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b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

NM LEGISLATION

Tax Credit proposal introduced by

Rep Rangel - same as President's proposal

Sen. Rockefeller & Sen. Robb - slightly different from President's proposal

* longer term of 7 vs. 5yr

APICs proposal introduced by

Rep. LaFalce - same as President's proposal

Sen. Sarbanes - " " " "

1) First Partnership:

POTUS EZ, CDFI, CRA

VPOTUS: EZ 2d round

Looking for further steps

2) New Markets Right Idea + NMI

1) Equity capital:

2) Foreign Grants → OPIC + Ex-Im

Same opportunities

3) If not now when,

right time not only for legislation

but for National Mobilization

POTUS + Rev. Jackson

4) New Relationships

3) Trip has created Great Moment

→ Nearly $1 billion in commitment made

→ National media focus on 3 ~~~~ nights - National Networks

→ Broke Thing

→ POTUS ~~~~ met with leadership 2 top issues

1) Media

2) New Markets

"The New Markets Tax Credit is the most significant proposal for the economic development of distressed urban and rural communities in a generation." Michael Rubinger, President and CEO of Local Initiatives Support Corporation (LISC)

New Markets Summaries - All.rtf

Design of Program vs logical

SBIC

(1) Not going to Low + Mod

(2) Not enough for smalls

(3) Micros - Lack of size to take firm to next level

(4) Empower people to build network get in the door

(1) SBIC low + m
Arizona Multi-Bank - aligned Boise fund (2 or 3)
1) low fees (3)
2) defer interest

(2) New Market Venture Capital
- Defer first 5 years
- match $1.5 million tech assist

Each Corp of Multis

(3) APIs: $300 million

(4) NM Tax credit

Part I) SSBIC
II) Business Line

NEW MARKETS TAX CREDIT:
SPURRING INVESTMENT FOR BUSINESS GROWTH IN URBAN AND RURAL COMMUNITIES
Summary

President Clinton's FY 2000 budget includes a "New Markets Tax Credit" to help spur $6 billion in private sector investment for business growth in low and moderate income rural and urban communities. Businesses in our nation's inner cities and isolated rural communities often lack access to equity capital to grow and succeed. To help attract new capital to these businesses, President Clinton is proposing a new tax credit for equity investments in these communities. Investors would be able to claim a tax credit worth 25 percent of the amount invested, in present-value terms. Investments in a wide range of investment vehicles focused on serving these communities would be eligible for the credit. Over the next five years, these funds would be able to attract an aggregate of $6 billion in new equity capital eligible for the tax credit.

What investment funds can use the tax credit? To provide flexibility and attract a range of investors, investments in a wide range of vehicles would qualify. Under the proposal, the Treasury Department would allocate tax credits to investment vehicles whose primary mission is to serve low and moderate income communities. These might include community development banks or venture funds, community development corporations (including for-profit subsidiaries of nonprofits), small business investment corporations focused on low and moderate income communities, funds established under SBA's new programs – America's Private Investment Companies and New Market Venture Capital Firms – or other investment funds set up to serve low and moderate income communities. Tax credits could also be provided for investments in designated national or regional funds that, in turn, invest in local community development funds. Similarly, tax credits could be provided for secondary market investments for qualified purposes.

What businesses would qualify? The designated investment entities would make their own decisions, based on local knowledge and expertise, about what investments or loans to make to help create and grow businesses in low and moderate income communities, subject to certain rules designed to ensure that the businesses are operating in these communities. A wide range of businesses could be funded by these investment entities, from small technology firms to inner city shopping centers, from manufacturers with hundreds of employees, to retail stores.

How would the tax credit work? Investment funds would apply for designation. Designated entities would be given the authority to allocate a given amount of tax credits to investors. The entities would use the tax credits to attract investment capital, and then provide the investors with tax credit authorizations, worth approximately 25 percent of their investment (in present-value terms). On their tax returns, the investors would claim a 6 percent tax credit for each of five years of a mandatory minimum holding period on their investment. The investment funds would report to the Treasury Department on the tax credit allocations made and on the use of the investment for qualified purposes.

New Markets Tax Credit

"I remember from my time on Wall Street that there really had been no practical means, even for professional investors, to invest in inner cities even if they wished to do so. Hopefully the creation of CDFI and other vehicles, and this new tax credit, will interact to make investment opportunity more readily available and to provide incentive for such investment."

Robert E. Rubin, U.S. Treasury Secretary

NEW MARKETS BACKGROUND AND TALKING POINTS
Rainbow/PUSH Coalition Conference – Chicago, IL
August 7, 1999

I. **Impetus for the New Markets initiative**: We have extraordinary economic growth but it is not reaching everywhere -- e.g., parts of Appalachia and inner cities are left behind. As President said repeatedly on his New Markets Tour last month, if we can't use this opportunity to try to redirect some of the economic engine to address underlying problems, when will we ever be able to do so.

II. **Momentum Following The Trip:** The trip has created tremendous momentum. We accomplished our goal of bringing attention to conditions in economically distressed communities and highlighting examples of private sector solutions that our legislative proposal will encourage and support. However, the New Markets Trip is just a beginning. We want to build upon the momentum created by this trip and continue using the bully pulpit to attract private sector investment to impoverished, untapped markets throughout the nation.

II. **Goals of the initiative:**

A. **Incentives for private investment in communities – The THIRD WAY.**

- Gov't can't do it alone.
- The New Markets proposal is a third way approach.
- We have been successful in the lending area, at creating incentives for the private sector to lend in underserved communities (CRA and CDFIs, for example). But, there isn't much that we do to prompt the private sector to make equity investments in businesses in underserved communities.

B. **Building relationships.**

- There is a whole world of venture capitalists who meet to hear investment proposals from small businesses. But their contacts and relationships are often in suburbs and wealthy communities, not necessarily inner cities or rural areas.
- On the other hand, we have a small but growing community of community development experts in CDCs and CDFIs and state community development agencies. But never the two shall meet. This program is designed to give the investment community strong incentives to build ties to the community development community because, if they do so, they can get generous gov't-guaranteed leverage and tax credits to enhance the returns on their investments.

C. **Building capacity of small businesses.**

- In addressing the needs of really small businesses and microenterprises in underserved areas, it becomes clear that they need more than just capital -- they need expertise. (E.g., a good CFO, a new accounting system, methods to analyze their costs, etc.) Many have real growth potential but they need not only investment but a helping hand.
- A central innovation of this initiative is that, for smaller businesses, we marry technical assistance with investment -- having the investors decide how best to apply the technical assistance to yield maximum returns on their investment.

