Withdrawal/Redaction Sheet
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001a. paper	Summary Description of Companies; RE: phone number [partial] (1 page)	n.d.	P6/b(6)
001b. paper	Presidents New Markets Trip to the Delta; RE: phone numbers [partial] (2 pages)	06/25/1999	P6/b(6)
001c. paper	Summary Description of Companies; RE: phone number [partial] (1 page)	n.d.	P6/b(6)
001d. fax	Aaron E Henry; RE: personal info [partial] (1 page)	n.d.	P6/b(6)
001e. paper	Summary Description of Companies; RE: SSN/personal info [partial] (2 pages)	06/22/1999	P6/b(6)

COLLECTION:

Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:

Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

BENNIE G. THOMPSON
SECOND DISTRICT, MISSISSIPPI

DEMOCRATIC WHIP
REGION 7

WASHINGTON OFFICE:
1408 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515-2402
(202) 225-5876
FAX (202) 225-5898

COMMITTEE ON AGRICULTURE
SUBCOMMITTEES:
GENERAL FARM COMMODITIES
DEPARTMENT OPERATIONS, NUTRITION, AND FOREIGN AGRICULTURE
COMMITTEE ON SMALL BUSINESS
SUBCOMMITTEE:
GOVERNMENT PROGRAMS

Congress of the United States
House of Representatives
Washington, DC 20515-2402

FACSIMILE COVER SHEET

FAX NUMBER: (202) 456-6208

DATE: 7/1/99 TIME: 8:00 ___A.M. X P.M.

ATTENTION: Laura Graham

COMPANY/DEPARTMENT: White House Scheduler

FROM: ____CONGRESSMAN THOMPSON ____CHARLIE HORHN

X GERI HAVARD

TOTAL PAGES (INCLUDING COVER SHEET): 3

Briefing Info for 7/6 Visit

**********************CONFIDENTIALITY NOTICE**************************

DOCUMENT(S) ACCOMPANYING THIS FACSIMILE TRANSMISSION CONTAIN CONFIDENTIAL OR PROPRIETARY INFORMATION BELONGING TO THE SENDER WHICH IS PRIVILEGED. THE INFORMATION IS DIRECTED TO THE ATTENTION, AND INTENDED FOR THE SOLE EXCLUSIVE USE, OF THE INDIVIDUAL OR ENTITY NAMED ABOVE. IF YOU ARE NOT THE INTENDED RECIPIENT, YOU ARE HEREBY NOTIFIED THAT ANY DISCLOSURE, COPYING, DISTRIBUTION OR TAKING OF ANY ACTION IN RELIANCE ON THE CONTENTS OF THIS FACSIMILE TRANSMISSION IS STRICTLY PROHIBITED. IF YOU HAVE RECEIVED THIS FACSIMILE IN ERROR, PLEASE IMMEDIATELY NOTIFY US BY TELEPHONE TO ARRANGE FOR DESTRUCTION, OR RETURN TO US THE CONTENTS OF THIS TRANSMISSION. THANK YOU FOR YOUR COOPERATION.

BENNIE G. THOMPSON
SECOND DISTRICT, MISSISSIPPI

DEMOCRATIC WHIP
REGION 7

WASHINGTON OFFICE:
1408 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515-2402
(202) 225-5876
(202) 225-5898: FAX
E-Mail MS2ND@hr.house.gov
Home Page: http://www.house.gov/thompson/

Congress of the United States
House of Representatives
Washington, DC 20515–2402

COMMITTEE ON AGRICULTURE
SUBCOMMITTEES:
GENERAL FARM COMMODITIES
DEPARTMENT OPERATIONS,
NUTRITION, AND
FOREIGN AGRICULTURE
COMMITTEE ON THE BUDGET
CONGRESSIONAL BLACK CAUCUS
PROGRESSIVE CAUCUS
EDUCATION CAUCUS
SUNBELT CAUCUS

MEMORANDUM

TO: Ms. Laura Graham
Scheduler

FROM: Geri Havard

DATE: July 1, 1999

RE: BUSINESS INFO FOR 7/6 VISIT

****

GOON'S GROCERY - 324 Dr. Martin Luther King Drive - Clarksdale, MS 38614
(662) 624-4067

Business Start Date - March 1, 1953 Number of employees at beginning - 2

Owners at start of business - Charles Goon and wife Mae Q. Goon

Son present owner of business - Davis Goon and wife SiSi Goon

Harry Goon father of Charles Goon financially assisted Charles and Mae to start business.

Goon's Grocery will always remain as a MOM & POP grocery. The Goons also own Goon's Liquors and property on Martin Luther King Drive that they lease to other established business owners.

****

FASHION GALLERY - 377 Issaquena Avenue - Clarksdale, MS 38614 - (662) 627-2528

Business Start Date - Oct. 1988

Owner at start of business - Brenda Outlaw

☐ 107 WEST MADISON STREET
BOLTON, MS 39041
(601) 866-9003
(601) 866-9036: FAX
(800) 388-8003: IN ST.

☐ 509 HIGHWAY 82 WEST
GREENWOOD, MS 38930
(601) 455-9003
(601) 453-0118: FAX

☐ 910 COURTHOUSE LANE
GREENVILLE, MS 38701
(601) 335-9003
(601) 334-1304: FAX

☐ QUITMAN CO. COURT HOUSE
230 CHESTNUT STREET
MARKS, MS 38646
(601) 326-9003

☒ MOUND BAYOU CITY HALL
ROOM 134
106 WEST GREEN STREET
MOUND BAYOU, MS 38762
(601) 741-9003
(601) 741-9002: FAX

Continued
Page 2

Others assistance in beginning - Annette Paschal (friend) James Outlaw (husband)
Linda Jones (sister) Devoted customers

Small business loan - acquired in 1998 from North Delta Planning

Future Business Goals: Expand store size and product line and increase staff

Staff: 3 (Owner & 2 Buyers)

****

QOO SO PRETTY FLOWERS - 393 Issquena Street - Clarksdale, MS 38614
(662) 624-4007

Business Started - February, 1992

Staff: Shirely Fair (Owner & 2 daughters)

Financial Assistance to start business: Personal money

Future Goals: To purchase building to house a second florist and gift shop

Shirley and her husband Lawrence also own a catering.

****

NEWSOME AUTO PARTS - 220 Martin Luther King Drive - Clarksdale, MS 38614
(662) 627-2279

Business Started - 1971

Beginning staff - Father - and son who is present owner Johnny Newsome

1977 - started Newsome's Bail Bonding Co.

1980 - started White Rose Cleaners

1990 - Newsome's Beauty Salon

Financial Assistance: None - use personal money and small installment loans

Future Goals: Expand cleaners business and purchase property on Hwy 61

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001a. paper	Summary Description of Companies; RE: phone number [partial] (1 page)	n.d.	P6/b(6)

COLLECTION:
Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:
Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

[001a]

SUMMARY DESCRIPTION OF COMPANIES
RECOMMENDED BY
ENTERPRISE CORPORATION OF THE DELTA
FOR
DELTA NEW MARKETS TOUR

Could just do a walk through

Waterfield, Inc – Clarksdale, Mississippi (Coahoma County)

contact person: Bob Koerber
address: 1410 Industrial Park Drive
Clarksdale, MS 38614
phone number: 877-334-3870
601-627-4775 P6/(b)(6)

Waterfield, Inc. began operations in September 1998. SecurAmerica Business Credit, a Tennessee Business and Industrial Corporation, provided start-up financing. To facilitate continued growth, ECD provided a $300,000 term loan in June 1999 to provide the long-term working capital and equipment required to bring on a new product line.

Waterfield, Inc. is a Tennessee corporation doing business in Clarksdale, MS. The company was organized and chartered in August 1998, with the purchased assets from the business operation of a predecessor company, Porter-Ferguson, Inc. Waterfield produces cabinets that are marketed to retail home centers across the country. The company leases a 100,000 square foot plant facility on approximately 14 acres of land in the Clarksdale Industrial Park. The new owners of the company are Edward Shelly Rice and Robert Koerber, both of Memphis, TN.

Porter-Ferguson, the predecessor company, began manufacturing wood cabinets in Clarksdale in 1986. The company employed up to 200 full-time employees and had annual sales of over $16 million in 1992. On December 2, 1996, the company filed a voluntary petition for reorganization under the US Bankruptcy Code. The filing was prompted because Porter-Ferguson could not ship orders to a major customer due to a lack of availability under its line of credit. The lender felt that sales were concentrated with the major customer and did not wish to finance additional exposure to that customer. The customer cancelled its program with Porter-Ferguson and the companies ceased doing business together in January 1996. The customer refused to pay any amounts owed to Porter-Ferguson for over sixty days for fear of any product returns. The strain on cash flow led to problems with the bank, its auditors and bank regulators as well as a payroll tax liability for the company. Porter-Ferguson was unable to finalize an approved plan to emerge from bankruptcy, which included a takeout of the loan from the bank. As a result, an agreement was reached between Waterfield, the court and creditors to purchase certain assets of Porter-Ferguson.

Waterfield markets its products to retail home centers across the country. The company has three primary ways of promoting its products: through industry trade shows; through independent sales representatives; and through advertising literature provided to customers and prospects. Three trade shows are planned over the next few months. The independent sales

representatives call on home centers with less than 20 stores. New sales representatives are expected to be added over the coming months.

Waterfield is also the trade name of the cabinets produced by the company. The name is well respected in the unfinished cabinet market. According to management, the name has been around longer than other trade names in the industry and has led to new and continued sales with past Porter-Ferguson customers.

Waterfield's territory consists of the states east of the Rocky Mountains to the Ohio Valley. The cabinet manufacturing industry is estimated to be a $4 billion a year business in the US. It is difficult to gauge how a decrease in housing starts or a downturn in the economy would affect the industry. Waterfield and most of its competitors do not make direct new construction and multi-family sales. A downturn in the economy could prompt remodeling, as opposed to new construction, which would favor sales from retail home centers.

Waterfield currently employs 49 people (30 of which are former welfare recipients) with an average wage rate of $7.50 per hour. The labor-force is trained and willing to work. With the new work schedule from its major customer, employment is projected to reach 75. Health insurance will be offered to all employees over the next twelve months. The employment level was 140 prior to the closing of Porter-Ferguson in 1998. According to management, a large number of these individuals remain eligible for employment with Waterfield.

Computers, Inc. – Clarksdale, Mississippi (Coahoma County)

contact person:	Nita Brooks
address:	160 Anderson Blvd. Clarksdale, MS 38614
phone number:	(601) 627-7045

Computers, Inc. (CI) is a computer servicing and retail business that currently employs 6 full-time and 2 part-time people (none of which are former welfare recipients). CI is owned by Nita Brooks, a graduate of the FastTrac entrepreneurial training course, sponsored by ECD and administered locally by Delta State University.

The company sells and services micro computers, printers, and LAN networks. It is also an authorized Apple Computer Dealer. CI has averaged slightly over $1MM in annual sales for the past 5 years. The company serves 15 counties of the Delta region of Mississippi with customer concentrations in the following cities: Clarksdale, Batesville, Greenwood, Grenada, Cleveland, Greenville, Tunica, Drew, and Indianola. CI also serves parts of Eastern Arkansas from Helena to Lake Village, and parts of Louisiana. The company also has several loyal customers in Tennessee, North Carolina, Texas, and Louisiana.

CI serves three primary market groups with an established base of more than 1,200 clients. The main market group is comprised of various school districts and educational systems throughout the Delta. Educational sales and service represent about 43% of CI's current business. They

Delta

MEMORANDUM
(June 23 changes in bold)

To: Gene Sperling
Lisa Green

From: Al Eisenberg
Marianne Smith

Subject: USDOT Recommendation for New Markets Initiative Presidential Visit to Mississippi Delta Community in the State

Date: June 16, 1999

Deliverable: Example of new private investment in impoverished Delta community; Housing improvements in a Native American neighborhood without plumbing and sewer; Private commitments in job access and training, and business development

Recommendation for Location:

The U.S. Department of Transportation proposes the city of Clarksdale, MS, as a site for the President to visit to highlight his New Markets Initiative.

The site is recommended for the following reasons:

1. It is in the Mississippi Delta Region in Mississippi and close to the state of Arkansas.
2. The city exhibits examples of new private investment, such as the Waterfield Cabinet Company, a cabinetmaker **(location attached)**, which started up in 1998 and employs 50 people, of whom 30 came from welfare rolls. It projects its future employment to grow to 75 people.
3. The city was awarded a USDOT Jobs Access and Reverse Commute Grant for $150,000; a Transportation Enhancement grant for $1 million to renovate the railroad station to be used as a visitors' center and concert facility; two road overlay projects totaling $48,000 each; and a railway crossing improvement project for $100,000. In addition, a $17.6 million NHS project is under construction on U.S. 61 for safety and economic development purposes.
   On a broader basis within the larger Mississippi Delta area, USDOT has sponsored a "river navigator" for the American Heritage Rivers Program and awarded a Borders and Corridors grant to Arkansas for $10 million for environmental studies on I-69. Also, a third runway has been recently added at the Memphis International Airport and currently, one of the original runways is being upgraded. In addition, Highway 79 has been awarded a $500,000 feasibility study.
4. A predominantly black community college, Coahoma, the first in the state is located in the city.

5. There is a community development financial institution (CDFI) located in nearby Marks, MS.
6. A short line railroad, the Mississippi Delta RR, serves the community. It is eligible to receive assistance from the USDOT's Railroad Rehabilitation and Improvement Financing (RRIF) Program, newly authorized by TEA-21.
7. The city is within the labor catchment area for the city of Memphis, currently experiencing a labor shortage in the transportation and distribution industries.
8. The city also continues to experience great challenge; according to the most recent Census data, the poverty level and unemployment rate is high.
9. In the Coahoma section, 300 homes without plumbing and sewerage are the focus of Habitat for Humanity services.

Proposed Message:

Clarksdale allows the President to tell the story of the Delta's success under this Administration as well as the challenges that remain. The Delta Region has been at the heart of the President's promise "to put people first." This message connects directly with the purpose of the New Markets Initiative, and was underscored in his 1999 State of the Union address, when he said, "We must do more to bring the spark of private enterprise to every corner of America—to build a bridge from Wall Street to Appalachia to the Mississippi Delta..."

Clarksdale is representative of the entire Delta region, making important strides to take its place in the American prosperity of the 1990's, while recognizing that many places have not yet fully caught up. This is also the story of the entire Delta Region, which itself serves as a "new market."

Transportation has played and will continue to play a major role in the economic progress of the Mississippi Delta region. It is at the core of any new market initiative, allowing such markets to emerge as strong and vibrant contributors to the overall livability of their communities. From river to road to rail, from ground to air, the movement of freight and people enables the communities of this region, and of all regions, to realize their visions for the future.

The Proposed Itinerary for the Clarksdale Visit

The President would land in Memphis, and travel by helicopter **or auto** to Clarksdale. The trip would traverse country that would demonstrate the social and economic character of the Mississippi Delta region. He **first** would travel to the Coahoma section of the city to observe Habitat for Humanity's efforts to modernize 300 homes without plumbing or sewer service. The President **then** would tour the Waterfield Cabinet Company, noted above, which represents a good example of new business investment in this community. He would end his tour at the Coahoma County Community College where he would hold a roundtable discussion with officials and private citizens, including representatives of the sites he visited, to discuss Clarksdale's successes and its remaining challenges, and the future of the Mississippi Delta region generally. We would include representatives of the FEDEX or Greyhound Companies, **to** assist in job access services to feed the labor hungry transportation and distribution industries in Memphis to the north, or to develop a skills technology center at the community college, or to contribute to the Enterprise Corporation of the Delta which assists the establishment of small businesses.

We have made contact with Greyhound to discuss the possibility of their support of new bus services specifically to permit unemployed Clarksdale residents to access jobs in Memphis, including a potential capital investment in new or expanded facilities.

At the community college roundtable, the President would articulate the message, as noted above, that would include recognition of Clarksdale as representative of the Delta, demonstrating both progress and challenge. He would note that the entire Delta continues to be a "new market," and that transportation capital investments and services serve as great enablers of the economic progress of the region.

Doc 2

YAHOO! MAPS Yahoo! - Maps - Yellow Pages - Help

Yahoo! Calendar - get your free web-based calendar

Yahoo! Maps - Driving Directions

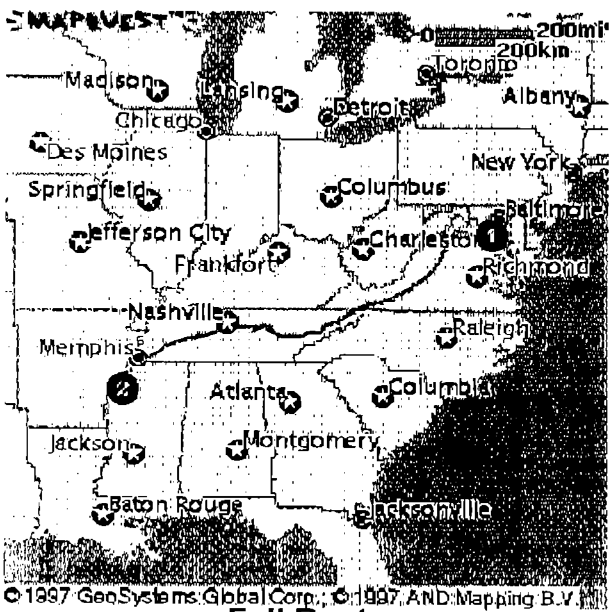
New Location

The starting address could not be found, so this is from the city center
The destination could not be found, so this is to the city center.

