayes' nomination or to a position she had taken in a textile and apparel matter, according to informed sources.

Hayes' nomination had been pending since Oct. 29, when the Senate Finance Committee approved her nomination following her extensive written responses to members' questions regarding her handling of textile negotiations with China (*Inside U.S. Trade*, Nov. 7, p. 23).

In a related development, Hayes has been rejecting Chinese demands that the U.S. recredit Chinese quotas for a reduction made in 1996 for transshipping textiles products, according to a USTR official. Senior Chinese officials pressed for the undoing of the punitive charges in a Sept. 24 meeting with U.S. Customs Deputy Douglas Browning, according to a Sept. 26 cable sent by the U.S. Embassy in Beijing.

According to the cable, Chinese officials presented to Browning a set of talking points which said their demands for a chargeback were a followup to a promise Hayes made during bilateral negotiations. "During February bilateral negotiations this year, the U.S. side has promised to recredit quotas to China for the alleged transshipment cases of 1996 after going through necessary domestic procedures," the cable described the talking points as saying. "The prompt response and early resolution of this issue will be appreciated."

A USTR official expressed surprise about the Chinese demands since the U.S. had previously explained to the Chinese government that the recrediting could not occur because China had not presented new evidence to the U.S. Customs Service demonstrating that China did not transship the textiles products in question. The official added that Hayes relayed this position to the Chinese delegation on several occasions.

China raised the issue of the chargeback in an April 21 letter to Hayes, according to a June 1997 letter sent by Hayes to China. "Since our last meeting, I have asked U.S. Customs to thoroughly review all the information on the instances of transshipment with particular attention to the ones I had mentioned where adjustments could be made," Hayes said in this letter. "They have informed me that they have completed this review and they are still of the opinion that all of the charges were made correctly."

But according to the letter, Hayes did not close the matter. "However, knowing how important this is to you, I have again requested that they not close this matter," the letter said. "I want you to know that every effort has and will continue to be made to obtain any additional information which could assist you in your investigation."

A USTR official said the value of the exports that China wanted to have charged back to its quotas is unclear. In 1996, the U.S. penalized China by cutting back \$19 million worth of textile quotas, but U.S. officials insist that China has only asked for a fraction to be charged back.

"I do not even know if Customs knows what the value [China is asking for] because it was such a narrow, minuscule part [of the \$19 million punitive charge]," she said. It almost seems that China's pursuit of the issue is "token" because it involved one narrow incident, the official said.