III. **How we developed the new markets proposal:** With those goals in mind, we looked around the Federal government at tools in the arsenal and found one that had promising potential -- the SBIC program.

A. Over 40 years, the SBA's ***small business investment company*** (SBIC) program has provided roughly $20 billion in equity and debt financing to more than 85,000 different companies, helping them at a critical stage to grow from small businesses to household names, like AOL and Staples. It really helped to create the venture capital market in the United States.

- ***How SBICs work:***

    - A private venture capital manager applies to SBA for approval of a new venture capital fund (the SBIC) based on a business plan and their financial management expertise.
    - SBA's approval means that for every dollar the fund gets from private investors the SBA will guarantee debt of two dollars. (Average size of an SBIC is $36 million.) So, if private investors put up $10 million, the government will guarantee debt of $20 million, creating a fund of $30 million to invest in growth businesses.
    - Because of the government guarantee, the $20 million in debt demands a lower rate of return, thus enhancing the return available to the private investors on their $10 million dollars.
    - With the fund of $30 million, the fund manager finds an array of businesses with growth potential and provides them equity capital with which to grow.
    - Returns are expected on the debt and the federally guaranteed debt must be fully repaid before returns are paid to the private investors. As a result, our losses have been few and, because guarantee fees are charged, guaranteeing the debt costs the government very little.

B. But we found that, while it had been successful, **less than 20% of the SBIC program serves underserved communities**. That wasn't acceptable. So the VP challenged the SBA to find new ways to retarget the SBIC program to meet the needs of underserved communities. They responded to that challenge with extraordinary creativity and dedication.

IV. Elements of the New Markets Proposal:

A. ***SBICs for Low-Mod Communities.*** First SBA figured out how to provide incentives to make it more attractive for the venture capital firms created under the SBIC program to invest in low and moderate income communities.

- Specifically, SBICs making investment in low and moderate income communities will be eligible for a new financing that does not require a return on their investment for the first five years (although interest accrues during that period). ***Patient capital*** -- allowing businesses time before they have to show a return on the investment.
- In addition, SBA will provide greater leverage -- 3x rather than 2x.
- Finally, SBA will make the investment rules more flexible to better meet the needs of companies in underserved areas.
- ***(SBA will be implementing these program modifications this year without legislation.)***

B. ***New Market Venture Capital Firms.*** Next, SBA realized that SBICs won't work for the smaller firms and those that need expertise as well as capital. So they proposed a new program -- know as New Market Venture Capital Firms -- modifying the SBIC concept to meet the needs of smaller businesses in underserved areas.

- SBA will select 10-20 firms, whose management has a solid track record with community development.
- The equity funds of private investors will be matched (one-to-one) with government debt of guarantees up to $10 million per fund, creating up to $20 million dollar investment funds. Interest on this debt will also be deferred for the first five years.
- In addition, investors must provide at least $1.5 million in technical assistance over the first five years to the target firms. SBA will match that with up to $1.5 million in federal funds. This $3 million will not require any rate of return. With this additional investment in the firms not requiring any return, the return produced by the company enhances the return to the investors, making it worth their while to help small firms needing intensive technical assistance.
- (*This element of the proposal will require new legislation.*)

C. ***APICs:*** But that left us with a challenge. To really make an impact on a community -- to create 100, 200, 400 jobs at a time -- you need to deal with larger firms that are growing and creating new facilities or relocating. So we enlisted the help of HUD and designed a program to create ***American Private Investment Companies (APICs)***.

- For years, America has OPIC -- the Overseas Private Investment Corporation -- which has an investment fund program like the SBIC program on a larger scale, to promote growth in emerging markets abroad. We needed a tool to promote growth in emerging markets at home.
- Under this program, fund managers would seek approval for government guarantees for debt of up to $200 million, to equal private investment of up to $100 million, to create investment funds of $300 million. That is large enough to allow investments in significant sized firms that have opportunities to grow.
- The APIC could invest in a corporate subsidiary set up to fund a new plant or back-office operation in an underserved area or become joint venture partners in a business spin-off from an existing firm.
- Unlike the New Markets and SBIC programs, where we rely on the financial incentives of the investors to protect the government's interest, in APICs, the specific investments will be approved by HUD and SBA to ensure they serve public purposes.
- *(APICS also require new legislation.)*

D. ***Tax Credit:*** Finally, we considered how to ensure that these new great investment vehicles (as well as existing vehicles like CDFIs, Community Development Corporations, and state enterprise funds) have investors rushing to their doors to take advantage. The fact is that large companies and wealthy investors don't want to know the details of SBICs, NMVCs and APICs -- they just want to invest with qualified fund managers who can promise a healthy rate of return. Let the managers then worry about which investments they use. The solution we propose -- ***a tax credit.***

- Equity investments in investment vehicles serving underserved communities are eligible for a tax credit worth up to 25% of the equity invested. (The credit is actually 6% a year, which has a net present value of approximately 25% of the amount invested.)
- Credits would be allocated to the targeted investment funds that could use the tax credits to attract investors.
- Eligible investments are in areas with either (a) a poverty rate of at least 20%; or (b) median family income which does not exceed 80% of

metropolitan area income (or for rural areas, 80% of the median income of non-metropolitan areas statewide).

- This is a very generous definition of underserved -- and we picked it so that these programs will work well with other governmental programs that target areas with greater needs.

E. ***Other pieces as well:***

- Increasing by two and a half times the U.S. commitment to microenterprise, including doubling the level of microenterprise lending and a huge new commitment to technical assistance for microenterprise under a proposal for new legislation known as PRIME.
- A $30 million increase in funding levels for CDFIs.
- New small business lending firms targeted to underserved markets.
- BusinessLINC -- an initiative of the Vice Presidents to encourage large businesses to work with small business owners and entrepreneurs to improve the economic competitiveness of smaller firms in distressed areas.

V. **Example: flexibility to meet the needs of the investor, the fund managers, and the businesses getting the investment.** Say an investment manager wants to create an investment fund targeted to the needs of a specific community. Here's what he'd do.