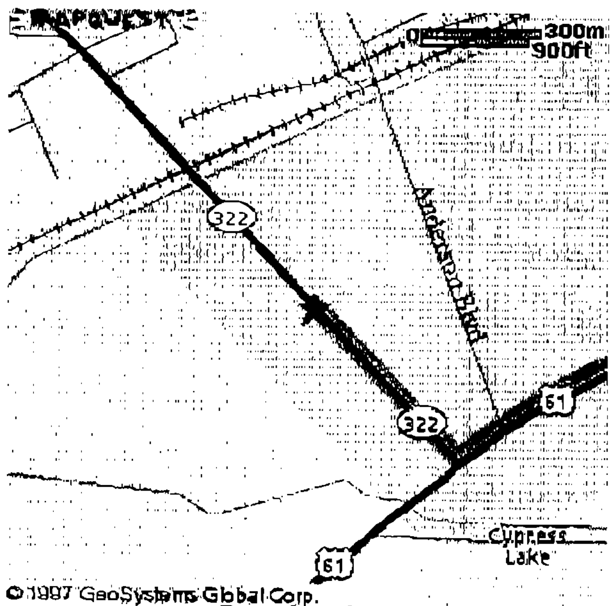
Starting From:	Arriving At:	Distance:	Approximate Travel Time:
1600 Pennsylvania Avenue Washington, DC	1410 Industrial Park Drive Clarksdale, MS 28614	953.5 miles	1311 mins

	Directions	miles
1.	Start out going East on E ST NW towards ELLIPSE RD NW.	0.0
2.	Turn SLIGHT LEFT at the intersection of ELLIPSE RD NW to stay on E ST NW.	0.2
3.	Turn RIGHT onto 14TH ST NW.	0.2
4.	Turn RIGHT onto CONSTITUTION AVE NW.	1.0
5.	Turn LEFT onto 23RD ST NW.	0.1
6.	Turn RIGHT onto LINCOLN MEMORIAL CIR SW.	0.1
7.	Stay straight to go onto ARLINGTON MEMORIAL BRG.	0.5
8.	Take the GEORGE WASHINGTON MEMORIAL PKY ramp.	0.1
9.	Keep RIGHT at the fork in the ramp.	0.1
10.	Keep RIGHT at the fork in the ramp.	0.1
11.	Merge onto GEORGE WASHINGTON MEMORIAL PKWY.	1.6
12.	Take the SPOUT RUN exit on left towards I-66 WEST/I-495.	0.1
13.	Merge onto SPOUT RUN PKWY.	0.6
14.	Turn SLIGHT LEFT at the intersection of LORCOM LN to stay on SPOUT RUN PKWY.	0.2
15.	Turn RIGHT onto LEE HWY.	0.2
16.	Turn SLIGHT LEFT onto unnamed road.	0.0
17.	Turn SLIGHT LEFT to take the I-66 WEST ramp.	0.2
18.	Merge onto I-66 W.	72.1
19.	Take the I-81 SOUTH exit	0.5
20.	Merge onto I-81 S.	375.5
21.	Take the I-40 WEST exit	0.6
22.	Merge onto I-40 W.	53.0
23.	Take the I-40 WEST exit towards NASHVILLE.	0.2
24.	Merge onto I-40 W.	154.3
25.	Take the I-24 EAST/I-440 WEST exit	0.4

26.	Merge onto I-24 E.	0.5
27.	Turn SLIGHT RIGHT onto I-440 W.	7.6
28.	Take the I-40 WEST exit on left towards MEMPHIS.	0.4
29.	Merge onto I-40 W.	194.9
30.	Take the I-240 WEST exit	0.2
31.	Merge onto I-40 E.	0.1
32.	Take the I-240 SOUTH exit towards JACKSON MISS.	13.6
33.	Take the I-55 NORTH/I-55 SOUTH exit	1.7
34.	Take the US-61/THIRD ST exit	0.1
35.	Keep LEFT at the fork in the ramp.	0.3
36.	Merge onto S 3RD ST.	7.2
37.	S 3RD ST becomes US-61 S.	52.2
38.	Turn SLIGHT RIGHT at the intersection of US-61 N to stay on US-61 S.	6.9
39.	US-61 S becomes US-49 S.	1.3
40.	Take the MS-6 ramp towards N. CLARKSDALE/BATESVILLE.	0.2
41.	Turn RIGHT onto SR-6 W.	0.5
42.	Turn LEFT onto US-61.	3.5
43.	Turn RIGHT onto SR-322.	0.3



Full Route



Destination

1) Enter a starting address :

Street Address, Intersection or Airport Code

1600 Pennsylvania Avenue

City, State Zip or a ZIP

Washington, DC

2) and a destination address:

Street Address, Intersection or Airport Code

1410 Industrial Park Drive

City, State Zip or a ZIP

Clarksdale, MS 28614

(Like any driving directions/map, you should always do a reality check and make sure the road still exists, watch out for construction, and follow all traffic safety precautions. This is only to be used as an aid in planning.)

Need Help? See the FAQ Or report map problems.

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001b. paper	Presidents New Markets Trip to the Delta; RE: phone numbers [partial] (2 pages)	06/25/1999	P6/b(6)

COLLECTION:
Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:
Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

[0016]

President's New Markets Trip to the Delta

Clarksdale, Mississippi
&
The Enterprise Corporation of the Delta

Historical Context
As governor of Arkansas, President Clinton was Chair of the Delta Commission. In 1991, the Commission convened a meeting in Clarksdale, Mississippi at the local public high school, which was in dire need of repair. In 1994, The Enterprise Corporation of the Delta was formed, in part, based on the recommendations put forth by the Commission.

The proposed Presidential visit to Clarksdale will include a neighborhood walking tour, a tour of a local company: Delta Laundry, Inc., and a public address/roundtable discussion to be held at Clarksdale's new public high school.

Background – Enterprise Corporation of the Delta

Contact:	*William J. Bynum, Executive Director*
Address:	*308 East Pearl Street, 4th Floor*
	Jackson, MS 39201
Telephone:	*work – (601) 944-1100*
	P6/(b)(6)

The Enterprise Corporation of the Delta (ECD) is a private, not-for-profit community development financial institution (business loan fund) that seeks to produce and stimulate measurable improvements in the economy of the impoverished delta regions of Arkansas, Louisiana and Mississippi (55 county target market) , and in the lives of area residents.

Established in 1994, ECD has established a strong track record of providing financing and management assistance to Delta firms and retaining and creating jobs. ECD works in close tandem with the region's banks, educational institutions, public agencies, non-profits and other related entities.

ECD's board is composed of some of the region's most prominent business and civic leaders. Notably this includes the chairman of Wal-Mart, the past chairman of the US Chamber of Commerce and a former Governor. ECD's staff represents vast experience in financing, business, and community development.

ECD was a recipient of a $2 million grant under the first round of the CDFI Program in 1996.

The Delta

The Delta is one of the most economically distressed regions in the United States. Arkansas, Louisiana and Mississippi consistently rank among the lowest in the nation on most socioeconomic indicators, and the Delta generally ranks at the bottom of such indicators for each of the three states.

Characteristics of the Delta compared with the United States as a whole include:

	Delta	U.S.
Percent Age 25+ w/o a H.S. Diploma	44.3%	24.8%
Percent Change in Population – 1990-1995	2.2%	5.1%
Percent African American – 1990	34.4%	12.1%
Percent Living Below Poverty Level – 1990	27.9%	13.1%
Median Household Income – 1990	$16,583	$30,056

In conjunction with Bain & Company, ECD analyzed the total dollar amount of commercial loans and venture capital in the Delta, Arkansas, Louisiana, Mississippi and the United States, compared with the size of the economy (e.g., gross revenues) for each area. This analysis identified a commercial financing gap in excess of $1 billion in the Delta compared with commercial financing provided in Arkansas, Louisiana and Mississippi. The gap is $2.45 billion when the Delta is compared with the United States as a whole.

Poor education, out-migration and scarcity of resources serve as a few of the major barriers to business development in the Delta. Heavily influenced by the historical dominance of plantation agriculture, low wages, limited training opportunities and inequalities persist and limit the social and economic development of the Region and its approximately 1.6 million residents.

Companies in the Delta report a similar absence of high-quality technical assistance. Studies consistently document that emerging companies consider non-financial assistance of comparable importance to capital availability. Traditional assistance providers typically do not locate in and do not target the Delta, for some of the same reasons that apply to banks. State economic development efforts focus on industrial recruiting in more populous areas. Similarly, high-quality private assistance providers are almost nonexistent in the region.

The following data provides a sense of the level of distress in these areas. Similar data is available for other counties if needed.

	Coahoma County, MS	Lee County, AR
1990 Population	31,665	13,053
1996 Population	31,652	12,675
Population Change 1990-1996	(0.04%)	(2.9%)
Population Change 1980-1990	(16.6%)	(19%)
% Minority	65.7%	59.1%
1990 Civilian Labor Force	11,457	4,529
1995 Civilian Labor Force	12,839	4,814
Labor Growth	12.1%	6.29%
1990 Unemployment Rate	13.8%	14.9%
1996 Unemployment Rate	9.9%	11.9%
1990 Median Household Income	$16,938	$14,213
% of unit non-metro family income	61.4%	51.5%
% people in poverty - 1990	45.5%	47.3%
% housing w/out water lines – 1990	8.0%	11.4%
% housing w/out public sewer – 1990	19.0%	42.5%
% housing w/out phone - 1990	14.9%	17.2%

ECD Products & Services

- Business Financing - debt, venture capital, municipal bonds, joint ventures, loan participations
- Technical Assistance – Extensive use of private engineering, accounting, marketing, general management consultants; Partnerships with public business assistance programs; Delta-wide entrepreneurial training partnership with six universities and community colleges and others

Delta Reinvestment Fund - loan administration and secondary market services for revolving loan funds and bank CRA programs

Partnerships

ECD has established strong partnerships with:

- *Corporations* –Wal-Mart, Entergy, Blue Cross/Blue Shield are among several corporations that provide funding and other support to ECD.
- *Banks* – Seventeen banks have invested in ECD's affiliate, ECD Investments, LLC. ECD regularly participates on projects with banks and other finance providers.
- *Foundations* – ECD receives funding from several national and regional foundations and often advises these groups in the area of business/community/ rural development.

- *State and local government* – ECD initiated an agreement with the state economic development agencies for Arkansas, Louisiana and Mississippi that has resulted in increased use of state business development resources in the Delta.
- *Educational Institutions* – Six universities and community colleges administer the FastTrac entrepreneurial training program for ECD throughout the Delta.
- *Enterprise Communities* – ECD was a founder of the Southern Enterprise Communities Forum, a regional collaborative that includes Enterprise Communities in several mid-south states (Vice President Gore signed as a witness to the collaborative agreement

ECD works with several federal agencies:

- *Treasury* – ECD was one of the first recipients of CDFI funding and is an aggressive user of the Bank Enterprise Awards program.
- *USDA* – ECD is a Business and Industry Guaranteed Lender
- *Commerce* – ECD spearheaded an agreement between ECD, NIST and the NIST-funded manufacturing extension programs in Arkansas, Louisiana and Mississippi that increases technical assistance to Delta businesses. Also, ECD's Delta Reinvestment Fund project seeks to provide secondary market and loan administration support to EDA-funded loan funds in our region.
- *SBA* – ECD anticipates approval as a SBA 7A lender within the coming weeks.

ECD Impact Summary *(through 3/30/99)*

Businesses Assisted - 693
Minority-owned – 292
Female-owned - 345

- Financing Commitments
- ECD - $21 million
- Leveraged from other sources - $35 million
- Jobs Affected - 5,993
- Annual Sales Impact - $ 221million

ECD is undertaking an ambitious five-year plan to build on its success. ECD's plans aim to increase the Delta's job growth rate from 3% to 4% over the next five years.

Successful implementation of this plan requires significant resources. To accomplish this growth ECD formed ECD Investments, LLC (ECDI) as a for-profit affiliate company to raise investment capital from private sources. To date 17 banks have invested in ECDI. (15 took advantage of the CDFI Fund's Bank Enterprise Awards program). Recently, ECDI created a class of investments designed to appeal to individual and institutional investors. Initial investors in this vehicle include Arkansas Blue Cross & Blue Shield and John Palmer, Chairman of SkyTel. While this support is promising, as with most distressed areas and communities, ECD needs to import capital from outside its home region. The New Markets initiatives proposed by President Clinton would provide a significant boost to these efforts.

Proposed Clarksdale Itinerary

A) Neighborhood tour – Ashton neighborhood (Ritchey Street - Martin Luther King Street)
See next page with possible route

B) Company tour(s) - Delta Laundry, Computers, Inc., Waterfield, Inc.
Visit one, two or three firm(s) financed by Enterprise Corporation of the Delta

C) Announcement of recent "New Markets" investments/activity
Location: To be determined (Currently awaiting word if Delta Laundry has space. An option may be a tent in the lot next to Delta)

Senior representatives of the following would join President Clinton for the announcements:

Foundations - Ford Foundation, MacArthur Foundation, Pew Charitable Trusts and Walton Family Foundation (Three of the largest foundations in the US and family foundation of the Wal-Mart heirs). Combined, these private foundations recently made $13.75 million in grants/investments in ECD and its affiliate ECDI. The ECDI investments are intended to stimulate investment by individual and corporate investors.

Corporate/Individuals - (Mississippi businessman John Palmer (Skytel - $500,000 investment in ECDI) and Louisiana businessman Tom Scott (Scott Trucking - $100,000 grant) Arkansas Blue Cross & Blue Shield ($100,000 investment in ECDI)

Banks - two recent investments by two Delta banks stimulated by Treasury/CDFI BEA awards. (16 banks have used this program to make similar investments in ECDI)

Religious Orders - Four recent investments/loans

Formation of a BusinessLINC chapter including Wal-Mart, Entergy, Federal Express and Sara Lee being explored

Certification of ECDI as an SBA lender ("New Markets Lender")

See "Private Sector Investment" section for more detail

D) Business Roundtable
Convene discussion with private sector representatives.

Potential Clarksdale Walking Tour (about ¾ to 1 mile)

Contacts:	*Josephine Rhymes*	*Alan Branson*
	Tri-County Workforce Alliance	*ECD*
	P6/(b)(6)	*(601) 944-1100*
	Work – (601) 627-3011	

1. Start at intersection of W. Tallahatchie and Martin Luther King Boulevard – Head South (actually SW) to intersection with Ashton (< 1/8 mile)
   - Will walk through part of old black business district. Combination of deserted buildings, lounges, clubs, Goon's Furniture and Market (no kidding on the name)
2. Turn left onto Ashton – head SE to 6th Street (~1/8 mile)
   - From MLK to intersection of 5th street is residential – appeared to be in fair condition but could stand improving. At the corner of Ashton and 5th was a three story brick church (Metropolitan Baptist. Between 5th and 6th on Ashton – to the left (N) was a funeral home, some homes undergoing improvement and then drop in quality of homes to end of the block. On the right side (S) of Ashton was some rundown housing, one burned out building, some deserted buildings, and a lot of overgrown vegetation (grass height of about 2-3 feet)
3. Turn right onto 6th - head SW on 6th to Yazoo (< 1/8 mile)
   - On the right is a BRIGHT blue house that is in rough shape. There is a one-story brick church on the left (Christian Church). At the SW corner of 6th and Yazoo are a couple of condemned shacks. If we turned left (SE) on Yazoo, there are more shacks (I don't recall if the road is dirt or just real bad pavement) but I think the street was a dead end.
4. Turn right onto Yazoo – head NW to Edwards (~1/4 mile)
   - From 6th back to 5th is all residential. Almost all the stock looks bad – little if any paint, homes sagging, etc, There is one particular house on the left (S) side of the street that I assumed was condemned (leaning to one side, foundation must be shot cause house visibly has drops in the floor structures, absolutely no paint, overgrown, etc.) but there was a lady sitting in a chair on the front porch.
   - At the corner of Yazoo and 5th are brick churches on the SE corner (Centennial Baptist) and the SW corner (CME Church). If we look to the left, we can see down the street to the Hicks Superette Store.
   - From 5th to MLK on Yazoo. On the right is open lot (tall grass again), two shot gun houses, and a brick church (Methodist?) that apparently bought some houses around it and demolished them to provide some extra space. On the left is a Delta Burial Corporation and then strip of closed down businesses all the way to MLK.
   - At the corner of MLK and Yazoo, there are a lot more closed down businesses. One building is open and Josephine Rhymes says that someone is always there but can't tell what the business is.
   - From MLK to Edwards on Yazoo – On the left are closed businesses, lounges, clubs (Porky's) and then a small rehab (maybe 20 units) section – fenced in, small units, much better shape and finally parking lot of something that looks like a closed down granary. On the right are overgrown lots and then some buildings that wrap around the corner

down Edwards (going NE).

5. Turn right onto Edwards – head NE to Issaquena (< 1/8 mile)
   - Looks like the buildings might have been some type of motel/hotel – definitely inhabited but very overgrown.
6. Turn right onto Issaquena – head SE to MLK (1/8 mile)
   - At the corner of Edwards and Issaquena turn right onto Issaquena. On both sides, multi-story brick buildings (New Roxy Theater) that are mostly empty. Some roofs falling in. one building does appear to have someone living on the second floor. Issaquena dead ends into MLK where the walk could end.

Additional Thoughts

- We can cut off the walk midway through item #6 where Yazoo crosses MLK and head back to starting point. This would end up with a walk of about 1/3 – ½ mile.
- Don't know if we can do anything about this, but the city may take it upon itself to clean up the walking tour route (cut grass, clean garbage, new boards on buildings, etc.). there are a couple of houses in particular that are burned out, condemned (or should be) that they might demolish if they know far enough in advance.

Company Profiles

Delta Laundry – Clarksdale, Mississippi

Delta Laundry (DL) is a start-up commercial laundry and linen service located in Clarksdale, Mississippi. DL provides commercial laundry and dry cleaning to hospitals, restaurants, and casinos in northwest Mississippi.

Re Delta Laundry:

largest current customer is a hospital
four bids are out to other hospitals
two bids are out to non-casino hotels
one bid is out to catering/restaurant service

DL currently employs 25 people, 15 of whom came off welfare and were trained for DL by Coahoma Community College's Skilltech Center.

Working though subcontractors, DL secured its first contract in December of 1997 with the Sheraton Hotel in Tunica County. DL has since taken on business from four additional casino hotels and a hospital. Financing from ECD enabled DL to open its own facility in Clarksdale, Miss.

Owner Morris ("Rocky") Rockwood has more than 10 years in the commercial laundry business. He previously owned and operated a laundry in Branson, Missouri before selling it in the early 90's. He worked on the Tunica/Clarksdale opportunity for about a year prior to ECD's invovlement. Initially he had wanted to locate in Tunica County itself. However, the county has no facilities satisfactory for DL's operations. The county supervisors were not amenable to building a facility due to general reservations regarding borrowing funds to construct new facilities for economic development. In addition, the supervisors were concerned that any aggressive steps toward economic development would not be well received by the casinos given the tight labor market that exists in Tunica.

ECD financed DL with a creative selection of financing. ECD provided Morris Rockwood with a bridge loan on his residence in Missouri, until he could sell it, to provide his equity for the business; ECD also bought preferred stock in the company and financed a working capital line of credit, a term note and provided additional subordinated debt. These, together with financing from GE Capital and the North Delta Planning and Development District were required for the start-up.

ECD has also assisted in the management of the business and contracted with alt. Consulting, a not-for-profit management consulting organization. Alt. Has worked with the company on improving its internal operations, as the company grows and on developing a marketing plan.

Computers, Inc. – Clarksdale, Mississippi
Computers, Inc. (CI) is a computer servicing and retail business that currently employs 6 full-time and 2 part-time people. CI is owned by Nita Brooks, a graduate of the FastTrac entrepreneurial training course, sponsored by ECD and administered locally by Delta State University.

The company sells and services micro computers, printers, and LAN networks. It is also an authorized Apple Computer Dealer. CI has averaged slightly over $1MM in annual sales for the past 5 years. The company serves 15 counties of the Delta region of Mississippi with customer concentrations in the following cities: Clarksdale, Batesville, Greenwood, Grenada, Cleveland, Greenville, Tunica, Drew, and Indianola. CI also serves parts of Eastern Arkansas from Helena to Lake Village, and parts of Louisiana. The company also has several loyal customers in Tennessee, North Carolina, Texas, and Louisiana.

CI serves three primary market groups with an established base of more than 1,200 clients. The main market group is comprised of various school districts and educational systems throughout the Delta. Educational sales and service represent about 43% of CI's current business. They have won a large number of hardware bids with surrounding school districts while also providing the sole source of computer servicing and support for those school districts. The company also provides sales and service to a number of the private schools and academies in the area.

CI has service contracts in place with schools, city agencies, and individuals. It is management's belief that as technology increases and the computer industry becomes more sophisticated and feature oriented, service will increasingly become a growth area for CI. Management believes that they are well poised for growth within that market sector. The balance of CI's sales revenue is derived from general commercial accounts and home/office PC sales.

Ms. Brooks attempted unsuccessfully to get financing from banks and a local quasi-public organization. Ms. Brooks did not have the financial wherewithal to come up with the substantial cash or collateral required by these lenders.

ECD originally financed $160,000 of the initial business purchase by Ms. Brooks. This included a $125.000 revolving line of credit and a $35,000 term loan. ECD later financed a portion of the down payment needed to purchase the building which CI was leasing. The original owner of CI owned the facility. ECD's financing enabled CI to maintain the use of the building and to lower her operating expenses.

Waterfield, Inc – Clarksdale, Mississippi
Waterfield, Inc. began operations in September 1998. SecurAmerica Business Credit, a Tennessee Business and Industrial Corporation, provided start-up financing. To facilitate continued growth, ECD provided a $300,000 term loan in June 1999 to provide the long-term working capital and equipment required to bring on a new product line.

Waterfield, Inc. is a Tennessee corporation doing business in Clarksdale, MS. The company was organized and chartered in August 1998, with the purchased assets from the business operation of a predecessor company, Porter-Ferguson, Inc. Waterfield produces cabinets that are marketed to retail home centers across the country. The company leases a 100,000 square foot plant facility on approximately 14 acres of land in the Clarksdale Industrial Park. The new owners of the company are Edward Shelly Rice and Robert Koerber, both of Memphis, TN.

Porter-Ferguson, the predecessor company, began manufacturing wood cabinets in Clarksdale in 1986. The company employed up to 200 full-time employees and had annual sales of over $16 million in 1992. On December 2, 1996, the company filed a voluntary petition for reorganization under the US Bankruptcy Code. The filing was prompted because Porter-Ferguson could not ship orders to a major customer due to a lack of availability under its line of credit. The lender felt that sales were concentrated with the major customer and did not wish to finance additional exposure to that customer. The customer cancelled its program with Porter-Ferguson and the companies ceased doing business together in January 1996. The customer refused to pay any amounts owed to Porter-Ferguson for over sixty days for fear of any product returns. The strain on cash flow led to problems with the bank, its auditors and bank regulators as well as a payroll tax liability for the company. Porter-Ferguson was unable to finalize an approved plan to emerge from bankruptcy, which included a takeout of the loan from the bank. As a result, an agreement was reached between Waterfield, the court and creditors to purchase certain assets of Porter-Ferguson.

Waterfield markets its products to retail home centers across the country. The company has three primary ways of promoting its products: through industry trade shows; through independent sales representatives; and through advertising literature provided to customers and prospects. Three trade shows are planned over the next few months. The independent sales representatives call on home centers with less than 20 stores. New sales representatives are expected to be added over the coming months.

Waterfield is also the trade name of the cabinets produced by the company. The name is well respected in the unfinished cabinet market. According to management, the name has been around longer than other trade names in the industry and has led to new and continued sales with past Porter-Ferguson customers.

Waterfield's territory consists of the states east of the Rocky Mountains to the Ohio Valley. The cabinet manufacturing industry is estimated to be a $4 billion a year business in the US. It is difficult to gauge how a decrease in housing starts or a downturn in the economy would affect the industry. Waterfield and most of its competitors do not make direct new construction and multi-family sales. A downturn in the economy could prompt remodeling, as opposed to new construction, which would favor sales from retail home centers.

Waterfield currently employs 50 people with an average wage rate of $7.50 per hour. Of these employees, 30 came off welfare to join the company. The labor-force is trained and willing to work. With the new work schedule from its major customer, employment is projected to reach 75. Health insurance will be offered to all employees over the next twelve months. The employment level was 140 prior to the closing of Porter-Ferguson in 1998. According to management, a large number of these individuals remain eligible for employment with Waterfield.

Waterfield's predecessor company was liquidated by the bank and Waterfield purchased the assets to restart the operations.

Private Sector Investments – Announcements

ECD has demonstrated the capacity for developing "new markets" in the Delta. It has also proven that the private sector shares a common agenda with respect to economic development of poor communities. As a prime model for the potential of the President's efforts to promote investment in America's New Markets, ECD would seek to make extensive use of the New Markets programs to advance its work.

President Clinton can announce the following recent and unannounced investments in New Markets in the Delta through the Enterprise Corporation of the Delta and its affiliate, ECD Investments, LLC (ECDI).

Private Funding	
Walton Family Foundation	5,000,000
Ford Foundation	3,400,000
Pew Charitable Trusts	3,000,000
MacArthur Foundation	2,000,000
John Palmer (Skytel)	500,000
Blue Cross and Blue Shield of Arkansas	100,000
Sisters of Charity of the Incarnate Word	100,000
Bank of Anguilla (Mississipi)	25,000
Dominican Sisters of Charity	25,000
First National Bank of Blytheville (Arkansas)	25,000
Sisters of Charity of Saint Elizabeth	25,000
Society of the Holy Child Jesus	25,000
Total Private Support	***$ 14,225,000***
Public Funding	
CDFI Fund	$ 2,500,000
Total Funding	**$ 16,725,000**

CDFI Fund's Bank Enterprise Award program stimulated the bank investments. They are the most recent of 16 banks that used the program to invest nearly $4million in ECDI since 1997.

The Palmer and Blue Cross investments were made via a new class of investment in ECDI that is targeted for individual and corporate investors -- a great illustration of the potential of the New Markets Tax Credit.)

The Ford and MacArthur investments will also be made in this vehicle with the intent of encouraging private sector investment in this innovative model that can be replicated among other CDFIs, particularly if NMTC legislation is passed.

Combined with a $2.5 million CDFI Fund award that closed in May (that helped leverage the private investments) the President can announce nearly **$17 million** of recent investments in New Market activity in the Delta.

Representatives of investors listed above would participate in an announcement by the President. (Additional programmatic and financial commitments are being pursued and may materialize prior to the President's visit).

Other possible announcements:

- ECDI's certification as an SBA 7A lender (a New Markets Lending Company) - - The Office of Financial Institutions in Louisiana is in the final stages of approving ECDI's application to become a BIDCO. Upon this approval, the Louisiana SBA office is expected to certify ECDI BIDCO as a 7A lender.

- ECDI's certification as a CAPCO, a Louisiana Certified Capital Company. This enables ECDI to offer a 35% state tax credit to investors.

- A BusinessLINC partnership between ECD's FastTrac entrepreneurial training program, Wal-Mart, Entergy and ECDI investor banks.

- The recent approval of a USDA B&I guaranteed loan through ECD to the only African American rice processor in the U.S (Lewis and Son, owned by Ephron Lewis, a suggested roundtable participant). Also, the NIST-funded Manufacturing Extension Program (Department of Commerce) provided engineering assistance to the firm through a tri-state partnership with ECD

Several of the proposed company visits would provide an appropriate setting for the announcements.

Delta New Markets Roundtable

President Clinton could lead a roundtable discussion with corporate CEO's and others that:

- have invested in "New Markets" in the Delta;
- have a significant business presence in the region; or
- can otherwise speak to the importance of New Market investments in the Delta.

Participant List (draft)

Company	Name	
America Online	Jim	Barksdale
Bank of America	Hugh	McColl
Bank One	John	McCoy
Blue Cross & Blue Shield	Robert	Shoptaw
Dollar General	Cal	Turner
Entergy	Wayne	Turner
Enterprise Corporation of the Delta	Bill	Bynum
Enterprise Corporation of the Delta	Billy	Percy
Federal Express	Frederick	Smith
Ford Foundation	Susan	Berresford
Hibernia National Bank	Steve	Hansel
Lewis & Son Rice Processing	Ephron	Lewis
MacArthur Foundation	Adele	Simmons
McDonalds Restaurant (Pine Bluff)	Curtis	Morrow
Mississippi Chemical	Chuck	Dunn
Mississippi Board of Community Colleges	George	Walker
Morgan Stanley	Dick	Fisher
Pew Charitable Trusts	Rebecca	Rimel
Sara Lee	John	Bryant
Scott Trucking	Tom	Scott
Simmons First National Bank	Thomas	May
SkyTel	John	Palmer
Terry Manufacturing	Roy	Terry
Trustmark National Bank	Richard	Hickson
Wal-Mart	Rob	Walton
Winthrop Rockefeller Foundation	Sybil	Hampton
WorldCom	Bernie	Ebbers

See attached spreadsheet for contact information.

Enterprise Corporation of the Delta

Announcements

- Ford Foundation - $3.4 million
- MacArthur Foundation - $2 million
- John Plamer, Chairman of Skytel - $500,000
- Tom Scott (Monroe, La. businessman) - $100,000
- Arkansas Blue Cross & Blue Shield - $100,000
- BEA-supported investments by Bank of Anguila (MS) and First National Bank of Blytheville (AK) - $25,000 each

(The Palmer and Blue Cross investments were made via a new investment vehicle that is targeted for individual and corporate investors -- a great illustration of the potential of the New Markets Tax Credit.)

Pending

- Louisiana SBA is currently reviewing ECD's application to be certified as a 7A guaranteed lender with an understanding that a pre-July decision would be helpful
- ECD awaiting word on two USDA announcements: $500,000 under the Intermediary Relending Program; and $500,000 under the Rural Business Enterprise Grant program.

Notes

- ECD's loan to Waterfield will be closed by month end
- I have been told that Coahoma Community College is one of only two historically Black community colleges in the nation
- ECD has been in operation for 5 years as of June 1

(1996 CDFI Program Core Component)

Location:	Jackson, Mississippi
Award:	$2 million grant
Type:	small business loan fund
Service Area:	55 counties in the Delta region of Arkansas, Louisiana and Mississippi
Products:	asset based term loans and working capital loans
Contact:	Mr. William J. Bynum - (601) 944-1100

Enterprise Corporation of the Delta (ECD) is a start up loan fund serving a 55-county market area suffering from persistent and entrenched poverty. At least 16 counties in the market are served by ECD have more than 40% their residents living below poverty. ECD is a promising initiative that is taking on the enormous challenge of helping to transform the Delta region's economy. The area's culture -- including that of its commercial lenders -continues to be oriented to the agricultural sector despite the facts that it currently employs only a small percentage of the population. EDC was established in 1994 with support from a variety of regional and national interests including foundations led by the Pew Charitable Trusts and corporate partners such as the Entergy Corporation and Wal-Mart Inc. To date, ECD has made almost 40 loans and investments to promising businesses. The CDFI Fund's $2 million grant will help to capitalize ECD's efforts to provide financing for small manufacturers and other businesses offering employment opportunities for lower-income people. ECD is also connecting with efforts to improve workforce skills and job readiness.

(1998 CDFI Program Core Component)

Location: Jackson, MS

Award:	$2,500,000 Capital Grant
Type:	Business Loan Fund
Contact:	William J. Bynum - (601) 944-1100

The Enterprise Corporation of the Delta (ECD), a non-profit loan fund, seeks to strengthen the three-state rural Delta region by providing market driven financial and technical assistance. This CDFI provides a mechanism to attract private capital to support its job creation initiatives. With the help of the CDFI Fund, the Awardee will expand its core business lending activity, leverage private capital, engage in new venture capital activities, launch the Delta Reinvestment Fund, and finance infrastructure development in partnership with rural municipalities.

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001c. paper	Summary Description of Companies; RE: phone number [partial] (1 page)	n.d.	P6/b(6)

COLLECTION:
Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:
Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

[001c]

SUMMARY DESCRIPTION OF COMPANIES RECOMMENDED BY ENTERPRISE CORPORATION OF THE DELTA FOR DELTA NEW MARKETS TOUR

Waterfield, Inc – Clarksdale, Mississippi (Coahoma County)

contact person: Bob Koerber
address: 1410 Industrial Park Drive
Clarksdale, MS 38614
phone number: 877-334-3870

P6/(b)(6)

Waterfield, Inc. began operations in September 1998. SecurAmerica Business Credit, a Tennessee Business and Industrial Corporation, provided start-up financing. To facilitate continued growth, ECD provided a $300,000 term loan in June 1999 to provide the long-term working capital and equipment required to bring on a new product line.

Waterfield, Inc. is a Tennessee corporation doing business in Clarksdale, MS. The company was organized and chartered in August 1998, with the purchased assets from the business operation of a predecessor company, Porter-Ferguson, Inc. Waterfield produces cabinets that are marketed to retail home centers across the country. The company leases a 100,000 square foot plant facility on approximately 14 acres of land in the Clarksdale Industrial Park. The new owners of the company are Edward Shelly Rice and Robert Koerber, both of Memphis, TN.

Porter-Ferguson, the predecessor company, began manufacturing wood cabinets in Clarksdale in 1986. The company employed up to 200 full-time employees and had annual sales of over $16 million in 1992. On December 2, 1996, the company filed a voluntary petition for reorganization under the US Bankruptcy Code. The filing was prompted because Porter-Ferguson could not ship orders to a major customer due to a lack of availability under its line of credit. The lender felt that sales were concentrated with the major customer and did not wish to finance additional exposure to that customer. The customer cancelled its program with Porter-Ferguson and the companies ceased doing business together in January 1996. The customer refused to pay any amounts owed to Porter-Ferguson for over sixty days for fear of any product returns. The strain on cash flow led to problems with the bank, its auditors and bank regulators as well as a payroll tax liability for the company. Porter-Ferguson was unable to finalize an approved plan to emerge from bankruptcy, which included a takeout of the loan from the bank. As a result, an agreement was reached between Waterfield, the court and creditors to purchase certain assets of Porter-Ferguson.

Waterfield markets its products to retail home centers across the country. The company has three primary ways of promoting its products: through industry trade shows; through independent sales representatives; and through advertising literature provided to customers and prospects. Three trade shows are planned over the next few months. The independent sales

representatives call on home centers with less than 20 stores. New sales representatives are expected to be added over the coming months.

Waterfield is also the trade name of the cabinets produced by the company. The name is well respected in the unfinished cabinet market. According to management, the name has been around longer than other trade names in the industry and has led to new and continued sales with past Porter-Ferguson customers.

Waterfield's territory consists of the states east of the Rocky Mountains to the Ohio Valley. The cabinet manufacturing industry is estimated to be a $4 billion a year business in the US. It is difficult to gauge how a decrease in housing starts or a downturn in the economy would affect the industry. Waterfield and most of its competitors do not make direct new construction and multi-family sales. A downturn in the economy could prompt remodeling, as opposed to new construction, which would favor sales from retail home centers.