A. ***Develop an investment strategy and a small investment management team (with community development capacity) to create an APIC, for example (or an SBIC-LMI or NMVC firm, depending on the business strategy).***

B. Get approval from SBA/HUD, which will provide them with the commitment to guarantee debt to match private investment.

C. Get an allocation of tax credits from the agency that approves the vehicle.

D. With tax credit and guarantee in hand, the fund manager than seeks investors, able to provide firm estimate of expected rates of return, knowing effect of tax credit and low cost leverage.

E. ***APIC manager finds business opportunities.***

F. Government pools their debt and places it with investors lowering the cost of borrowing.

VI. **Alternate Strategy:** Or an investment manager could assemble a "fund of funds" that includes an APIC, an SBIC targeted at low-mod areas, an NMVC firm, and other targeted investments, some or all of which would be eligible for the tax credit allocation. Large investors, in particular, may find the "fund of funds" the best way to spread their risk.

VI. **Bottom line:** This package of programs should leverage $15 billion in investment in underserved areas with 5 years of program activity (although some of the investment will be in out years).

- Includes $6 billion leveraged through tax credit
- $12 billion leveraged through investment vehicles
- Reference Budget Impact handout.

bipartisan support before Congress) and an increase of $15 million over FY 99 levels.

Microenterprise Lending and Technical Assistance. Microenterprise initiatives in the FY 2000 budget include: (1) PRIME, under which the CDFI Fund will provide microenterprise technical assistance and capacity building program to award grants on a competitive basis to microenterprise development organizations and programs that focus on low-income entrepreneurs; (2) doubling support for technical assistance in SBA's Microloan Program, which links loans entrepreneurs with the provision of training and technical assistance; (3) doubling support for SBA lending to leverage over $75 million in new microlending; (4) doubling funding for Individual Development Accounts (IDAs), to empower lower-income individuals to start a new business, invest in a first home, or save for post-secondary education; and (5) tripling funding for SBA's One-Stop Capital Shops, which offer microenterprise development (including direct access to microlenders), personal finance, and even credit repair services in Empowerment Zones.

Budget impact: ***(1) As described above, PRIME will cost $15 million in FY 2000; (2) SBA's microloan technical assistance and training will cost $ 32 million in FY 2000 (up from $16 million in FY 99); (3) SBA's microlending will cost $5 million in credit subsidy (up from $3 million in FY 99); (4) IDAs will cost $20 million in FY 2000 (up from $10 million in FY 99); and (5) One-Stop Capital Shops will cost $10 million in FY 2000 up from $3.1 million in FY 99.***

BusinessLINC. The President's budget provides resources to expand BusinessLINC -- an innovative public-private partnership launched by Vice President Gore and led by Treasury Secretary Rubin and SBA Administrator Alvarez --to new markets in economically distressed communities. BusinessLINC (Learning, Information, Networking and Collaboration) is designed to encourage large businesses to work with small business owners and entrepreneurs in order to improve the economic competitiveness of smaller firms located in distressed areas, both urban and rural. The funds will be used to leverage private sector efforts to spur new BusinessLINC partnerships at the national and local level.

Budget Impact: ***BusinessLINC will cost $3 million in FY 2000.***

Specialized Small Business Investment Companies (SSBICs). The President's budget will expand current tax incentives to increase the amount of equity capital available to economically disadvantaged people by making it easier for Specialized Small Business Investment Companies (SSBICs) to qualify as tax-favored regulated investment companies.

Budget Impact: ***This change to tax rules will have a negligible budget impact.***

businesses before they must produce a return. In addition, SBA will conduct an aggressive outreach campaign around the country to promote LMI investments.

Budget impact: *No new loan subsidy budget authority is required for this initiative as the SBIC debentures program has a 0% credit subsidy rate. However, the commitment level for the SBIC debenture program must be increased (from $640 million in FY 99 to $800 million in FY 2000) in order to ensure that the new targeted activity does not crowd out activity by traditional SBICs.*

New Markets Venture Capital Firms (NMVCs). There are thousands of inner-city and rural entrepreneurs who need both capital and expert guidance to transform their small businesses and great ideas into thriving companies. SBA will select ten-to-twenty NMVC firms whose management has successful records in community-based venture capital. The equity funds of private investors will be matched with loan guarantees of up to $10 million per NMVC, with interest on the debt deferred. Investors must also provide at least $1.5 million in technical assistance over five years to the target firms, matching SBA's grants of technical assistance. The program should provide long-term, patient growth capital and facilitate critically needed technology and management skills development for smaller businesses in new markets.

Budget impact: *The NMVC firms will cost $15 million in credit subsidy for loan guarantees (at a credit subsidy rate of 15%, allowing $100 million in government guarantees) and $30 million for technical assistance grants.*

New Markets Lending Companies (NMLC). For the first time in many years, SBA will approve approximately 10 new non-bank lenders -- firms authorized to originate loans under SBA's largest loan program -- the 7(a) General Business Loan Guaranty program. Under the 7(a) program, SBA guarantees up to 80% of a loan that is made by a lender to a creditworthy small business that cannot otherwise secure financing on reasonable terms. The firms selected must have a strategy to target their lending to underserved areas.

Budget Impact: *No additional budget authority is necessary to license these new non-bank lenders.*

Continued Growth for CDFIs. Community Development Financial Institutions (CDFIs), locally-based institutions with expertise in lending and investment in underserved areas, represent an important vehicle for greater investment in new markets. The federal contribution to building these institutions must continue to grow.

Budget impact: *The CDFI Fund will cost $125 million in FY 2000, including $15 million for new microenterprise activities under the Program for Investments in Microentrepenuers (PRIME) Act (now pending with*

THE NEW MARKETS INITIATIVE: BUDGET IMPACT

The New Markets initiative will prompt approximately $15 billion in new investment in urban and rural areas over five years through:

The New Markets Tax Credit --To help spur $6 billion in new equity capital for investment in Americas New Markets, the New Markets Tax Credit will be worth up to 25 percent for investments in a wide range of vehicles serving these communities, including community development banks, venture funds and corporations, new investment company programs (targeted SBICs, NMVC firms, and APICs -- see descriptions below), and other targeted investment funds. Credits would be allocated to the targeted investment vehicles which could use the tax credits to attract investors. The investment funds would make their own decisions about what investments or loans to make to help create and grow businesses in the New Markets. A wide range of businesses could be financed by these investment funds, including small technology firms, inner-city shopping centers, manufacturers with hundreds of employees, and retail stores.