Waterfield currently employs 49 people (30 of which are former welfare recipients) with an average wage rate of $7.50 per hour. The labor-force is trained and willing to work. With the new work schedule from its major customer, employment is projected to reach 75. Health insurance will be offered to all employees over the next twelve months. The employment level was 140 prior to the closing of Porter-Ferguson in 1998. According to management, a large number of these individuals remain eligible for employment with Waterfield.

Computers, Inc. – Clarksdale, Mississippi (Coahoma County)

contact person:	Nita Brooks
address:	160 Anderson Blvd. Clarksdale, MS 38614
phone number:	(601) 627-7045

Computers, Inc. (CI) is a computer servicing and retail business that currently employs 6 full-time and 2 part-time people (none of which are former welfare recipients). CI is owned by Nita Brooks, a graduate of the FastTrac entrepreneurial training course, sponsored by ECD and administered locally by Delta State University.

The company sells and services micro computers, printers, and LAN networks. It is also an authorized Apple Computer Dealer. CI has averaged slightly over $1MM in annual sales for the past 5 years. The company serves 15 counties of the Delta region of Mississippi with customer concentrations in the following cities: Clarksdale, Batesville, Greenwood, Grenada, Cleveland, Greenville, Tunica, Drew, and Indianola. CI also serves parts of Eastern Arkansas from Helena to Lake Village, and parts of Louisiana. The company also has several loyal customers in Tennessee, North Carolina, Texas, and Louisiana.

CI serves three primary market groups with an established base of more than 1,200 clients. The main market group is comprised of various school districts and educational systems throughout the Delta. Educational sales and service represent about 43% of CI's current business. They

have won a large number of hardware bids with surrounding school districts while also providing the sole source of computer servicing and support for those school districts. The company also provides sales and service to a number of the private schools and academies in the area.

CI has service contracts in place with schools, city agencies, and individuals. It is management's belief that as technology increases and the computer industry becomes more sophisticated and feature oriented, service will increasingly become a growth area for CI. Management believes that they are well poised for growth within that market sector. The balance of CI's sales revenue is derived from general commercial accounts and home/office PC sales.

Ms. Brooks attempted unsuccessfully to get financing from banks and a local quasi-public organization. Ms. Brooks did not have the financial wherewithal to come up with the substantial cash or collateral required by these lenders.

ECD originally financed $160,000 of the initial business purchase by Ms. Brooks. This included a $125.000 revolving line of credit and a $35,000 term loan. ECD later financed a portion of the down payment needed to purchase the building which CI was leasing. The original owner of CI owned the facility. ECD's financing enabled CI to maintain the use of the building and to lower her operating expenses.

Delta Laundry – Clarksdale, Mississippi (Coahoma County)

contact person:	Morris "Rocky" Rockwood
address:	320 Anderson Boulevard P.O. Box 1987 Clarksdale, MS 38614
phone number:	601-627-5419

Delta Laundry (DL) is a start-up commercial laundry and linen service located in Clarksdale, Mississippi. DL provides commercial laundry and dry cleaning to hospitals, restaurants, and casinos in northwest Mississippi.

Working though subcontractors, DL secured its first contract in December of 1997 with the Sheraton Hotel in Tunica County. DL has since taken on business from four additional casino hotels and a hospital. DL's largest customer is the hospital. Currently they have bids out to four other hospitals, two non-casino hotels and one catering/restaurant service. Financing from ECD enabled DL to open its own facility in Clarksdale, Miss.

Owner Morris ("Rocky") Rockwood has more than 10 years in the commercial laundry business. He previously owned and operated a laundry in Branson, Missouri before selling it in the early 90's. He worked on the Tunica/Clarksdale opportunity for about a year prior to ECD's invovlement. Initially he had wanted to locate in Tunica County itself. However, the county has no facilities satisfactory for DL's operations. The county supervisors were not amenable to building a facility due to general reservations regarding borrowing funds to construct new facilities for economic development. In addition, the supervisors were concerned that any aggressive steps toward economic development would not be well received by the casinos given the tight labor market that exists in Tunica.

ECD financed DL with a creative selection of financing. ECD provided Morris Rockwood with a bridge loan on his residence in Missouri, until he could sell it, to provide his equity for the business; ECD also bought preferred stock in the company and financed a working capital line of credit, a term note and provided additional subordinated debt. These, together with financing from GE Capital and the North Delta Planning and Development District were required for the start-up.

ECD has also assisted in the management of the business and contracted with alt. Consulting, a not-for-profit management consulting organization. Alt. Has worked with the company on improving its internal operations, as the company grows and on developing a marketing plan.

DL currently employs 22 people, 15 of whom came off welfare and were trained for DL by Coahoma Community College's Skilltech Center.

Clarksdale/Coahoma has:

- Higher Poverty
- Lower median income
- Larger minority population
- Outstanding workforce development partnership that includes Coahoma Community College, Clarksdale Industrial Foundation, Skill Tech Center, Tri-County Workforce Alliance
- Coahoma Community College – Mississippi's only predominantly African American community college
- Several businesses demonstrate how a CDFI's (ECD) work has contributed to the local economy
- Several opportunities to contrast the need and potential that exists in the Delta

On the other hand, in Greenville/Washington County:

- ECD has no loans outstanding
- A major gaming presence dominates downtown (three casinos)
- The Mid-Delta Empowerment Zone has experienced significant problems

	Coahoma County, MS	Washington County, MS
1990 Population	31,665	67,935
1996 Population	31,652	65,881
Population Change 1990-1996	(0.04%)	(3.02%)
Population Change 1980-1990	(16.6%)	(6.5%)
% Minority	65.7%	58.78%
1990 Civilian Labor Force	11,457	27,536
1995 Civilian Labor Force	12,839	29,121
Labor Growth	12.1%	5.76%
1990 Unemployment Rate	13.8%	12.4%
1996 Unemployment Rate	9.9%	10.2%
1990 Median Household Income	$16,938	$22,282
% of unit non-metro family income	61.4%	80.8%
% people in poverty - 1990	45.5%	33.8%
% housing w/out water lines – 1990	8.0%	9.2%
% housing w/out public sewer – 1990	19.0%	15.4%
% housing w/out phone - 1990	14.9%	11.7%

E C D   M E M O R A N D U M

DATE: June 9, 1999

TO: Bill Luecht
Maurice Jones
Bill Bynum

FROM: Alan P. Branson

RE: Distressed County Information

CC:

For the companies we are discussing, one is in Lee County, AR (Terry Manufacturing/Marianna Apparel) and two are in Coahoma County, MS (Delta Laundry and Waterfield, Inc.). I gathered the following information from our most recent CDFI application along with some updated data used in our most recent planning exercise. If there is additional data you need, please let me know.

	Lee County, AR	Coahoma County, MS
1990 Population	13,053	31,665
1996 Population	12,675	31,652
Population Change 1990-1996	(2.9%)	(0.04%)
Population Change 1980-1990	(19%)	(16.6%)
% Minority	59.1%	65.7%
1990 Civilian Labor Force	4,529	11,457
1995 Civilian Labor Force	4,814	12,839
Labor Growth	6.29%	12.1%
1990 Unemployment Rate	14.9%	13.8%
1996 Unemployment Rate	11.9%	9.9%
1990 Median Household Income	$14,213	$16,938
% of unit non-metro family income	51.5%	61.4%
% people in poverty - 1990	47.3%	45.5%
% housing w/out water lines – 1990	11.4%	8.0%
% housing w/out public sewer – 1990	42.5%	19.0%
% housing w/out phone - 1990	17.2%	14.9%

Actual CEO from the Delta?

Talk about how problems are different

Proposed Clarksdale Itinerary

A) Neighborhood tour - Ritchey Street - Martin Luther King Street community
- Begin in area including, federally-supported, well-maintained, low-moderate income housing development, church, school. Illustrates hope and results. Some residents probably employees of companies financed by ECD. - visit a family porch
- Transition to distressed community that would benefit from investments in New Markets development activity. highlight the poverty

B) Company tour(s) - Delta Laundry, Waterfield, Inc., Computers, Inc.
- Visit one, two or three firm(s) financed by Enterprise Corporation of the Delta

C) Announcement of recent "New Markets" investments/activity
- Location: Coahoma Community College - one of 2 historically-Black community colleges in US. An active player in Delta development, Coahoma CC is home to the Skill Tech Center that provides workforce training to area companies, and a Dept. of Commerce-funded Minority Business Development Center
- Senior representatives of the following would join President Clinton for the announcements:
  - Foundations - Ford Foundation, MacArthur Foundation, Pew Charitable Trusts and Walton Family Foundation (Three of the largest foundations in the US and family foundation of the Wal-Mart heirs). Combined, these private foundations recently made \$13.75 million in grants/investments in ECD and its affiliate ECDI. The ECDI investments are intended to stimulate investment by individual and corporate investors.
  - Corporate/Individuals - (Mississippi businessman John Palmer (Skytel - \$500,000 investment in ECDI) and Louisiana businessman Tom Scott (Scott Trucking - \$100,000 grant) Arkansas Blue Cross & Blue Shield (\$100,000 investment in ECDI)
  - Banks - two recent investments by two Delta banks stimulated by Treasury/CDFI BEA awards. (16 banks have used this program to make similar investments in ECDI)
  - Religious Orders - Four recent investments/loans
- Formation of a BusinessLINC chapter including Wal-Mart, Entergy, Federal Express and Sara Lee being explored
- Certification of ECDI as an SBA lender ("New Markets Lender")
- Other investments /commitments pending

Roundtable

D) Business Roundtable
- Convene discussion with representatives of investors and BusinessLINC partners listed above

African Americans

The Aaron E. Henry Community Health Services Center

Meeting the healthcare needs of the Mississippi Delta

AEH

Since 1979, the Aaron E. Henry Community Health Services Center has been answering the call of Delta residents seeking comprehensive, affordable healthcare for themselves and their families.

Established in Clarksdale, the Center now serves the region with five additional clinics in Tunica, Friars Point, Marks and Sumner. Our staff of experienced and caring providers understands the unique needs of the Delta. From complete primary and preventive medical care to family planning and pediatrics, the center takes a sweeping approach to improving the well-being of our communities.

That approach includes services aimed at promoting healthier lifestyles. Public transportation, social services, nutritional education and community outreach are just some of the resources we offer to assist people in their everyday lives. Our services are billed on a sliding scale so everyone — no matter their income level — receives the same quality healthcare. We serve the Delta. We serve you.

We have a clinic near you!

The Aaron E. Henry Community Health Services Center has clinics in:

Clarksdale
Tunica
Friars Point
Marks
Sumner

AEH

Aaron E. Henry Community Health Services Center, Inc.

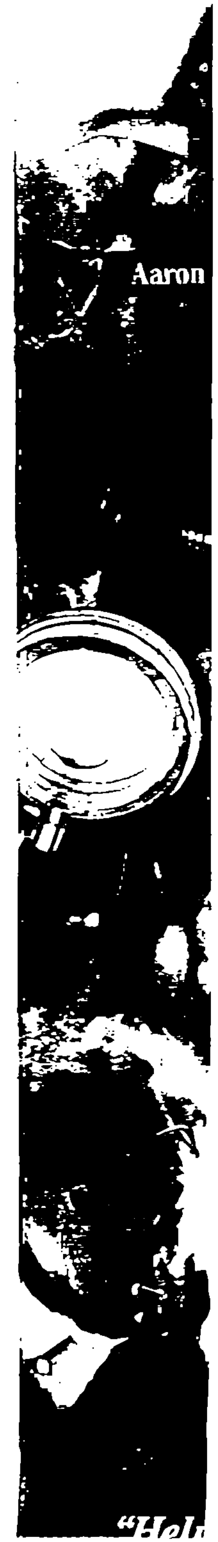
Contact Us:

Aaron E. Henry Community Health Services Center

Aurelia Jones-Taylor
Executive Director

William L. Booker, MD
Medical Director

Administrative Offices:
510 Highway 322
Clarksdale, MS 38614
Phone: 601/624-4292
Fax: 601/624-4354



A Full Range of Health Services

- Pediatrics
- Social Services
- Drug Screening
- Health Education
- Diabetic Foot Care
- Pre-placement Physicals
- WIC Certification
- Industrial Medicine
- Medicaid Screening
- Community Outreach
- Public Transportation
- Adult & Geriatric Care
- Immunizations & Vaccinations
- Prenatal Care & Family Planning

Our Team of Experienced and Caring Providers

William L. Booker, MD
Family Medicine

Philip Kum-Nji, MD
Pediatrics

Zachary Taylor, MD
General Medicine

Eddie Ruth Bradford-Cook, CFNP
Family Medicine

Laura Johnson, CFNP
Family Medicine

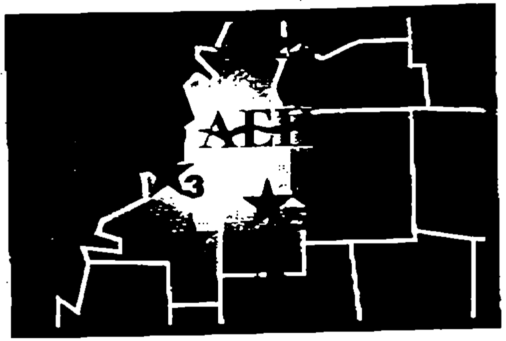
Myra Tillis, CFNP
Family Medicine

Patricia White, CNM
Pediatrics, Obstetrics & Gynecology

AEH

A Site Near You

The Aaron E. Henry Community Health Center operates six clinics in the Mississippi Delta.



Clarksdale Clinic
1040 Desoto Avenue • Clarksdale, Miss.
Phone: 624-2504

Tunica Clinic
1820 Peabody Avenue • Tunica, Miss.
Phone: 363-3656

Friars Point Clinic
437 2nd Avenue • Friars Point, Miss.
Phone: 383-9291

Tunica School Based Clinic
Rosa Fort High School • Tunica, Miss.
Phone: 363-3971

Quitman School Based Clinic
Y.O.U. Building • Marks, Miss.
Phone: 326-5643

Tallahatchie School Based Clinic
Bearden Elementary School • Sumner, Miss.
Phone: 375-8304

Hours of Operation

Each clinic is open from 8 a.m. - 5 p.m., Monday-Friday. School-based clinics are open from 8 a.m. - 3 p.m. The Center's Clarksdale site is open from 8 a.m. - noon on most Saturdays.

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001d. fax	Aaron E Henry; RE: personal info [partial] (1 page)	n.d.	P6/b(6)

COLLECTION:

Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:

Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

Miss. Delta
Site-1

Aaron E. Henry
P. O. Box 1352
Clarksdale, MS 38614
601-624-6006/621-9800

[0018]

BIOGRAPHY OF AARON E. HENRY

P6/(b)(6) P6/(b)(6) P6/(b)(6)ted States, 1943-1946.
Spent three years in Armed Services of the United States, 1943-1946.
Graduated College of Pharmacy, Xavier University, College of Pharmacy 1950.
Helped to organize the Coahoma County Branch NAACP in 1953. Serves as Branch
President.
Became President of the Mississippi State Conference of the NAACP in Mississippi
in 1960.
Serves on the National Board of Directors of the NAACP, elected in 1964.
He was involved in the Civil Rights Strife as it affected Mississippi 1960 to now,
1995.
He has served as chairman of the Mississippi State Pharmaceutical Society and
presently holds membership in the Mississippi State Pharmaceutical Association.
He is a member of the Board of Trustees of the Haven United Methodist Church in
Clarksdale, Mississippi.
He is a member of the Board of Directors of the NAACP, SCLC, Southern Regional
Council, Rural America, National Caucus of the Black Aged, National Black Veterans
Organization, Joint Action in Community Service, Minorities in Action(Minact).
He holds a Presidential Appointment to the Federal Council on the Aging.
He served as Chairman of the COFO Movement of Mississippi and Long Hot Summer in
Mississippi 1963-1965.
He served as Chariman of the Mississippi Freedom Democratic Party, during the
challenge to the National Democratic Convention in Atlantic City, New Jersey in
1964.
He is a member of the Colonel's Staff in Mississippi and Kentucky being appointed
by Governor Finch and Governor Carroll.
He is a member of Iota Omicron Chapter of Omega Psi Phi Fraternity.
He has been the recipient of more than one hundred awards from various Civic
Federal and State Organizations. These include the Roy Wilkins and Rosa Parks
Awards.
He has been awarded the Distinguished Missippians Awards, the highest citizens
award possible by the Governor of the State of Mississippi.
He is a registered lobbyist with rights and privileges to appear before the
State Legislature of Mississippi and the Congress of the United States.
He was married to the former Noelle Michael of Jackson, Mississippi. They have
one daughter, Rebecca. Rebecca served as the plantiff of record in the case
that integrated the Clarksdale Public School System.
He is listed in Marquis Child's Who's Who in Black America. He is also listed
in Outstanding Southerners in America.
He holds Honorary Docturate Degrees from The Baptist Institute of Mississippi,
Rust College, Tougaloo College, Prentiss Institute and Northeastern University
of Boston Massachusetts.
He has served as Chairman and Co-Chairman of the Democratic Party of the State
of Mississippi.
He is a task force member of the Commission on Education of the United States.
On November 6, 1979, he was elected as a member of the House of Representatives
of the Mississippi State Legislature.
He served President Carter as a member of the President's council.
He serves President Bill Clinton as a member of the President's council. He has
been invited to serve on his 1996 Election team, as he did in 1992.
He has survived so far the era of bombings, shootings, beatings, jailings and
humiliations. He has been the victim of all these experiences, from the chain-
. . . . of the other battle fronts throughout

gangs of Clarksdale, Mississippi and many of the
the State and Nation, in search of that elusive commodity called justice.
He served as President of the Mississippi State Conference of the NAACP 1960-1993. He now serves as President Emeritus.
He was one of three representatives from Mississippi in January of 1963 to testify before the United States Congress in support of the Establishment of the "Office of Economic Opportunity," OED. This institution gave the opportunity to establish such programs as Head Start, Job Corp, Community Action Agencies, Peace Corp, Rural Legal Services and the Community Health Centers. He personally participated in the original actions that included the Delta Community Health Center in Mound Bayou, The Jackson Hinds Health Center in Jackson, The Aaron E. Henry Community Health Center in Clarksdale and in many of the community Health Centers now existing in Mississippi.