Budget Impact: ***The New Markets Tax Credit will cost approximately $980 million over five years.***

America's Private Investment Companies (APICs). For years, America has supported OPIC, the Overseas Private Investment Corporation, to promote growth in emerging markets abroad. Now we must do the same thing in America's New Markets. Under this program, investors will put equity into new private investment partnerships to be known as America's Private Investment Companies (APICs). HUD and SBA working together will provide up two times the private capital in loan guarantees for each. APICs will make equity investments in larger businesses that are expanding or relocating in inner cities and rural areas. Under the financing structure, the private investors' funds are at risk ahead of the government.

Budget impact: ***APICs will cost $36 million in credit subsidy (at a rate of 3.6%, allowing up to $1 billion in government guarantees) and $1 million for HUD's administrative costs.***

SBICs Targeted to New Markets. Over 40 years, the SBA's small business investment company (SBIC) program has provided roughly $20 billion in equity and debt financing to more than 85,000 different companies, helping them at a critical stage to grow from small businesses to household names, like AOL and Staples. However, too little of the capital invested has benefited our cities and rural distressed communities. Last summer, the Vice President challenged the SBA to find ways to meet better the needs of minority firms and underserved markets. In response, SBA determined that, under existing legislation, the Agency can offer more flexibility and new financing terms to make it more attractive for SBICs to invest in businesses in low and moderate income (LMI) areas. Specifically, SBICs making LMI investments will be eligible for a new type of federally guaranteed loan to augment their capital for business investment. Interest on the guaranteed funding will be deferred for the first five years of the 10-year term to give SBICs more time to nurture their investments in small

BACKGROUND AND READING MATERIAL FOR THE NEW MARKETS INITIATIVE

Contents

Sperling Talent-Watts

THE AMERICAN COMMUNITY RENEWAL ACT

I. Summary of the Bill

The American Community Renewal Act would provide for up to 100 renewal communities designated through a competitive process similar to that of the current Empowerment Zone and Enterprise Community (EZ/EC) Programs. Renewal Communities would be eligible for numerous tax incentives including zero percent capital gains, commercial revitalization tax credits, expensing for small businesses and Brownfields, expansion of the work opportunity tax credit, and family development accounts. Efforts to create a renewal community program have been underway for several years, and the current bill has evolved from several earlier proposals.

The American Renewal Act contains certain provisions that could not be incorporated into the New Markets Initiative without substantially changing the intent and substance of our proposal for a New Markets Initiative. However, there are a number of other provisions that would be acceptable and could be incorporated into our proposal with little difficult, as outlined herein.

II. Comparison of the American Renewal Act to the New Markets Initiative and the Empowerment Zone and Enterprise Community Programs

CAPITAL GAINS OPENING: One of the major differences between the President's proposal and the Talent-Watts proposal is that their proposal includes a provision for a Zero Capital Gains. The American Community Renewal Act is principally an attempt to create an opening for a capital gains tax through a program that would attempt to improve conditions in economically distressed communities. Objections and concerns raised about this bill include the zero percent capital gains provision for the sale of certain business property and assets held for more than 5 years. Eligibility includes a requirement that 35% of employees reside in the Renewal Community.

Because it is a back-end solution, a zero percent capital gains tax is not a logical incentive for investment in distressed economic communities. Potential investors in these areas may not be motivated by a benefit that comes only upon the sale of an investment in an area where investors are unlikely to experience appreciation in property values. There is a much greater need in poor communities for upfront and ongoing incentives to draw investment into such communities.

A zero capital gains for distressed communities could have the perverse and presumably unintended consequence of encouraging more disinvestment in distressed areas as owners might flip businesses and properties to receive this tax benefit. Additional and well-founded concerns about a capital gains tax for investment in distressed communities include:

- **Unintended Windfalls:** Certain business with property in the renewal community could earn large one-time "windfall" profits --- for example, from the sale of property near a site chosen for a large public attractions such as a sports arena – without making any new investments related to job growth or spurring the local economy.

- **Negative Tax Incentives:** The ability of taxpayers to deduct interest on borrowing while entirely excluding the gains from the sale of some property, can create negative tax rates like those associated with the tax shelters of the 1970s and 1980s. For example, ignoring depreciation, a taxpayer in the top tax bracket would make an after-tax profit even if the return on the investment were as low as 5 percent, generating a 3 percent before-tax loss. The attraction for this tax arbitrage could be expected to result in non-productive investment that does not benefit the targeted area.

DUPLICATION OF THE EMPOWERMENT ZONE AND ENTERPRISE COMMUNITY PROGRAM: There are several areas of the bill that are duplicative of existing programs or other legislative proposals. However, our primary concern is related to the duplication and overlap of this program with our existing Community Empowerment program. The designation of distressed communities that would receive special tax treatment and coordinated assistance from the local government and the private sector, is an almost identical concept to the EZ/EC initiative. The Renewal Community program would use a place-based approach, similar to both NMI and EZ/ECs. The proposal also allows for overlap between designations as a Renewal Community and an EZ/EC, which could be confusing for taxpayers.

The American Renewal Act would use poverty and unemployment rates to target funding in contrast to the New Markets Initiative emphasis on income levels as well as poverty. The criteria for selection as a Renewal Community are more restrictive than requirements for NMI and less restrictive than those for EZ/ECs. The logic behind NMI was that targeting should be relatively broad (approximately 37% of the country is eligible) giving investors more choice and flexibility in determining where to place their funds, thereby making the program more attractive to the private sector. This issue has been argued both ways --- there is also a benefit to more narrow criteria, which assures that funds reach the most distressed areas. The EZ/EC uses a more targeted approach for this reason.

III. Areas for Agreement and Compromise

While we have problems with some of provisions of the American Renewal Act, the following items are ones that we could certainly discuss and we could accept several of these items into a potential compromise. A major unresolved issue is how this initiative would be paid for. Obviously this would play into the larger Social Security/Medicare/Tax Cut issues debate, but if an agreement on this initiative could be reached I am hopeful we could find a way to fund it.

- **Family Development Accounts:** Some aspects of the Family Development Account (FDA) proposal mirror the Administration's Individual Development Account proposal. Although, the FDA proposal outlined in this bill would involve a matching program administered by HUD, it requires resources that HUD does not have at this time.

- **Brownfields Expensing:** Renewal communities would benefit from Brownfields expensing. Expensing for small business and Brownfields was provided for in the Taxpayer Relief Act of 1997. The provision in the American Renewal Community Act is actually a more limited version of the Administration's budget proposal to make Brownfields expensing permanent.