Grants & Contracts	
Women, Infants & Children	$ 92,230
Department of Transportation	1,146,037
Abstinence Education	60,000
Partners in Care	52,000
	$1,350,267.00

Community Development Financial Institutions Fund
U.S. Department of the Treasury
601 Thirteenth Street, NW, Suite 200-South
Washington, DC 20005
Tel: (202) 622-8662 Fax: (202) 622-7754

Please Deliver ASAP!

Fax

To:	Lisa Green & Laura Brown	**From:**	Bill Luecht, External Affairs Office
Fax:	456-2223 & 456-6208	**Pages:**	10, including cover sheet
Re:	Draft of Information on Delta trip	**Date:**	06/22/99

Lisa & Laura,

Per Maurice Jone's request, I am forwarding the attached draft of the information I have gathered thus far on the Enterprise Corporation of the Delta for the President's trip to Clarksdale, MS. If you have any questions, I can be reached at 622-8042.

Bill

DRAFT

Enterprise Corporation of the Delta

Announcements
- Ford Foundation - $3.4 million
- MacArthur Foundation - $2 million
- John Plamer, Chairman of Skytel - $500,000
- Tom Scott (Monroe, La. businessman) - $100,000
- Arkansas Blue Cross & Blue Shield - $100,000
- BEA-supported investments by Bank of Anguila (MS) and First National Bank of Blytheville (AK) - $25,000 each

(The Palmer and Blue Cross investments were made via a new investment vehicle that is targeted for individual and corporate investors -- a great illustration of the potential of the New Markets Tax Credit.)

Pending
- Louisiana SBA is currently reviewing ECD's application to be certified as a 7A guaranteed lender with an understanding that a pre-July decision would be helpful
- ECD awaiting word on two USDA announcements: $500,000 under the Intermediary Relending Program; and $500,000 under the Rural Business Enterprise Grant program.

Notes
- ECD's loan to Waterfield will be closed by month end
- I have been told that Coahoma Community College is one of only two historically Black community colleges in the nation
- ECD has been in operation for 5 years as of June 1

(1996 CDFI Program Core Component)

Location:	Jackson. Mississippi
Award:	$2 million grant
Type:	small business loan fund
Service Area:	55 counties in the Delta region of Arkansas, Louisiana and Mississippi
Products:	asset based term loans and working capital loans
Contact:	Mr. William J. Bynum - (601) 944-1100

Enterprise Corporation of the Delta (ECD) is a start up loan fund serving a 55-county market area suffering from persistent and entrenched poverty. At least 16 counties in the market are served by ECD have more than 40% their residents living below poverty. ECD is a promising initiative that is taking on the enormous challenge of helping to transform the Delta region's economy. The area's culture -- including that of its commercial lenders -continues to be oriented to the agricultural sector despite the facts that it currently employs only a small percentage of the population. EDC was established in 1994 with support from a variety of regional and national interests including foundations led by the Pew Charitable Trusts and corporate partners such as the Entergy Corporation and Wal-Mart Inc. To date, ECD has made almost 40 loans and investments to promising businesses. The CDFI Fund's $2 million grant will help to capitalize ECD's efforts to provide financing for small manufacturers and other businesses offering employment opportunities for lower-income people. ECD is also connecting with efforts to improve workforce skills and job readiness.

DRAFT

(1998 CDFI Program Core Component)

Location: Jackson, MS
Award: $2,500,000 Capital Grant
Type: Business Loan Fund
Contact: William J. Bynum - (601) 944-1100

The Enterprise Corporation of the Delta (ECD), a non-profit loan fund, seeks to strengthen the three-state rural Delta region by providing market driven financial and technical assistance. This CDFI provides a mechanism to attract private capital to support its job creation initiatives. With the help of the CDFI Fund, the Awardee will expand its core business lending activity, leverage private capital, engage in new venture capital activities, launch the Delta Reinvestment Fund, and finance infrastructure development in partnership with rural municipalities.

DRAFT

Proposed Clarksdale Itinerary

A) Neighborhood tour - Ritchey Street - Martin Luther King Street community
- Begin in area including, federally-supported, well-maintained, low-moderate income housing development, church, school. Illustrates hope and results. Some residents probably employees of companies financed by ECD.
- Transition to distressed community that would benefit from investments in New Markets development activity.

B) Company tour(s) - Delta Laundry, Waterfield, Inc., Computers, Inc.
- Visit one, two or three firm(s) financed by Enterprise Corporation of the Delta

C) Announcement of recent "New Markets" investments/activity
- Location: Coahoma Community College - one of 2 historically-Black community colleges in US. An active player in Delta development, Coahoma CC is home to the Skill Tech Center that provides workforce training to area companies, and a Dept. of Commerce-funded Minority Business Development Center
- Senior representatives of the following would join President Clinton for the announcements:
  - Foundations - Ford Foundation, MacArthur Foundation, Pew Charitable Trusts and Walton Family Foundation (Three of the largest foundations in the US and family foundation of the Wal-Mart heirs). Combined, these private foundations recently made $13.75 million in grants/investments in ECD and its affiliate ECDI. The ECDI investments are intended to stimulate investment by individual and corporate investors.
  - Corporate/Individuals - (Mississippi businessman John Palmer (Skytel - $500,000 investment in ECDI) and Louisiana businessman Tom Scott (Scott Trucking - $100,000 grant) Arkansas Blue Cross & Blue Shield ($100,000 investment in ECDI)
  - Banks - two recent investments by two Delta banks stimulated by Treasury/CDFI BEA awards. (16 banks have used this program to make similar investments in ECDI)
  - Religious Orders - Four recent investments/loans
- Formation of a BusinessLINC chapter including Wal-Mart, Entergy, Federal Express and Sara Lee being explored
- Certification of ECDI as an SBA lender ("New Markets Lender")
- Other investments /commitments pending

D) Business Roundtable
- Convene discussion with representatives of investors and BusinessLINC partners listed above

DRAFT

SUMMARY DESCRIPTION OF COMPANIES RECOMMENDED BY ENTERPRISE CORPORATION OF THE DELTA FOR DELTA NEW MARKETS TOUR

Waterfield, Inc – Clarksdale, Mississippi (Coahoma County)

contact person:	Bob Koerber
address:	1410 Industrial Park Drive Clarksdale, MS 38614
phone number:	877-334-3870

Waterfield, Inc. began operations in September 1998. SecurAmerica Business Credit, a Tennessee Business and Industrial Corporation, provided start-up financing. To facilitate continued growth, ECD provided a $300,000 term loan in June 1999 to provide the long-term working capital and equipment required to bring on a new product line.

Waterfield, Inc. is a Tennessee corporation doing business in Clarksdale, MS. The company was organized and chartered in August 1998, with the purchased assets from the business operation of a predecessor company, Porter-Ferguson, Inc. Waterfield produces cabinets that are marketed to retail home centers across the country. The company leases a 100,000 square foot plant facility on approximately 14 acres of land in the Clarksdale Industrial Park. The new owners of the company are Edward Shelly Rice and Robert Koerber, both of Memphis, TN.

Porter-Ferguson, the predecessor company, began manufacturing wood cabinets in Clarksdale in 1986. The company employed up to 200 full-time employees and had annual sales of over $16 million in 1992. On December 2, 1996, the company filed a voluntary petition for reorganization under the US Bankruptcy Code. The filing was prompted because Porter-Ferguson could not ship orders to a major customer due to a lack of availability under its line of credit. The lender felt that sales were concentrated with the major customer and did not wish to finance additional exposure to that customer. The customer cancelled its program with Porter-Ferguson and the companies ceased doing business together in January 1996. The customer refused to pay any amounts owed to Porter-Ferguson for over sixty days for fear of any product returns. The strain on cash flow led to problems with the bank, its auditors and bank regulators as well as a payroll tax liability for the company. Porter-Ferguson was unable to finalize an approved plan to emerge from bankruptcy, which included a takeout of the loan from the bank. As a result, an agreement was reached between Waterfield, the court and creditors to purchase certain assets of Porter-Ferguson.

Waterfield markets its products to retail home centers across the country. The company has three primary ways of promoting its products: through industry trade shows; through independent sales representatives; and through advertising literature provided to customers and prospects. Three trade shows are planned over the next few months. The independent sales

Withdrawal/Redaction Marker
Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001e. paper	Summary Description of Companies; RE: SSN/personal info [partial] (2 pages)	06/22/1999	P6/b(6)

COLLECTION:

Clinton Presidential Records
Policy Development
Lisa Green
OA/Box Number: 20590

FOLDER TITLE:

Mississippi [1]

2012-0043-S
ms233

RESTRICTION CODES

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

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

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

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

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

DRAFT

[001e]

representatives call on home centers with less than 20 stores. New sales representatives are expected to be added over the coming months.

Waterfield is also the trade name of the cabinets produced by the company. The name is well respected in the unfinished cabinet market. According to management, the name has been around longer than other trade names in the industry and has led to new and continued sales with past Porter-Ferguson customers.

Waterfield's territory consists of the states east of the Rocky Mountains to the Ohio Valley. The cabinet manufacturing industry is estimated to be a $4 billion a year business in the US. It is difficult to gauge how a decrease in housing starts or a downturn in the economy would affect the industry. Waterfield and most of its competitors do not make direct new construction and multi-family sales. A downturn in the economy could prompt remodeling, as opposed to new construction, which would favor sales from retail home centers.

Waterfield currently employs 49 people (30 of which are former welfare recipients) with an average wage rate of $7.50 per hour. The labor-force is trained and willing to work. With the new work schedule from its major customer, employment is projected to reach 75. Health insurance will be offered to all employees over the next twelve months. The employment level was 140 prior to the closing of Porter-Ferguson in 1998. According to management, a large number of these individuals remain eligible for employment with Waterfield.

Computers, Inc. – Clarksdale, Mississippi (Coahoma County)

contact person:	Nita Brooks
address:	160 Anderson Blvd. Clarksdale, MS 38614
phone number:	(601) 627-7045

Computers, Inc. (CI) is a computer servicing and retail business that currently employs 6 full-time and 2 part-time people (none of which are former welfare recipients). CI is owned by Nita Brooks, a graduate of the FastTrac entrepreneurial training course, sponsored by ECD and administered locally by Delta State University.

The company sells and services micro computers, printers, and LAN networks. It is also an authorized Apple Computer Dealer. CI has averaged slightly over $1MM in annual sales for the past 5 years. The company serves 15 counties of the Delta region of Mississippi with customer concentrations in the following cities: Clarksdale, Batesville, Greenwood, Grenada, Cleveland, Greenville, Tunica, Drew, and Indianola. CI also serves parts of Eastern Arkansas from Helena to Lake Village, and parts of Louisiana. The company also has several loyal customers in Tennessee, North Carolina, Texas, and Louisiana.

CI serves three primary market groups with an established base of more than 1,200 clients. The main market group is comprised of various school districts and educational systems throughout the Delta. Educational sales and service represent about 43% of CI's current business. They

P6/(b)(6)

DRAFT

have won a large number of hardware bids with surrounding school districts while also providing the sole source of computer servicing and support for those school districts. The company also provides sales and service to a number of the private schools and academies in the area.

CI has service contracts in place with schools, city agencies, and individuals. It is management's belief that as technology increases and the computer industry becomes more sophisticated and feature oriented, service will increasingly become a growth area for CI. Management believes that they are well poised for growth within that market sector. The balance of CI's sales revenue is derived from general commercial accounts and home/office PC sales.

Ms. Brooks attempted unsuccessfully to get financing from banks and a local quasi-public organization. Ms. Brooks did not have the financial wherewithal to come up with the substantial cash or collateral required by these lenders.

ECD originally financed $160,000 of the initial business purchase by Ms. Brooks. This included a $125,000 revolving line of credit and a $35,000 term loan. ECD later financed a portion of the down payment needed to purchase the building which CI was leasing. The original owner of CI owned the facility. ECD's financing enabled CI to maintain the use of the building and to lower her operating expenses.

Delta Laundry – Clarksdale, Mississippi (Coahoma County)

contact person:	Morris "Rocky" Rockwood
address:	320 Anderson Boulevard P.O. Box 1987 Clarksdale, MS 38614
phone number:	601-627-5419

P6/(b)(6)
P6/(b)(6)
P6/(b)(6)
P6/(b)(6)

Delta Laundry (DL) is a start-up commercial laundry and linen service located in Clarksdale, Mississippi. DL provides commercial laundry and dry cleaning to hospitals, restaurants, and casinos in northwest Mississippi.

Working though subcontractors, DL secured its first contract in December of 1997 with the Sheraton Hotel in Tunica County. DL has since taken on business from four additional casino hotels and a hospital. DL's largest customer is the hospital. Currently they have bids out to four other hospitals, two non-casino hotels and one catering/restaurant service. Financing from ECD enabled DL to open its own facility in Clarksdale, Miss.

Owner Morris ("Rocky") Rockwood has more than 10 years in the commercial laundry business. He previously owned and operated a laundry in Branson, Missouri before selling it in the early 90's. He worked on the Tunica/Clarksdale opportunity for about a year prior to ECD's involvlement. Initially he had wanted to locate in Tunica County itself. However, the county has no facilities satisfactory for DL's operations. The county supervisors were not amenable to building a facility due to general reservations regarding borrowing funds to construct new facilities for economic development. In addition, the supervisors were concerned that any

P6/(b)(6)

DRAFT

aggressive steps toward economic development would not be well received by the casinos given the tight labor market that exists in Tunica.

ECD financed DL with a creative selection of financing. ECD provided Morris Rockwood with a bridge loan on his residence in Missouri, until he could sell it, to provide his equity for the business; ECD also bought preferred stock in the company and financed a working capital line of credit, a term note and provided additional subordinated debt. These, together with financing from GE Capital and the North Delta Planning and Development District were required for the start-up.

ECD has also assisted in the management of the business and contracted with alt. Consulting, a not-for-profit management consulting organization. Alt. Has worked with the company on improving its internal operations, as the company grows and on developing a marketing plan.

DL currently employs 22 people, 15 of whom came off welfare and were trained for DL by Coahoma Community College's Skilltech Center.

DRAFT

Clarksdale/Coahoma has:
- Higher Poverty
- Lower median income
- Larger minority population
- Outstanding workforce development partnership that includes Coahoma Community College, Clarksdale Industrial Foundation, Skill Tech Center, Tri-County Workforce Alliance
- Coahoma Community College – Mississippi's only predominantly African American community college
- Several businesses demonstrate how a CDFI's (ECD) work has contributed to the local economy
- Several opportunities to contrast the need and potential that exists in the Delta

On the other hand, in Greenville/Washington County:
- ECD has no loans outstanding
- A major gaming presence dominates downtown (three casinos)
- The Mid-Delta Empowerment Zone has experienced significant problems

	Coahoma County, MS	Washington County, MS
1990 Population	31,665	67,935
1996 Population	31,652	65,881
Population Change 1990-1996	(0.04%)	(3.02%)
Population Change 1980-1990	(16.6%)	(6.5%)
% Minority	65.7%	58.78%
1990 Civilian Labor Force	11,457	27,536
1995 Civilian Labor Force	12,839	29,121
Labor Growth	12.1%	5.76%
1990 Unemployment Rate	13.8%	12.4%
1996 Unemployment Rate	9.9%	10.2%
1990 Median Household Income	$16,938	$22,282
% of unit non-metro family income	61.4%	80.8%
% people in poverty - 1990	45.5%	33.8%
% housing w/out water lines – 1990	8.0%	9.2%
% housing w/out public sewer – 1990	19.0%	15.4%
% housing w/out phone - 1990	14.9%	11.7%

DRAFT

ECD MEMORANDUM

DATE: June 9, 1999

TO: Bill Luecht
Maurice Jones
Bill Bynum

FROM: Alan P. Branson

RE: Distressed County Information

CC:

For the companies we are discussing, one is in Lee County, AR (Terry Manufacturing/Marianna Apparel) and two are in Coahoma County, MS (Delta Laundry and Waterfield, Inc.). I gathered the following information from our most recent CDFI application along with some updated data used in our most recent planning exercise. If there is additional data you need, please let me know.

	Lee County, AR	Coahoma County, MS
1990 Population	13,053	31,665
1996 Population	12,675	31,652
Population Change 1990-1996	(2.9%)	(0.04%)
Population Change 1980-1990	(19%)	(16.6%)
% Minority	59.1%	65.7%
1990 Civilian Labor Force	4,529	11,457
1995 Civilian Labor Force	4,814	12,839
Labor Growth	6.29%	12.1%
1990 Unemployment Rate	14.9%	13.8%
1996 Unemployment Rate	11.9%	9.9%
1990 Median Household Income	$14,213	$16,938
% of unit non-metro family income	51.5%	61.4%
% people in poverty - 1990	47.3%	45.5%
% housing w/out water lines – 1990	11.4%	8.0%
% housing w/out public sewer – 1990	42.5%	19.0%
% housing w/out phone - 1990	17.2%	14.9%

Community Development Financial Institutions Fund
U.S. Department of the Treasury
601 Thirteenth Street, NW, Suite 200-South
Washington, DC 20005
Tel: (202) 622-8662 Fax: (202) 622-7754

Please Deliver ASAP!

Fax

To:	Lisa Green & Laura Brown	**From:**	Bill Luecht, External Affairs Office
Fax:	456-2223 & 456-6208	**Pages:**	10, including cover sheet
Re:	Draft of Information on Delta trip	**Date:**	06/22/99

Lisa & Laura,

Per Maurice Jone's request, I am forwarding the attached draft of the information I have gathered thus far on the Enterprise Corporation of the Delta for the President's trip to Clarksdale, MS. If you have any questions, I can be reached at 622-8042.

Bill

DRAFT

Enterprise Corporation of the Delta

Announcements

- **Ford Foundation - $3.4 million**
- **MacArthur Foundation - $2 million**
- **John Plamer, Chairman of Skytel - $500,000**
- **Tom Scott (Monroe, La. businessman) - $100,000**
- **Arkansas Blue Cross & Blue Shield - $100,000**
- **BEA-supported investments by Bank of Angulla (MS) and First National Bank of Blytheville (AK) - $25,000 each**

(The Palmer and Blue Cross investments were made via a new investment vehicle that is targeted for individual and corporate investors -- a great illustration of the potential of the New Markets Tax Credit.)

Pending

- **Louisiana SBA is currently reviewing ECD's application to be certified as a 7A guaranteed lender with an understanding that a pre-July decision would be helpful**
- **ECD awaiting word on two USDA announcements: $500,000 under the Intermediary Relending Program; and $500,000 under the Rural Business Enterprise Grant program.**

Notes

- **ECD's loan to Waterfield will be closed by month end**
- **I have been told that Coahoma Community College is one of only two historically Black community colleges in the nation**
- **ECD has been in operation for 5 years as of June 1**

(1996 CDFI Program Core Component)

Location:	Jackson. Mississippi
Award:	$2 million grant
Type:	small business loan fund
Service Area:	55 counties in the Delta region of Arkansas, Louisiana and Mississippi
Products:	asset based term loans and working capital loans
Contact:	Mr. William J. Bynum - (601) 944-1100

Enterprise Corporation of the Delta (ECD) is a start up loan fund serving a 55-county market area suffering from persistent and entrenched poverty. At least 16 counties in the market are served by ECD have more than 40% their residents living below poverty. ECD is a promising initiative that is taking on the enormous challenge of helping to transform the Delta region's economy. The area's culture -- including that of its commercial lenders -continues to be oriented to the agricultural sector despite the facts that it currently employs only a small percentage of the population. EDC was established in 1994 with support from a variety of regional and national interests including foundations led by the Pew Charitable Trusts and corporate partners such as the Entergy Corporation and Wal-Mart Inc. To date, ECD has made almost 40 loans and investments to promising businesses. The CDFI Fund's $2 million grant will help to capitalize ECD's efforts to provide financing for small manufacturers and other businesses offering employment opportunities for lower-income people. ECD is also connecting with efforts to improve workforce skills and job readiness.

DRAFT

(1998 CDFI Program Core Component)

Location:	Jackson, MS
Award:	$2,500,000 Capital Grant
Type:	Business Loan Fund
Contact:	William J. Bynum - (601) 944-1100

The Enterprise Corporation of the Delta (ECD), a non-profit loan fund, seeks to strengthen the three-state rural Delta region by providing market driven financial and technical assistance. This CDFI provides a mechanism to attract private capital to support its job creation initiatives. With the help of the CDFI Fund, the Awardee will expand its core business lending activity, leverage private capital, engage in new venture capital activities, launch the Delta Reinvestment Fund, and finance infrastructure development in partnership with rural municipalities.

DRAFT

Proposed Clarksdale Itinerary

A) Neighborhood tour - Ritchey Street - Martin Luther King Street community
- Begin in area including, federally-supported, well-maintained, low-moderate income housing development, church, school. Illustrates hope and results. Some residents probably employees of companies financed by ECD.
- Transition to distressed community that would benefit from investments in New Markets development activity.

B) Company tour(s) - Delta Laundry, Waterfield, Inc., Computers, Inc.
- Visit one, two or three firm(s) financed by Enterprise Corporation of the Delta

C) Announcement of recent "New Markets" investments/activity
- Location: Coahoma Community College - one of 2 historically-Black community colleges in US. An active player in Delta development, Coahoma CC is home to the Skill Tech Center that provides workforce training to area companies, and a Dept. of Commerce-funded Minority Business Development Center
- Senior representatives of the following would join President Clinton for the announcements:
  - Foundations - Ford Foundation, MacArthur Foundation, Pew Charitable Trusts and Walton Family Foundation (Three of the largest foundations in the US and family foundation of the Wal-Mart heirs). Combined, these private foundations recently made $13.75 million in grants/investments in ECD and its affiliate ECDI. The ECDI investments are intended to stimulate investment by individual and corporate investors.
  - Corporate/Individuals - (Mississippi businessman John Palmer (Skytel - $500,000 investment in ECDI) and Louisiana businessman Tom Scott (Scott Trucking - $100,000 grant) Arkansas Blue Cross & Blue Shield ($100,000 investment in ECDI)
  - Banks - two recent investments by two Delta banks stimulated by Treasury/CDFI BEA awards. (16 banks have used this program to make similar investments in ECDI)
  - Religious Orders - Four recent investments/loans
- Formation of a BusinessLINC chapter including Wal-Mart, Entergy, Federal Express and Sara Lee being explored
- Certification of ECDI as an SBA lender ("New Markets Lender")
- Other investments /commitments pending

D) Business Roundtable
- Convene discussion with representatives of investors and BusinessLINC partners listed above

DRAFT

SUMMARY DESCRIPTION OF COMPANIES RECOMMENDED BY ENTERPRISE CORPORATION OF THE DELTA FOR DELTA NEW MARKETS TOUR

Waterfield, Inc – Clarksdale, Mississippi (Coahoma County)

contact person:	Bob Koerber
address:	1410 Industrial Park Drive Clarksdale, MS 38614
phone number:	877-334-3870

Waterfield, Inc. began operations in September 1998. SecurAmerica Business Credit, a Tennessee Business and Industrial Corporation, provided start-up financing. To facilitate continued growth, ECD provided a $300,000 term loan in June 1999 to provide the long-term working capital and equipment required to bring on a new product line.

Waterfield, Inc. is a Tennessee corporation doing business in Clarksdale, MS. The company was organized and chartered in August 1998, with the purchased assets from the business operation of a predecessor company, Porter-Ferguson, Inc. Waterfield produces cabinets that are marketed to retail home centers across the country. The company leases a 100,000 square foot plant facility on approximately 14 acres of land in the Clarksdale Industrial Park. The new owners of the company are Edward Shelly Rice and Robert Koerber, both of Memphis, TN.

Porter-Ferguson, the predecessor company, began manufacturing wood cabinets in Clarksdale in 1986. The company employed up to 200 full-time employees and had annual sales of over $16 million in 1992. On December 2, 1996, the company filed a voluntary petition for reorganization under the US Bankruptcy Code. The filing was prompted because Porter-Ferguson could not ship orders to a major customer due to a lack of availability under its line of credit. The lender felt that sales were concentrated with the major customer and did not wish to finance additional exposure to that customer. The customer cancelled its program with Porter-Ferguson and the companies ceased doing business together in January 1996. The customer refused to pay any amounts owed to Porter-Ferguson for over sixty days for fear of any product returns. The strain on cash flow led to problems with the bank, its auditors and bank regulators as well as a payroll tax liability for the company. Porter-Ferguson was unable to finalize an approved plan to emerge from bankruptcy, which included a takeout of the loan from the bank. As a result, an agreement was reached between Waterfield, the court and creditors to purchase certain assets of Porter-Ferguson.

Waterfield markets its products to retail home centers across the country. The company has three primary ways of promoting its products: through industry trade shows; through independent sales representatives; and through advertising literature provided to customers and prospects. Three trade shows are planned over the next few months. The independent sales

representatives call on home centers with less than 20 stores. New sales representatives are expected to be added over the coming months.

Waterfield is also the trade name of the cabinets produced by the company. The name is well respected in the unfinished cabinet market. According to management, the name has been around longer than other trade names in the industry and has led to new and continued sales with past Porter-Ferguson customers.

Waterfield's territory consists of the states east of the Rocky Mountains to the Ohio Valley. The cabinet manufacturing industry is estimated to be a $4 billion a year business in the US. It is difficult to gauge how a decrease in housing starts or a downturn in the economy would affect the industry. Waterfield and most of its competitors do not make direct new construction and multi-family sales. A downturn in the economy could prompt remodeling, as opposed to new construction, which would favor sales from retail home centers.

Waterfield currently employs 49 people (30 of which are former welfare recipients) with an average wage rate of $7.50 per hour. The labor-force is trained and willing to work. With the new work schedule from its major customer, employment is projected to reach 75. Health insurance will be offered to all employees over the next twelve months. The employment level was 140 prior to the closing of Porter-Ferguson in 1998. According to management, a large number of these individuals remain eligible for employment with Waterfield.

Computers, Inc. – Clarksdale, Mississippi (Coahoma County)

contact person:	Nita Brooks
address:	160 Anderson Blvd. Clarksdale, MS 38614
phone number:	(601) 627-7045

Computers, Inc. (CI) is a computer servicing and retail business that currently employs 6 full-time and 2 part-time people (none of which are former welfare recipients). CI is owned by Nita Brooks, a graduate of the FastTrac entrepreneurial training course, sponsored by ECD and administered locally by Delta State University.

The company sells and services micro computers, printers, and LAN networks. It is also an authorized Apple Computer Dealer. CI has averaged slightly over $1MM in annual sales for the past 5 years. The company serves 15 counties of the Delta region of Mississippi with customer concentrations in the following cities: Clarksdale, Batesville, Greenwood, Grenada, Cleveland, Greenville, Tunica, Drew, and Indianola. CI also serves parts of Eastern Arkansas from Helena to Lake Village, and parts of Louisiana. The company also has several loyal customers in Tennessee, North Carolina, Texas, and Louisiana.

CI serves three primary market groups with an established base of more than 1,200 clients. The main market group is comprised of various school districts and educational systems throughout the Delta. Educational sales and service represent about 43% of CI's current business. They

DRAFT

have won a large number of hardware bids with surrounding school districts while also providing the sole source of computer servicing and support for those school districts. The company also provides sales and service to a number of the private schools and academies in the area.

CI has service contracts in place with schools, city agencies, and individuals. It is management's belief that as technology increases and the computer industry becomes more sophisticated and feature oriented, service will increasingly become a growth area for CI. Management believes that they are well poised for growth within that market sector. The balance of CI's sales revenue is derived from general commercial accounts and home/office PC sales.

Ms. Brooks attempted unsuccessfully to get financing from banks and a local quasi-public organization. Ms. Brooks did not have the financial wherewithal to come up with the substantial cash or collateral required by these lenders.

ECD originally financed $160,000 of the initial business purchase by Ms. Brooks. This included a $125.000 revolving line of credit and a $35,000 term loan. ECD later financed a portion of the down payment needed to purchase the building which CI was leasing. The original owner of CI owned the facility. ECD's financing enabled CI to maintain the use of the building and to lower her operating expenses.

Delta Laundry – Clarksdale, Mississippi (Coahoma County)

contact person:	Morris "Rocky" Rockwood
address:	320 Anderson Boulevard P.O. Box 1987 Clarksdale, MS 38614
phone number:	601-627-5419

Delta Laundry (DL) is a start-up commercial laundry and linen service located in Clarksdale, Mississippi. DL provides commercial laundry and dry cleaning to hospitals, restaurants, and casinos in northwest Mississippi.

Working though subcontractors, DL secured its first contract in December of 1997 with the Sheraton Hotel in Tunica County. DL has since taken on business from four additional casino hotels and a hospital. DL's largest customer is the hospital. Currently they have bids out to four other hospitals, two non-casino hotels and one catering/restaurant service. Financing from ECD enabled DL to open its own facility in Clarksdale, Miss.

Owner Morris ("Rocky") Rockwood has more than 10 years in the commercial laundry business. He previously owned and operated a laundry in Branson, Missouri before selling it in the early 90's. He worked on the Tunica/Clarksdale opportunity for about a year prior to ECD's invovlement. Initially he had wanted to locate in Tunica County itself. However, the county has no facilities satisfactory for DL's operations. The county supervisors were not amenable to building a facility due to general reservations regarding borrowing funds to construct new facilities for economic development. In addition, the supervisors were concerned that any

DRAFT

aggressive steps toward economic development would not be well received by the casinos given the tight labor market that exists in Tunica.

ECD financed DL with a creative selection of financing. ECD provided Morris Rockwood with a bridge loan on his residence in Missouri, until he could sell it, to provide his equity for the business; ECD also bought preferred stock in the company and financed a working capital line of credit, a term note and provided additional subordinated debt. These, together with financing from GE Capital and the North Delta Planning and Development District were required for the start-up.

ECD has also assisted in the management of the business and contracted with alt. Consulting, a not-for-profit management consulting organization. Alt. Has worked with the company on improving its internal operations, as the company grows and on developing a marketing plan.

DL currently employs 22 people, 15 of whom came off welfare and were trained for DL by Coahoma Community College's Skilltech Center.

DRAFT

Clarksdale/Coahoma has:

- Higher Poverty
- Lower median income
- Larger minority population
- Outstanding workforce development partnership that includes Coahoma Community College, Clarksdale Industrial Foundation, Skill Tech Center, Tri-County Workforce Alliance
- Coahoma Community College – Mississippi's only predominantly African American community college
- Several businesses demonstrate how a CDFI's (ECD) work has contributed to the local economy
- Several opportunities to contrast the need and potential that exists in the Delta

On the other hand, in Greenville/Washington County:

- ECD has no loans outstanding
- A major gaming presence dominates downtown (three casinos)
- The Mid-Delta Empowerment Zone has experienced significant problems

	Coahoma County, MS	Washington County, MS
1990 Population	31,665	67,935
1996 Population	31,652	65,881
Population Change 1990-1996	(0.04%)	(3.02%)
Population Change 1980-1990	(16.6%)	(6.5%)
% Minority	65.7%	58.78%
1990 Civilian Labor Force	11,457	27,536
1995 Civilian Labor Force	12,839	29,121
Labor Growth	12.1%	5.76%
1990 Unemployment Rate	13.8%	12.4%
1996 Unemployment Rate	9.9%	10.2%
1990 Median Household Income	$16,938	$22,282
% of unit non-metro family income	61.4%	80.8%
% people in poverty - 1990	45.5%	33.8%
% housing w/out water lines – 1990	8.0%	9.2%
% housing w/out public sewer – 1990	19.0%	15.4%
% housing w/out phone - 1990	14.9%	11.7%

DRAFT

ECD MEMORANDUM

DATE: June 9, 1999

TO: Bill Luecht
Maurice Jones
Bill Bynum

FROM: Alan P. Branson

RE: Distressed County Information

CC:

For the companies we are discussing, one is in Lee County, AR (Terry Manufacturing/Marianna Apparel) and two are in Coahoma County, MS (Delta Laundry and Waterfield, Inc.). I gathered the following information from our most recent CDFI application along with some updated data used in our most recent planning exercise. If there is additional data you need, please let me know.

	Lee County, AR	Coahoma County, MS
1990 Population	13,053	31,665
1996 Population	12,675	31,652
Population Change 1990-1996	(2.9%)	(0.04%)
Population Change 1980-1990	(19%)	(16.6%)
% Minority	59.1%	65.7%
1990 Civilian Labor Force	4,529	11,457
1995 Civilian Labor Force	4,814	12,839
Labor Growth	6.29%	12.1%
1990 Unemployment Rate	14.9%	13.8%
1996 Unemployment Rate	11.9%	9.9%
1990 Median Household Income	$14,213	$16,938
% of unit non-metro family income	51.5%	61.4%
% people in poverty - 1990	47.3%	45.5%
% housing w/out water lines – 1990	11.4%	8.0%
% housing w/out public sewer – 1990	42.5%	19.0%
% housing w/out phone - 1990	17.2%	14.9%

WILLIAM J. BYNUM

William J. (Bill) Bynum is President and Chief Executive Officer of the Enterprise Corporation of the Delta. Based in Jackson, Mississippi, the Enterprise Corporation is a

private business development organization that seeks to strengthen economic and human assets in the Delta regions of Arkansas, Louisiana and Mississippi. Since beginning operations in mid-1994, ECD has provided financial and technical assistance to more than 700 firms and entrepreneurs. This work represents more than 5,000 jobs and financing commitments exceeding $50 million.

Prior to joining ECD Mr. Bynum was Director of Programs with the North Carolina Rural Economic Development Center where he managed microenterprise, infrastructure financing and community development initiatives. While at the Rural Center Bynum designed the NC Microenterprise Loan Program, which received an award from President Clinton for Excellence in Program Design. Previously as Associate Director he helped start Self-Help, a pioneer in the development banking industry. A University of North Carolina at Chapel Hill graduate, Mr. Bynum has completed executive coursework at Harvard Business School and is a Henry Crown Fellow with the Aspen Institute. His current board service includes the Corporation for Enterprise Development, Calvert Social Investment Foundation, Center for Compatible Economic Development, Hope Community Credit Union, Southern Development Bancorporation, and First American Corporation CDC.

Enterprise Corporation of the Delta

I so grow Street program stata and Street.