- **Commercial Revitalization Tax Credit:** The American Renewal Act includes a commercial revitalization tax credit for projects located in Renewal Communities. Project based tax credits have been used successfully for low-income housing where State Housing Agencies have been able to monitor and administer the program. However it would be difficult for Treasury to monitor credits for commercial properties, as there are no similar state or local entities equipped to provide oversight. Treasury has also raised a concern that a commercial revitalization credit could result in negative effective tax rates and cause investors to make purely tax-motivated decisions in order to shelter other income from higher taxes.

- **The Work Opportunity Tax Credit:** H.R. 815 would expand the existing law to include Renewal Community residents who work in Renewal Community businesses. The bill would also provide a different tax credit rate and maximum on wages, resulting in a more generous credit for the new target group in the second year of employment. Renewal Community youth, even those who work outside of community, would be eligible for the same treatment available to youth under the EZ program which requires that substantially all of the employees' services be provided in the EZ.

- **Transfer of HUD-Owned Property:** The proposal for American Renewal communities requires the transfer of any HUD-owned property to the local government. HUD and OMB have raised strong objections to this provision which requires HUD to transfer to the local government any substandard multifamily property, or any vacant single family property that is located in a Renewal Community. HUD contends that the FHA single family and multifamily insurance programs depend upon the process of sales of property to reduce costs of the insurance programs. In addition, because there is no limit on the sales prices (for example not greater than the cost recovery basis) there is the potential for fraud and abuse by the local government, which would be the beneficiary of real estate at no cost which could then be sold at a higher price.

- **Charitable Choices:** The proposal includes a provision for charitable choices that allow religious organizations be treated in the same manner as other non-profit organizations.

- **Expensing Provisions:** The bill includes expensing provisions for certain qualified Renewal Community Businesses as well as for Brownfields expensing. Expensing is already available for small businesses; however this Act would increase the phase-out range. In addition it would provide an additional $35,000 per year of expensing for depreciable property. The proposed bill would also extend the period for Brownfields expensing that is currently available. (See description above).

July 10, 1999

Dear Sandy,

As we discussed yesterday, attached is some information for you about the American Renewal Act in preparation for your meeting with Rep. Hastert this upcoming week. This proposal -- sponsored by Representatives Talent and Watts -- was introduced several years ago and has since been revised many times, but has never gained significant momentum or support. We are seeking bipartisan support for our proposal – the New Markets Initiative -- to improve conditions in economically distressed areas by providing loan guarantees and tax credit incentives, targeted to low and moderate income communities.

There are several provisions of the Talent-Watts bill that we believe could be incorporated into the New Markets Initiative and would be acceptable elements of a compromise proposal. However, there are some areas, including the zero capital gains tax and what we consider a duplication of the Empowerment Zone and Enterprise Community program, that would be unacceptable. I hope you find the attached summary of the major differences that we object to and areas where we are willing to compromise helpful.

Finally, thank you so much for your contribution to and involvement with the President's New Markets trip. Your involvement was critical to validating the entire trip. Furthermore, you should be very proud of what you have done for both the Wall Street Project and the National Academy Foundation. It was very moving to see not only the kids, but also all of the dedicated teachers you have helped inspired

It has been great working with you. We have a chance to do something very meaningful. Let's stay at it.

Thanks for everything,

July 16, 1999 **DRAFT**

Dear Mr. Speaker:

I was very pleased by our meeting earlier this week. I am confident that we can work together effectively to meet the many challenges we face and pass a budget that is fiscally responsible and that meets our key priorities.

I was also pleased with our joint sense of commitment to pass meaningful legislation to address the **investment needs** that our nation's underserved urban and rural areas -- or New Markets -- currently face. While my New Markets proposal differs in several ways from the American Community Renewal Act, I believe that our overarching goals are quite consistent. It is my hope that we can work together to find common ground in the weeks to come and reach agreement on ways to meet the needs of these **economically distressed** communities. [**I would delete this sentence – it seems a little disingenuous** If we can work this out, I hope to see you in the Rose Garden for a signing ceremony soon.]

I was sorry that you were unable to participate on our trip last week to New Markets across the country. We had a terrific turnout from the business community, **which helped to reinforce the great importance of private sector involvement in this endeavor**. Along the way, there was a [**I deleted strong**] groundswell of support for action in Washington to spur investment in economically distressed areas. I hope that, working together, we can help to address that very real need.

Sincerely yours,

President William Jefferson Clinton

Melissa G. Green
07/16/99 01:10:42 PM

Record Type: Record

To: Lisa Green/OPD/EOP@EOP, Jonathan A. Kaplan/OPD/EOP@EOP

cc:

Subject: Hastert Letter

As i mentioend to Jon, Gene wants the letter to be more of an offer to Hastert. He said you (Lisa) should take a stab at it. He is not exactly sure of the offer, but i would assume it goes along the lines of the places that you and Gene think we could live with -- memo you sent to weill. take a stab and gene will deconstruct

New Markets Initiatives

Summaries

2/12/99

NEW MARKETS VENTURE CAPITAL COMPANIES

NEW MARKETS OUTREACH
AND THE LMI INVESTMENT INITIATIVE

AMERICA'S PRIVATE INVESTMENT COMPANIES

BUSINESSLINC

NEW MARKETS LENDING COMPANY PROGRAM

NEW MARKETS TAX CREDIT:
SPURRING INVESTMENT FOR BUSINESS GROWTH IN URBAN AND RURAL COMMUNITIES

SBA'S NEW MARKETS INITIATIVES

President Clinton's New Markets Initiative is a sweeping new public/private partnership designed to boost business opportunities in underserved rural and inner city communities. The key elements include: tax credits, loan guarantee incentives, a network of private venture capital companies, and technical assistance and mentoring programs.

SBA defines New Markets as current and prospective small businesses owned by minorities, women, veterans and handicapped individuals, who are underrepresented in the population of business owners compared to their representation in the overall population, as well as businesses located or locating in low- and moderate-income urban and rural areas.

The President's New Markets Initiative includes:

- **New Markets Venture Capital Companies (NMVCs),** operating in a manner similar to the SBA's Small Business Investment Company (SBIC) program, will combine equity venture capital financing and technical assistance to smaller businesses located in low- and moderate-income (LMI) areas. SBA's program of between 10 and 20 NMVCs would have up to $100 million in SBA-backed funding and $30 million in technical assistance grants.