Announcements

- Ford Foundation - $3.4 million
- MacArthur Foundation - $2 million
- John Plamer, Chairman of Skytel - $500,000
- Tom Scott (Monroe, La. businessman) - $100,000
- Arkansas Blue Cross & Blue Shield - $100,000
- BEA-supported investments by Bank of Anguila (MS) and First National Bank of Blytheville (AK) - $25,000 each

(The Palmer and Blue Cross investments were made via a new investment vehicle that is targeted for individual and corporate investors -- a great illustration of the potential of the New Markets Tax Credit.)

Pending

- Louisiana SBA is currently reviewing ECD's application to be certified as a 7A guaranteed lender with an understanding that a pre-July decision would be helpful
- ECD awaiting word on two USDA announcements: $500,000 under the Intermediary Relending Program; and $500,000 under the Rural Business Enterprise Grant program.

Notes

- ECD's loan to Waterfield will be closed by month end
- I have been told that Coahoma Community College is one of only two historically Black community colleges in the nation
- ECD has been in operation for 5 years as of June 1

(1996 CDFI Program Core Component)

Location:	Jackson. Mississippi
Award:	$2 million grant
Type:	small business loan fund
Service Area:	55 counties in the Delta region of Arkansas, Louisiana and Mississippi
Products:	asset based term loans and working capital loans
Contact:	Mr. William J. Bynum - (601) 944-1100

D

Enterprise Corporation of the Delta (ECD) is a start up loan fund serving a 55-county market area suffering from persistent and entrenched poverty. At least 16 counties in the market are served by ECD have more than 40% their residents living below poverty. ECD is a promising initiative that is taking on the enormous challenge of helping to transform the Delta region's economy. The area's culture -- including that of its commercial lenders -continues to be oriented to the agricultural sector despite the facts that it currently employs only a small percentage of the population. EDC was established in 1994 with support from a variety of regional and national interests including foundations led by the Pew Charitable Trusts and corporate partners such as the Entergy Corporation and Wal-Mart Inc. To date, ECD has made almost 40 loans and investments to promising businesses. The CDFI Fund's $2 million grant will help to capitalize ECD's efforts to provide financing for small manufacturers and other businesses offering employment opportunities for lower-income people. ECD is also connecting with efforts to improve workforce skills and job readiness.

(1998 CDFI Program Core Component)

Location: Jackson, MS

MISSISSIPPI POPULATION GROWS Moderately in the 1990's

Social Science Research Center SPECIAL REPORT SERIES June 1996

Using the latest U.S. Bureau of the Census population estimates for counties, Mississippi grew 4.7 percent in the first half of this decade. This growth rate is slightly less than most other surrounding states. Georgia led the region with an 11.2 percent rate of growth, out-pacing Florida (9.5%) and Tennessee (7.8%). Other neighboring states, such as Alabama (5.3%) and Arkansas (5.7%), experienced population increases more on par with Mississippi's growth in the past five years. Louisiana grew substantially less than other states in the Mid-South with a 2.9 percent rate. Nationally, the U.S. underwent a 5.6 percent net gain in population from 1990 to 1995.

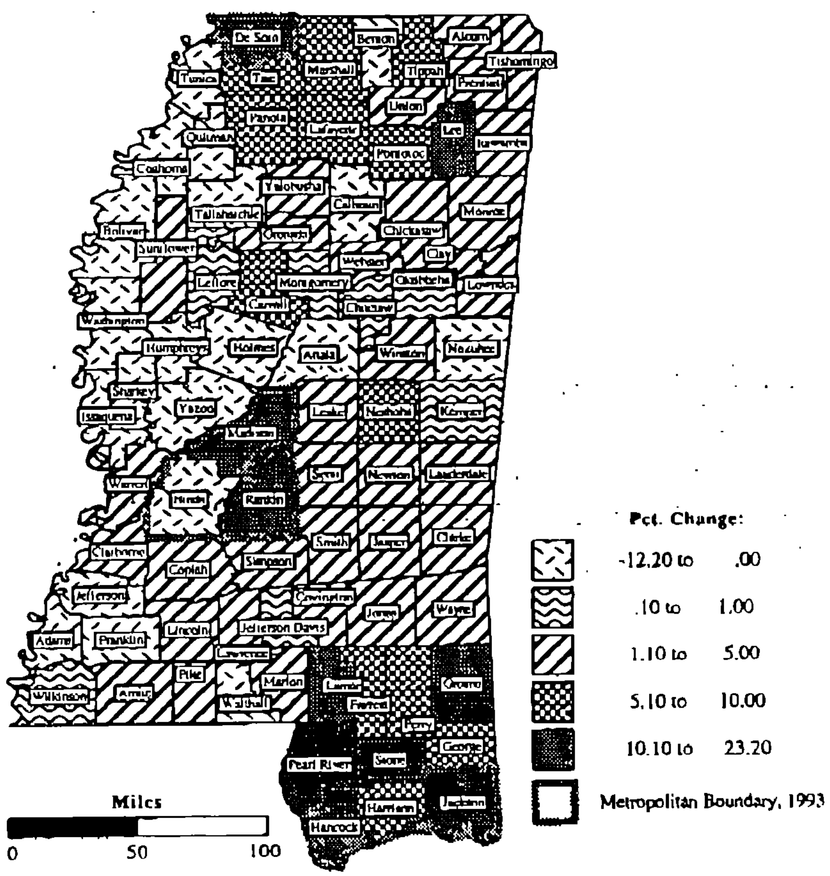
The counties in Mississippi varied considerably in population change. The big gainers in the state were led by Madison county, with a 23.2 percent increase, and followed closely by De Soto county with 23.1 percent and Hancock county on the coast with 19.1 percent for the period. Other Mississippi counties experiencing double-digit growth included: Stone, Pearl River, Lamar, Greene, and Jackson counties on the Coast; Rankin county in the Jackson metropolitan area; and Lee county.

Areas of the state which lost population during the first half of the decade were mostly concentrated in the Delta region, led by Issaquena (-12.2%), as well as Noxubee county (-1.6%) in the Eastern part of the state.

Most of the population growth in Mississippi during the past five year period was concentrated in or around the official Metropolitan Statistical Areas (MSAs) of the state while losses were observed largely in the Delta. However, a few counties in the Delta—such as Sunflower and Warren—did realize small rates of population growth on the order of one to five percent.

Percent Population Change, 1990-1995,

Mississippi Counties



Social Science Research Center
Mississippi State University
P.O. Box 5287, Mississippi State, MS 39762
http://www.ssrc.msstate.edu

U.S. Bureau of the Census
1995 Population Estimates for Mississippi Counties and Surrounding States

Area	corrected 4/1/90 census	7/1/95 estimate	% change 1990-95
United States	**248,718,291**	**262,755,270**	**5.6**
Alabama	4,040,389	4,252,982	5.3
Arkansas	2,350,624	2,483,769	5.7
Florida	12,938,071	14,165,570	9.5
Georgia	6,478,149	7,200,882	11.2
Louisiana	4,220,164	4,342,334	2.9
Tennessee	4,877,203	5,256,051	7.8
Mississippi	**2,575,475**	**2,697,243**	**4.7**
Adams County	35,356	34,645	-2.0
Alcorn County	31,722	32,781	3.3
Amite County	13,328	13,581	1.9
Attala County	18,481	18,433	-0.3
Benton County	8,046	7,937	-1.4
Bolivar County	41,875	41,434	-1.1
Calhoun County	14,908	14,862	-0.3
Carroll County	9,237	9,900	7.2
Chickasaw County	18,085	18,355	1.5
Choctaw County	9,071	9,123	0.6
Claiborne County	11,370	11,567	1.7
Clarke County	17,313	17,741	2.5
Clay County	21,120	21,765	3.1
Coahoma County	31,665	31,558	-0.3
Copiah County	27,592	28,639	3.8
Covington County	16,527	17,239	4.3
DeSoto County	67,910	83,567	23.1
Forrest County	68,314	72,553	6.2
Franklin County	8,377	8,260	-1.4
George County	16,673	18,230	9.3
Greene County	10,220	11,476	12.3
Grenada County	21,555	22,211	3.0
Hancock County	31,760	37,814	19.1
Harrison County	165,365	175,240	6.0
Hinds County	254,441	251,031	-1.3
Holmes County	21,604	21,325	-1.3
Humphreys County	12,134	11,533	-5.0
Issaquena County	1,909	1,676	-12.2
Itawamba County	20,017	20,902	4.4
Jackson County	115,243	128,494	11.5
Jasper County	17,114	17,433	1.9
Jefferson County	8,653	8,549	-1.2
Jefferson Davis County	14,051	14,073	0.2
Jones County	62,031	63,001	1.6
Kemper County	10,356	10,429	0.7
Lafayette County	31,826	33,463	5.1
Lamar County	30,424	33,642	10.6
Lauderdale County	75,555	76,910	1.8
Lawrence County	12,458	12,780	2.6
Leake County	18,436	19,056	3.4
Lee County	65,579	72,272	10.2
Leflore County	37,341	37,410	0.2
Lincoln County	30,278	31,417	3.8
Lowndes County	59,308	60,823	2.6
Madison County	53,794	66,282	23.2
Marion County	25,544	26,258	2.8
Marshall County	30,361	32,078	5.7
Monroe County	36,582	37,771	3.3
Montgomery County	12,387	12,428	0.3
Neshoba County	24,800	26,747	7.9
Newton County	20,291	21,256	4.8
Noxubee County	12,604	12,407	-1.6
Oktibbeha County	38,375	38,653	0.7
Panola County	29,996	32,407	8.0
Pearl River County	38,714	43,466	12.3
Perry County	10,865	11,542	6.2
Pike County	36,882	38,067	3.2
Pontotoc County	22,237	24,236	9.0
Prentiss County	23,278	23,842	2.4
Quitman County	10,490	10,100	-3.7
Rankin County	87,161	98,984	13.6
Scott County	24,137	25,042	3.7
Sharkey County	7,066	6,917	-2.1
Simpson County	23,953	25,144	5.0
Smith County	14,798	15,093	2.0
Stone County	10,750	12,382	15.2
Sunflower County	35,129	35,752	1.8
Tallahatchie County	15,210	15,052	-1.0
Tate County	21,432	22,737	6.1
Tippah County	19,523	20,649	5.8
Tishomingo County	17,683	18,235	3.1
Tunica County	8,164	8,132	-0.4
Union County	22,085	22,875	3.6
Walthall County	14,352	14,304	-0.3
Warren County	47,880	49,176	2.7
Washington County	67,935	66,451	-2.2
Wayne County	19,517	19,864	1.8
Webster County	10,222	10,500	2.7
Wilkinson County	9,678	9,710	0.3
Winston County	19,433	19,723	1.5
Yalobusha County	12,033	12,362	2.7
Yazoo County	25,506	25,489	-0.1

Produced by Business Dynamics and Local Community Development Project, MSU SSRC/MAFES MIS-4334. Frank M. Howell, Principal Investigator.

MISSISSIPPI GAINS & LOSES through MIGRATION

Social Science Research Center SPECIAL REPORT SERIES August 1996

Recent estimates from the U.S. Bureau of the Census on the components of population change since 1990 show that Mississippi's gains and losses through migration were about evenly matched. The state gained 23,622 newcomers through net domestic migration, which reflected about 0.9 percent of the revised 1990 Census population for Mississippi. In the region, this put Mississippi ahead of Louisiana (-1.6%) but decidedly behind Georgia (5.5%), Florida (5.2%), and Tennessee (4.6%). Arkansas (3.4%) and Alabama (2.1%) also grew modestly through net migration since 1990.

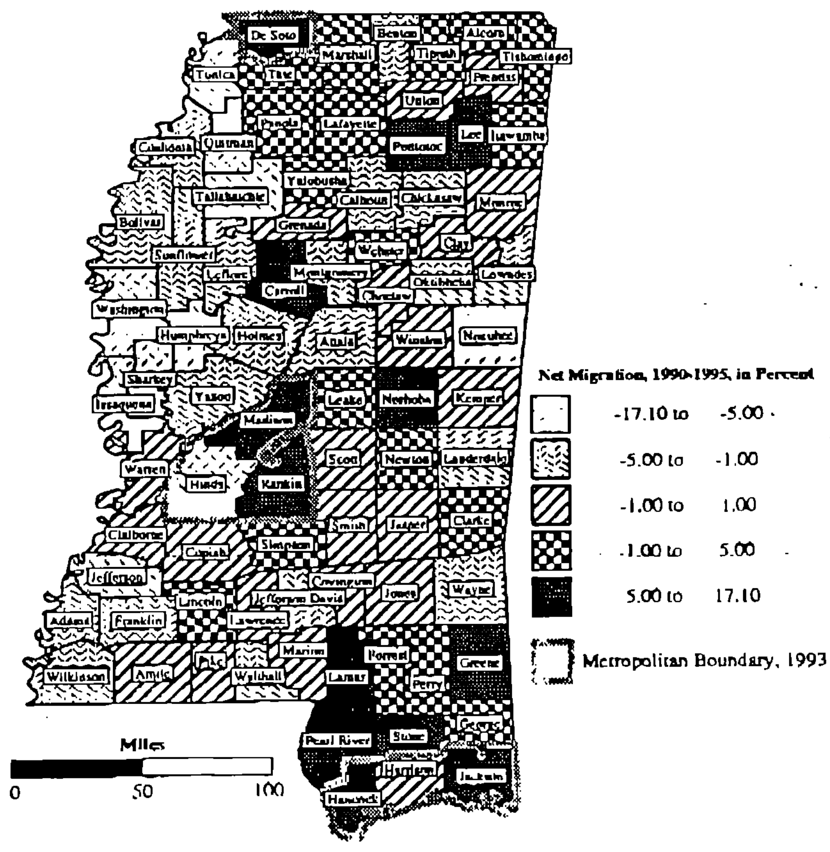
When examining local-area population change, it is important to take both the "natural increase" and migration patterns into account because the migration factor is more indicative of the "attractiveness" of a region to local residents and outsiders. A local area could also grow in population, even in the face of substantial net out-migration, because of a high natural increase in population of births being larger than the number of deaths. Most of the population gains in Mississippi (121,768) thus far during the 1990s has come through the "natural increase" in population size. Between 1990-95, the natural increase in Mississippi totaled 87,829, or 72 percent of the total population change since 1990. Net migration accounted for another 19 percent of the population growth. By contrast, Georgia's growth came more from net migration (49%) than from natural increase (41%) while Florida's population change even more dramatically arose from net migration (54%) than from natural increase (22%).

Like most states, these patterns vary from county-to-county in Mississippi and they show how recent population changes around the state reflect different factors at work. Areas having the strongest gains through net migration included De Soto (17.1%), Madison (16.5%), Hancock (16.1%), and Stone (11.3%) counties. In these counties, most of the 1990-95 population change arose through net in-migration. Although varying somewhat in the relative importance of net migration as the force behind population change, the leading migration-growth areas are supplemented by other counties such as Pearl River (9.4%), Greene (9.4%), Jackson (6.7%), Lamar (6.0%), Pontotoc (5.8%), Carroll (5.6%), Neshoba (5.6%) and Lee (5.5%).

Counties which experienced the strongest losses through net out-migration included Issaquena (-17.1%), Humphreys (-10.0%), and Quitman (-8.3%) counties. While a number of counties experiencing net migration losses since 1990 are in the Delta region, the

Net Migration Rate, 1990-1995

Mississippi Counties



Social Science Research Center, Mississippi State University
P.O. Box 5287, Mississippi State, MS 39762
http://www.ssrc.msstate.edu/

map display of these migration percent estimates show that the Delta may be losing relatively fewer residents through migration than during previous decades. Delta counties, such as Tunica, Washington, Humphreys, Sharkey, and Issaquena, were subject to net out-migration rates of more than five percent. In contrast, some of the Delta counties, such as Coahoma, Bolivar, Sunflower, and Leflore, had net out-migration losses of five percent or less. This may suggest that the long-term migration stream from the Delta may have lessened somewhat during the 1990s.

A surprising county to suffer net out-migration was Hinds, including the capital city of Jackson, which had a loss of -5.6 percent, reflecting an estimated 14,355 out-migrants. While the Census Bureau's estimates do not indicate destinations for these persons leaving Hinds County, it may be easily surmised that many of them fed the net in-migration during the period to Madison and Rankin counties.

U.S. Bureau of the Census
1990-1995 Components of Population Change for Mississippi Counties and Surrounding States

Area	Pop., 1990	'90-'95 Pop. Change	Natural Increase	Net Mig.	Mig. %
United States	248,718,291	14,036,979	9,608,268	-n/a-	-n/a-
Alabama	4,040,389	212,693	113,029	83,886	2.1
Arkansas	2,350,624	133,145	48,051	78,933	3.4
Florida	12,938,071	1,227,499	270,560	671,616	5.2
Georgia	6,478,149	722,733	298,625	356,666	5.5
Louisiana	4,220,164	122,170	167,186	-67,535	-1.6
Tennessee	4,877,203	378,848	135,000	222,971	4.6
Mississippi	**2,575,475**	**121,768**	**87,829**	**23,622**	**.9**
Adams County	35,356	-711	715	-1,492	-4.2
Alcorn County	31,722	1,059	388	646	2.0
Amite County	13,328	253	188	24	.2
Attala County	18,481	-48	172	-238	-1.3
Benton County	8,046	-109	193	-321	-4.0
Bolivar County	41,875	-441	1,439	-1,973	-4.7
Calhoun County	14,908	-46	134	-198	-1.3
Carroll County	9,237	663	134	519	5.6
Chickasaw County	18,085	270	670	-421	-2.3
Choctaw County	9,071	52	74	-28	-.3
Claiborne County	11,370	197	258	-88	-.8
Clarke County	17,313	428	201	195	1.1
Clay County	21,120	645	774	-171	-.8
Coahoma County	31,665	-107	1,245	-1,438	-4.5
Copiah County	27,592	1,047	759	201	.7
Covington County	16,527	712	666	20	.1
DeSoto County	67,910	15,657	3,783	11,642	17.1
Forrest County	68,314	4,239	2,032	1,876	2.7
Franklin County	8,377	-117	25	-159	-1.9
George County	16,673	1,557	911	618	3.7
Greene County	10,220	1,256	253	962	9.4
Grenada County	21,555	656	532	77	.4
Hancock County	31,760	6,054	822	5,109	16.1
Harrison County	165,365	9,875	7,239	-1,016	-.6
Hinds County	254,441	-3,410	10,289	-14,355	-5.6
Holmes County	21,604	-279	638	-937	-4.3
Humphreys County	12,134	-601	604	-1,219	-10.0
Issaquena County	1,909	-233	81	-327	-17.1
Itawamba County	20,017	885	370	498	2.5
Jackson County	115,243	13,251	5,039	7,706	6.7
Jasper County	17,114	319	449	-141	-.8
Jefferson County	8,653	-104	331	-487	-5.6
Jeff Davis County	14,051	22	349	-336	-2.4
Jones County	62,031	970	865	27	.0
Kemper County	10,356	73	108	-48	-.5
Lafayette County	31,826	1,637	737	731	2.3
Lamar County	30,424	3,218	1,331	1,816	6.0
Lauderdale County	75,555	1,355	2,176	-1,460	-1.9
Lawrence County	12,458	322	360	-73	-.6
Leake County	18,436	620	279	314	1.7
Lee County	65,579	6,693	2,876	3,639	5.5
Leflore County	37,341	69	1,445	-1,421	-3.8
Lincoln County	30,278	1,139	732	366	1.2
Lowndes County	59,308	1,515	3,146	-2,194	-3.7
Madison County	53,794	12,488	3,455	8,857	16.5
Marion County	25,544	714	508	151	.6
Marshall County	30,361	1,717	1,219	480	1.6
Monroe County	36,582	1,189	902	258	.7
Montgomery County	12,387	41	217	-193	-1.6
Neshoba County	24,800	1,947	509	1,400	5.6
Newton County	20,291	965	647	266	1.3
Noxubee County	12,604	-197	463	-697	-5.5
Oktibbeha County	38,375	278	1,444	-1,442	-3.8
Panola County	29,996	2,411	1,205	1,162	3.9
Pearl River County	38,714	4,752	1,058	3,620	9.4
Perry County	10,865	677	435	208	1.9
Pike County	36,882	1,185	1,087	48	.1
Pontotoc County	22,237	1,999	669	1,281	5.8
Prentiss County	23,278	564	627	-77	-.3
Quitman County	10,490	-390	460	-871	-8.3
Rankin County	87,161	11,823	3,269	8,242	9.5
Scott County	24,137	905	960	-108	-.4
Sharkey County	7,066	-149	292	-458	-6.5
Simpson County	23,953	1,191	756	377	1.6
Smith County	14,798	295	317	-61	-.4
Stone County	10,750	1,632	397	1,210	11.3
Sunflower County	35,129	623	1,313	-736	-2.1
Tallahatchie County	15,210	-158	707	-878	-5.8
Tate County	21,432	1,805	525	744	3.5
Tippah County	19,523	1,126	157	911	4.7
Tishomingo County	17,683	552	78	461	2.6
Tunica County	8,164	-32	387	-438	-5.4
Union County	22,085	790	551	216	1.0
Walthall County	14,352	-48	426	-510	-3.6
Warren County	47,880	1,296	1,640	-427	-.9
Washington County	67,935	-1,484	2,872	-4,461	-6.6
Wayne County	19,517	347	892	-585	-3.0
Webster County	10,222	278	71	191	1.9
Wilkinson County	9,678	32	164	-147	-1.5
Winston County	19,433	290	236	37	.2
Yalobusha County	12,033	329	189	132	1.1
Yazoo County	25,506	-17	913	-985	-3.9

Produced by: Business Dynamics and Local Community Development Project, MSU SSRC/MAFES MIS-4334. Frank M. Howell, Principal Investigator.

MISSISSIPPI INCREASING ITS POPULATION DIVERSITY

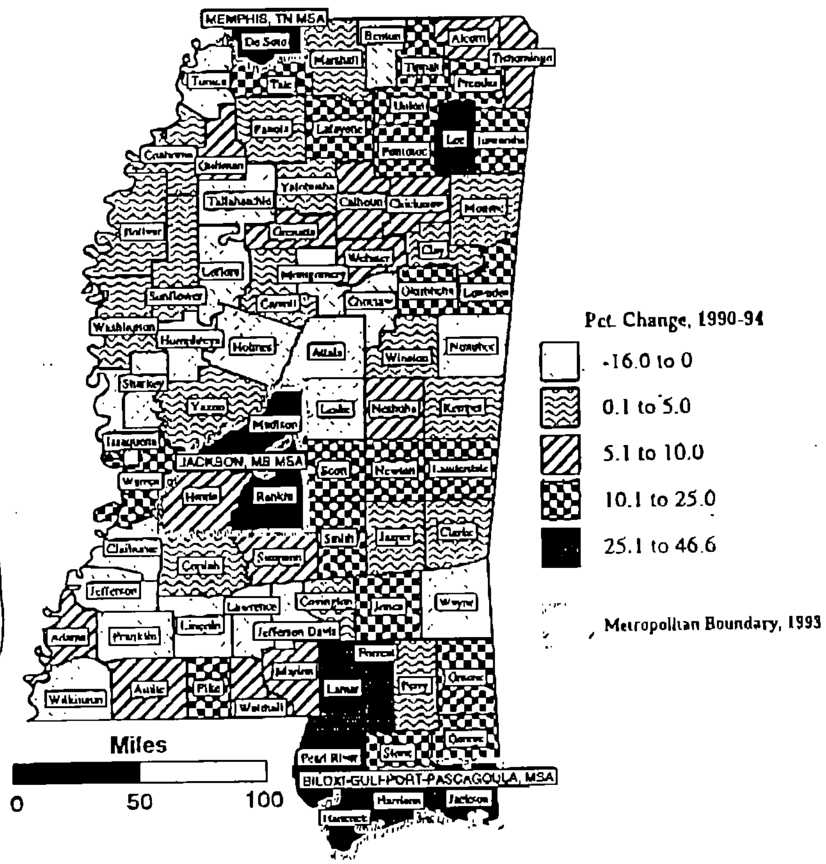
Social Science Research Center SPECIAL REPORT SERIES February 1997

Mississippi's overall population growth since 1990 has been moderate, but during this period the state follows a clear regional pattern of an increasing ethnic diversity in its population base. While the largest major ethnic segments of Mississippi's population are whites and African-Americans, there is an ~~increasing rate~~ of growth for Hispanics ~~and Asian-Americans~~ in the Southern region, including Mississippi. These rates are based upon recent estimates of local population by race and Hispanic origin from the U.S. Bureau of Census, now available via the Internet (http:// www.census.gov/population/www/estimates/co9094.html).

The rates of growth from 1990-94 among whites (2.9%) and African-Americans (4.6%) have been at about the same rate, or slightly less, than the rate for the total Mississippi population (4.7% for 1990-95; see June 1996 *Special Report Series* issue). In absolute numbers, of course, these two groups by far constitute the largest components of the state's population base. Following a regional trend, however, Mississippi appears to be moving toward an increasing base of diversity in its population as the rates of growth for Hispanics and Asian-Americans are three to four-times that of whites or African-Americans. [Note: Hispanics can be classified as either white or Black and these figures involve totals for Hispanics regardless of racial identification.] The Native American population grew at a fairly nominal rate during 1990-94 (3.1%; not shown in the table due to space limitations). Of the estimated 8,806 American Indians in Mississippi by 1994, over 3,300 were concentrated in Neshoba County while the remainder were dispersed throughout the remaining counties. Further details are available at the Census Bureau's website (see URL on table).

Population Change for Hispanics, 1990-1994

Mississippi Counties



As shown in the table, there have been significantly larger rates of growth in surrounding states among Hispanics and Asian-Americans, in contrast to their very modest national growth patterns. Mississippi's population among these two ethnic groups is growing at a rate that trails most of the surrounding states in the South. Among Hispanics, regional growth was led by Arkansas (33.5%) and Tennessee (31.4%) and while Mississippi was fifth

Social Science Research Center
Mississippi State University
P.O. Box 5287, Mississippi State, MS 39762
http://www.ssrc.msstate.edu/

among these seven states at 18.9 percent, ahead of Florida (17.4%) and Louisiana (8.4%). Turning to growth rates in the Asian-American population, Georgia (35.3%) and Florida (31.7%) easily led the region, with Mississippi experiencing the lowest rate (17.4%) among these seven area states. In general, Mississippi is following an even stronger trend in the relatively higher growth rates of these "emerging minority" segments of it's population.

The spatial variation in these patterns of growth are perhaps more informative for local communities and are illustrated in the accompanying county-level map. It appears that the growth in the Hispanic population since 1990 has tended to follow the metropolitan and larger urbanized centers in Mississippi. Counties with Hispanic growth rates of greater than 25 percent include De Soto (from the Memphis MSA); Madison and Hinds (from the Jackson MSA); Hancock, Harrison, and Jackson (from the Gulfport-Biloxi-Pascagoula MSA); and Lamar and Forrest (from the new Hattiesburg-Laurel MSA). Other counties experiencing this level of Hispanic growth include Pearl River and Lee counties. A generally similar pattern can be extrapolated with the tabular data pertaining to the Asian-American population, although growth in this population is slightly less spatially variable than for Hispanics. A careful reading of the tabular figures shows that Harrison County has the highest degree of diversity among these four ethnic groups as it has the largest number of Hispanics and Asian-Americans among Mississippi's counties. The Bureau of the Census warns that these numbers (and our computed rates) are estimates, not direct counts of persons, and appropriate caution should be maintained in their use

U.S. Bureau of the Census

County Population Estimates by Race and Hispanic Origin, 1990-1994 for Mississippi Counties and Surrounding States

[*Source: http://www.census.gov/population/www/estimates/co9094.html*]

Population Change, 1990-1994

Area	White 1994 pop.	White % chng.	Black 1994 pop.	Black % chng.	Hispanic 1994 pop.	Hispanic % chng.	Asian 1994 pop.	Asian % chng.
United States	216496000	0.0	32669000	0.1	26099000	0.2	8874000	0.2
Alabama	3096272	3.7	1078873	5.4	30913	24.8	27069	22.2
Arkansas	2034523	4.2	989055	3.7	26621	33.5	15535	21.7
Florida	11671476	5.8	2025473	13.0	1872002	17.4	209306	31.7
Georgia	4968334	6.8	1966249	11.6	140322	27.7	105191	35.3
Louisiana	2882395	0.9	1364143	4.9	101453	8.4	49868	19.3
Tennessee	4284312	5.4	838701	7.2	43262	31.4	41254	27.2
MISSISSIPPI	1687010	2.9	958050	4.6	19052	18.9	15482	17.4
Adams	17358	-3.6	17272	.6	164	7.9	64	1.6
Alcorn	28803	2.3	3776	6.7	152	9.7	53	.0
Amite	7110	-1.9	6115	2.0	35	6.1	6	.0
Attala	10898	-2.0	7439	2.2	54	-6.9	28	.0
Benton	4730	-2.8	3185	1.0	35	-5.4	4	.0
Bolivar	14884	-3.3	26439	.6	391	3.7	163	18.1
Calhoun	10775	-1.0	4143	3.0	84	7.7	4	.0
Carroll	5794	4.1	3958	8.5	43	2.4	10	.0
Chickasaw	10928	-1.5	7182	2.8	92	8.2	19	.0
Choctaw	6189	-2.3	2773	1.6	31	.0	10	.0
Claiborne	1924	-3.8	8324	-.1	52	-7.1	16	.0
Clarke	1314	.0	6212	4.1	67	4.7	8	-11.1
Clay	8786	-.4	11708	3.9	84	5.0	34	3.0
Coahoma	10763	-2.6	20542	.7	273	.7	126	12.5
Copiah	13874	.1	14564	4.5	111	2.8	27	.0
Covington	10823	.9	6082	5.4	50	2.0	19	.0
DeSoto	68012	15.9	10647	21.2	426	38.8	207	28.6
Forrest	47848	2.2	22461	7.2	652	29.9	531	13.7
Franklin	5233	-.9	3141	2.6	21	.0	4	.0
George	15993	6.1	1766	11.0	54	12.5	18	.0
Greene	8840	7.5	2458	11.0	76	16.9	6	.0
Grenada	12712	.9	9398	5.3	93	8.1	32	3.2
Hancock	32919	14.3	3315	18.9	809	46.6	213	28.9
Harrison	135334	5.6	35609	10.5	3856	30.9	5364	22.4
Hinds	119353	-3.3	130918	1.2	1225	6.6	1405	10.8
Holmes	4924	-5.0	16063	-1.6	56	-9.7	32	.0
Humphreys	3644	-5.5	8020	-1.9	64	-7.2	43	.0
Issaquena	739	-11.4	98	-7.6	6	.0	3	0
Itawamba	19130	2.6	1467	8.0	121	22.2	34	.0
Jackson	97406	8.0	26652	13.3	1437	35.7	1421	25.9
Jasper	8355	-.7	8974	3.6	43	4.9	8	.0
Jefferson	1134	-4.1	7359	-.7	42	-2.3	[illegible]	.0
Jefferson Davis	6180	-2.2	7803	2.1	42	-4.5	24	9.1
Jones	48518	.7	16184	4.9	249	21.5	116	12.6

Produced by: Business Dynamics and Local Community Development Project, MSU SSRC/MAFES MIS-4334. Frank M. Howell, Principal Investigator.

Population Change, 1990-1994

Area	White 1994 pop.	White % chng.	Black 1994 pop.	Black % chng.	Hispanic 1994 pop.	Hispanic % chng.	Asian 1994 pop.	Asian % chng.
Kemper	427	-2.8	5765	.9	33	3.1	8	.0
Lafayette	23519	1.2	8490	6.5	249	22.7	742	13.1
Lamar	8490	6.8	4072	11.7	216	28.6	138	22.1
Lauderdale	48658	-.3	27317	4.1	574	14.6	419	14.5
Lawrence	8307	.0	4307	4.4	49	-3.9	15	.0
Leake	11169	.4	6853	4.5	48	-2.0	9	12.5
Lee	54896	6.5	15681	11.4	451	25.3	164	[illegible]
Leflore	14269	-1.9	23018	2.0	145	-.7	149	13.7
Lincoln	21610	1.5	9581	6.2	60	.0	52	6.1
Lowndes	37217	.5	23215	5.0	601	21.4	355	14.9
Madison	34635	14.6	28833	20.6	366	32.6	269	39.7
Marion	17727	-.1	8037	4.3	149	8.8	47	2.2
Marshall	15178	1.7	16381	6.2	135	1.5	39	5.4
Monroe	25595	.5	11627	4.7	192	3.2	31	10.7
Montgomery	6792	-2.2	5517	1.5	49	-2.0	16	.0
Neshoba	17726	4.4	5024	8.1	110	5.8	37	.0
Newton	14047	2.1	6254	7.0	100	17.6	8	14.3
Noxubee	3652	-2.9	8646	.7	24	-11.1	10	.0
Oktibbeha	23766	-1.7	13579	3.3	388	17.6	1147	[illegible]
Panola	16125	4.1	15750	8.2	158	3.3	36	[illegible]
Pearl River	35542	7.6	6251	12.5	403	34.3	95	[illegible]
Perry	8688	4.3	2661	9.1	48	4.3	5	.0
Pike	20005	.3	17574	4.7	199	15.0	53	[illegible]
Pontotoc	19958	5.0	3598	10.5	74	13.8	33	[illegible]
Prentiss	20756	1.3	2940	7.2	109	14.9	24	[illegible]
Quitman	4035	-4.9	6061	-1.4	51	6.3	16	[illegible]
Rankin	79036	8.9	16760	14.0	699	33.4	410	[illegible]
Scott	15021	.7	9669	5.1	182	14.8	25	.0
Sharkey	2248	-3.9	4672	.3	44	-8.3	24	.0
Simpson	16381	1.3	8184	5.9	73	9.0	27	.0
Smith	11566	.5	3403	5.3	81	12.3	7	.0
Stone	9125	8.9	2681	14.4	61	13.0	14	[illegible]
Sunflower	12171	.0	23682	4.2	281	4.0	119	[illegible]
Tallahatchie	5934	-5.3	8699	-1.8	73	-9.5	53	[illegible]
Tate	14267	2.1	7897	6.6	136	12.4	27	[illegible]
Tippah	16817	3.2	3488	7.9	71	10.8	18	[illegible]
Tishomingo	17449	2.3	675	7.1	60	7.1	13	[illegible]
Tunica	1989	-.5	6284	2.8	68	-16.0	6	[illegible]
Union	19240	2.2	3442	7.1	116	12.6	25	[illegible]
Walthall	8098	-2.3	6169	1.9	54	8.0	27	[illegible]
Warren	29131	.9	19557	5.1	280	10.2	284	[illegible]
Washington	27263	-4.0	39114	.0	420	1.0	297	[illegible]
Wayne	12405	-1.0	7204	3.7	75	.0	32	[illegible]
Webster	8023	.0	2338	4.2	61	7.0	10	[illegible]
Wilkinson	3014	-4.0	6506	-.6	42	-6.7	2	[illegible]
Winston	11064	-.9	8325	3.1	73	4.3	16	[illegible]
Yalobusha	7598	1.1	4761	5.1	55	3.8	16	[illegible]
Yazoo	11706	-2.3	13550	1.1	107	8.9	55	[illegible]