- **LMI Investments and Outreach Workshops** – SBA will create a new funding mechanism to provide financial incentives to encourage SBICs and Specialized SBICs to invest in low- and moderate-income (LMI) areas. The funding will be provided to licensees in amounts that match the level of their investments in small businesses that: 1) are located in LMI areas, or 2) hire at least 35 percent of their workforce from among residents of LMI areas.

  SBA also has organized a series of workshops to recruit potential SBIC investors and management teams with experience in investing in small businesses in LMI areas. Beginning in late March, workshops are scheduled for Chicago, Kansas City, New York, Atlanta, Dallas and San Francisco.

- **America's Private Investment Companies** (APICs), modeled on the Overseas Private Investment Corporation, will provide up to $1.5 billion per year in combined private capital and government-backed funding to finance equity capital investment incentives for the creation or relocation of large-scale businesses in inner cities and rural areas. The program will be a Department of Housing and Urban Development (HUD) program administered jointly by HUD and SBA.

- **BusinessLINC Initiative,** a partnership between SBA, the Treasury Department and the business community to encourage large businesses to work with small business owners and entrepreneurs as technical advisors and mentors – especially in America's rural areas and inner cities.

- **New Markets Lending Companies (NMLCs),** a pilot program to involve approximately 10 non-depository lending institutions that will make SBA-guaranteed loans under the 7(a) loan program targeted to New Market small businesses.

- **New Markets Tax Credits,** worth up to 25 percent for investments in a wide range of investment vehicles serving these communities, including community development banks, venture funds and corporations, and other targeted investment funds.

NEW MARKETS VENTURE CAPITAL COMPANIES
Summary

In the six years since President Clinton took office, the economy has created nearly 17.7 million new jobs. Yet even during one of the greatest periods of sustained economic growth in American history, we still have not achieved true equality of opportunity. Concentrations of poverty and joblessness continue to have a devastating effect on the social and economic fabric of communities across the country. This lack of opportunity is at the heart of our deepest social divisions.

The evidence strongly suggests that there are attractive business opportunities in rural and inner city communities that are not being met. Among the most critical needs of these communities is access to equity investment and technical assistance.

President Clinton's New Markets Initiative is designed to make it more attractive to invest in these communities and ensure that the opportunity to stimulate job growth, neighborhood revitalization and economic development of America's untapped new markets is not lost.

SBA's New Markets Venture Capital Company (NMVC) is a key component of the president's New Markets Initiative. It complements SBA's existing equity investment program, encouraging small business expansion by providing intensive technical assistance and equity-type capital in rural and inner city areas.

New Markets Venture Capital Companies

The SBA is proposing a program to fund between 10 and 20 New Markets Venture Capital Companies (NMVC).

NMVCs will be venture capital companies that provide a combination of equity venture capital financing and technical assistance to smaller businesses located in low- and moderate-income (LMI) areas.

LMI areas are census tracts where at least 20 percent of the population is beneath the poverty level, or where median family income is less than 80 percent of median family income for the surrounding area. SBA also intends to include other areas in which economic development is lagging, including HUBZones, Enterprise Communities, Empowerment Zones and counties with persistent poverty.

The NMVC program will involve community-based development organizations whose managers have established successful records in venture capital investing in small businesses. By providing equity capital with intensive technical assistance, they play a major role in the creation and expansion of small businesses in these areas. Their efforts have been severely limited by a lack of adequate funding for both investments and technical assistance.

The NMVC program will meet this need by providing government-guaranteed long-term funding, combined with technical assistance grants, to private for-profit community development venture capital companies that will target their efforts in these geographical areas.

SBA will select applicants that meet the program's public policy goals. Existing community development venture capital companies and groups with equivalent experience will be encouraged to apply for NMVC status. SBA's objective is to fund a variety of organizational structures and operating strategies, and provide the broadest geographical coverage possible.

NMVCs must be organized as for-profit entities and raise at least $5 million in investment capital, which SBA will match up to $10 million for any single NMVC. The interest on the Government funding will be deferred for the first five years. NMVCs must also obtain commitments to provide at least $1.5 million in technical assistance funding over five years. SBA will provide matching technical assistance grants. These grants will cover the costs of technical assistance provided by NMVCs to the small businesses in which they invest.

SBA will require each NMVC to invest principally in smaller businesses located in LMI areas. These venture capital investments will typically range between $50,000 and $300,000.

SBA anticipates that the program will involve $100 million in SBA-backed funding at a budget cost of $15 million, and $30 million in technical assistance grants in the FY 2000 budget, at a budget cost of $30 million. Establishing the program will require enabling legislation.

SBA's SBIC Program

The NMVC pilot program will complement SBA's existing Small Business Investment Company (SBIC) program. At the end of FY 98, the SBIC program had a total investment pool of $9 billion, up by more than $2.1 billion from the end of FY 97. In FY 98, licensees made 3,456 investments worth $3.2 billion in small businesses. Over the past 40 years, the SBIC program has provided roughly $20 billion in equity and debt financing to more than 85,000 different companies. Many of them have become household names: Intel, Apple Computer, Federal Express, America On Line, Callaway Golf, Compaq, Sports Authority, Outback Steakhouse, Staples and Sun Microsystems.

NEW MARKETS OUTREACH
AND THE LMI INVESTMENT INITIATIVE
Summary

In the six years since President Clinton took office, the economy has created nearly 17.7 million new jobs. Yet even during one of the greatest periods of sustained economic growth in American history, we still have not achieved true equality of opportunity. Concentrations of poverty and joblessness continue to have a devastating effect on the social and economic fabric of communities across the country. This lack of opportunity is at the heart of our deepest social divisions.

The evidence strongly suggests that there are attractive business opportunities in untapped rural and inner city communities that are not being met. One of the most critical needs of these communities is access to equity investment.

The president's New Markets Initiative is designed to make it more attractive to invest in these communities and ensure that the opportunity to stimulate job growth, neighborhood revitalization and economic development of America's untapped new markets is not lost.

SBA's New Markets Outreach and LMI Investment Initiative for Small Business Investment Companies (SBICs) are key components of the President's New Markets Initiative. They complement SBA's existing equity investment program, encouraging small business expansion by providing intensive technical assistance and equity-type capital in rural and inner city areas.

Outreach Workshops

In July 1998, President Clinton directed SBA to hold workshops to promote the Small Business Investment Company (SBIC) program with the primary goal of encouraging the formation of SBICs focused on meeting the needs of the underserved, primarily in rural and inner city areas. As a result, SBA has expanded its existing efforts to recruit potential SBIC investors and management teams with experience in investing in small businesses in these areas.

SBA has organized a series of six workshops designed to bring together three main constituencies: 1) funding sources, primarily the banking community; 2) venture managers, including existing SBICs and Specialized SBICs; and 3) community development organizations. Beginning in late March, workshops are scheduled for Chicago, Kansas City, New York, Atlanta, Dallas and San Francisco.

These workshops will result in the creation of new SBIC licensees, new interest in rural and inner city investing, and a database of investment and community development professionals that will be available to work with SBA on this effort.

LMI Investment Program

As part of its outreach effort, SBA is encouraging existing SBA licensed SBICs to seek out investment opportunities in low- and moderate-income (LMI) areas, and is encouraging formation of new SBICs that will focus their investments in these areas. In addition, the SBA will create a new funding mechanism to provide financial incentives to encourage SBICs and Specialized SBICs to invest in these areas.

LMI areas are census tracts where at least 20 percent of the population is beneath the poverty level, or where median family income is less than 80 percent of median family income for the surrounding area. SBA also intends to include other areas in which economic development is lagging, including HUBZones, Enterprise Communities, Empowerment Zones and counties with persistent poverty.

Under the LMI Investment program, SBA will create a new funding mechanism for licensees in SBA's SBIC and Specialized SBIC programs. The funding will be provided to licensees in amounts that match the level of their investments in small businesses that: 1) are located in LMI areas, or 2) hire at least 35 percent of their workforce from among residents of LMI areas.

SBICs making LMI investments will be eligible for a new form of debenture financing, known as LMI debentures. LMI debentures are debt instruments that are sold with an SBA guarantee in the Nation's capital markets to raise funds. The funds raised are, in turn, provided to SBICs to augment their private capital. The SBICs combine the debenture funds and their private capital to finance their investments in small businesses. Interest on the Government funding will be deferred for the first five years of the 10-year term. That gives SBICs more time to nurture their investments in small businesses before they have to start making payments on the money used to finance them.

As an additional incentive for LMI Investments, SBA will modify some SBIC regulations involving control, minimum investment terms and the use of royalty payments.

The LMI Investment Initiative will fit within SBA's FY 1999 and proposed FY 2000 budget levels for the Small Business Investment Company (SBIC) program. It will not require enabling legislation and can be established through changes in SBA's regulations.

SBA's SBIC Program

At the end of FY 98, the SBIC program had a total investment pool of $9 billion, up by more than $2.1 billion from the end of FY 97. In FY 98, licensees made 3,456 investments worth $3.2 billion in small businesses. Over the past 40 years, the SBIC program has provided roughly $20 billion in equity and debt financing to more than 85,000 different companies. Many of them have become household names: Intel, Apple Computer, Federal Express, America On Line, Callaway Golf, Compaq, Sports Authority, Outback Steakhouse, Staples and Sun Microsystems.

AMERICA'S PRIVATE INVESTMENT COMPANIES
Summary

In the six years since President Clinton took office, the economy has created nearly 18 million new jobs. But we have not yet ensured that no community will be left behind. Concentrations of poverty and joblessness continue to have a devastating effect on the social and economic fabric of communities across the country.

The evidence is clear--there are attractive business opportunities in distressed inner city and rural communities that are not being served. A key step to tapping these markets—with purchasing power of over $85 billion per year according to the Harvard Business School--is expanding access to private equity investment in business and industry that serve these communities.

The President's New Markets Initiative is designed to make it more attractive to invest in these communities and ensure that the opportunity to stimulate job growth, neighborhood and economic development of America's untapped new markets is not lost.

The America's Private Investment Companies (APIC) initiative is a key component of the president's New Markets Initiative. It will be a Department of Housing and Urban Development (HUD) program administered by HUD and supported by SBA to combine SBA's venture investment expertise with HUD's expertise in large scale economic revitalization in distressed areas. It complements SBA's equity investment programs, encouraging substantial business expansion into inner cities and rural areas.

America's Private Investment Companies

Described as "the domestic OPIC," it was inspired in part by the Overseas Private Investment Corporation which encourages investing in emerging markets overseas. This new program will provide equity capital for larger-scale businesses in inner cities and rural areas. It will fund large, investment partnerships formed by private investors for this purpose.

APICs will be organized as for-profit private venture capital funds with an estimated minimum private capitalization of $100 million. APICs will be eligible for twice that amount in Government guaranties on loans obtained from private sources. These significant pools of investment capital will be available to take advantage of the opportunities described above and will help to create good jobs in inner cities and rural areas.

HUD and SBA will jointly solicit proposals for the creation of the investment partnerships. Approximately five organizations will be selected. HUD and SBA will enter into a negotiated financing agreement with each selected APIC. APIC investments will be in low and moderate-income areas and have prior Government approval for conformance with the APIC program's public policy objectives. But it is private investors who will identify and pursue the most promising business opportunities in the communities.

HUD/SBA anticipate that the budget authority authorized in FY 2000 will provide $1 billion of government-backed private loans at a budget cost of just $37 million in credit subsidy. Combined with a private equity investment of $500 million by investors in the selected organizations, the program is expected to have a total impact of $1.5 billion per year. So $37 million in government subsidy will leverage $1.5 billion in private investment in these untapped markets.

1/30/99 HUD

BUSINESSLINC
Summary

In the six years since President Clinton took office, the economy has created 17.7 million new jobs. Yet even during one of the greatest periods of sustained economic growth in American history, we still have not achieved true equality of opportunity. Concentrations of poverty and joblessness continue to have a devastating effect on the social and economic fabric of communities across the country. This lack of opportunity is at the heart of our deepest social divisions.

The evidence strongly suggests that there are attractive business opportunities in underserved rural and inner city communities that are not being met. One of the most critical needs of these communities is access to technical assistance.

The President's BusinessLINC Initiative is designed to encourage and support mentoring relationships between businesses. This will improve the commercial prospects of small businesses and ensure that the opportunity to stimulate job growth, neighborhood revitalization and economic development of America's untapped new markets are not lost.

BusinessLINC is a key component of the president's New Markets Initiative. It complements SBA's existing small business counseling programs and encourages small business expansion by providing mentoring and technical assistance from larger businesses.

BusinessLINC Initiative

The BusinessLINC Initiative is a new partnership between the Federal government and America's business community to encourage large businesses to work with small business owners and entrepreneurs, especially in America's rural areas and inner cities. BusinessLINC, which stands for Learning, Information, Networking, and Collaboration, is designed to stimulate business-to-business relationships that will produce one-on-one technical advice and consulting, classroom and group training, peer group consulting, strategic alliances, and supplier and marketing development for small businesses.

BusinessLINC will help facilitate the technical advice and assistance, access to resources and personal contacts that are necessary for small businesses to compete successfully.

The SBA and the Department of Treasury will jointly create mentor-protégé programs. The Treasury Department program – Success Partnerships – will help increase the participation of small, disadvantaged and women-owned businesses as contractors and subcontractors by offering technical advice, financial and management skills, endorsement credibility, and one-on-one advice from large companies. The SBA counterpart will seek to enhance the capabilities of participants in the Agency's 8(a) business development program, and to improve their ability to compete and receive Federal Government contracts. In addition, SBA will expand *ACENet* (Angel Capital Electronic Network), which helps link minority and women-owned businesses with investment capital.

SBA will recruit national and local organizations to advocate BusinessLINC strategies through their networks, and encourage companies to 1) build them into their core business strategies, 2) disseminate best practices, 3) create forums for businesses to exchange information and practices, and 4) support an Internet website to encourage BusinessLINC activities.

SBA will assemble a BusinessLINC leadership coalition of experts, comprised of both public and private sector representatives. The coalition will work to expand business-to-business relationships between large and small businesses and will provide businesses with on-line information, resources, and a database of companies with an interest in mentor or protégé programs (www.businesslinc.sba.gov).

SBA also will support activities throughout the Country that foster direct business relationships between larger and smaller firms on specific projects.

The Federal Government's HUBZone Empowerment Contracting program also will support the BusinessLINC initiative. Under the HUBZone program, up to $6 billion in new federal contracts will be targeted to small businesses and distressed areas by the year 2000. In addition, it will widen the pool of potential government contractors and create an estimated 25,000 new jobs in more than 7,000 rural and inner city communities.

Several large private sector firms have already committed resources to the project. Those include:

- GE Capital will expand its Small Business Colleges, which offer business advice to entrepreneurs in distressed areas, and to open a fifth college in St. Louis and a new pilot program for women business owners in Washington, D.C.

- Science Applications International Corporation (SAIC) will execute joint marketing agreements with small businesses and support relationships with small businesses in the new HUBZone areas.

- Chase Manhattan Bank will create a new program that will connect its senior bank officers with women and minority small business owners, and a new partnership with the National Association of Black Management Consultants.

- Bell Atlantic will spend $1.8 billion, through a partnership with SBA, to increase purchasing and subcontracting with minority and women-owned businesses.

NEW MARKETS LENDING COMPANY PROGRAM
Summary

In the six years since President Clinton took office, the economy has created nearly 17.7 million new jobs. Yet even during one of the greatest periods of sustained economic growth in American history, we still have not achieved true equality of opportunity. Concentrations of poverty and joblessness continue to have a devastating effect on the social and economic fabric of communities across the country. This lack of opportunity is at the heart of our deepest social divisions.

The evidence strongly suggests that there are attractive business opportunities in untapped markets that are not being met. One of the most critical needs of these communities is access to affordable commercial credit.

The President's New Markets Initiative is designed to make it more attractive to lend in these communities and ensure that the opportunity to stimulate job growth, neighborhood revitalization and economic development of America's untapped New Markets is not lost.

New Markets are current and prospective small businesses owned by minorities, women, veterans and handicapped individuals, who are underrepresented in the population of business owners compared to their representation in the overall population, as well as businesses located or locating in rural areas and inner cities.

SBA's New Markets Lending Company Initiative is a key component of the President's New Markets Initiative. It complements SBA's lending network, encouraging small business expansion by providing debt financing to these untapped markets.

New Markets Lending Companies

SBA's proposed NMLC program is a limited term, limited participation pilot lasting between 5 and 10 years. Under the pilot, the SBA will select approximately 10 non-depository lending institutions to make SBA guaranteed loans targeted to New Market small businesses.

NMLCs will make SBA guaranteed loans under the 7(a) General Business Loan Guaranty program, the Agency's largest financial assistance program. Under the 7(a) program, SBA guarantees up to 80 percent of a loan that is made by a commercial lender to a creditworthy small business that cannot otherwise secure financing on reasonable terms.

SBA will select the NMLCs from applicants experienced in all phases of making, servicing and liquidating loans, with a capital base sufficient to finance loan-making activities and a strategy consistent with the program's public policy purpose of making loans to New Markets small businesses.

SBA's monitoring and oversight of NMLCs will include annual safety and soundness examinations, as well as the same program reviews that are required of other SBA lenders. SBA will publish program eligibility criteria shortly, and expects to implement the program no later than October 1, 1999.

Funding for loan guaranties made under the NMLC program will come from the SBA's appropriation for 7(a) program loans, which is funded at a level of $10 billion for the current fiscal year.

The NMLC program will fit into the existing SBA framework of the 7(a) program, which provided guaranties on loans to nearly 42,270 small businesses in FY 1998. Those loans amounted to more than $9 billion. Since 1992, SBA has guaranteed more than $49 billion in commercial loans to more than 252,000 small businesses, more than in the previous 12 years combined.

Joe Markin

no different dropping now and later
they will help w/ co-sponsors and republicans

60% to 80% - seem to be okay

(1) other concerns SBICs - 20% gang in CMI
how does program reach next level of entrepreneurs
instead of just replace

(2) concern w/ how TA is written
if NMVC is $ providing funds or they will take to supplement
themselves

Don want to talk to Michael about - agreed to
disagreed

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b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

[001]

Gene's Speech for PUSH, NM Focus

support for it 10-15 minutes
to get people active

status of legislation

benefits go those communities

Audience - Political Day, just before five
+ General Plenary Session / Entire Conf
Businesses on Friday

Some International / Local but day
is International

will still be some Business folks

Chris Chi

312-567-1234

P6/(b)(6)

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BUILDING HOPE

28TH ANNUAL NATIONAL CONFERENCE

Wednesday, August 4 - Sunday, August 8, 1999

RAINBOW/PU$H COALITION

CEF CITIZENSHIP EDUCATION FUND

Rainbow/PUSH Coalition & Citizenship Education Fund
Reverend Jesse L. Jackson, Sr., *Founder & President*
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