



Mary L. Smith
08/31/99 03:46:54 PM

Record Type: Record

To: Lisa Green/OPD/EOP@EOP, Lynn G. Cutler/WHO/EOP@EOP

cc: Adrienne C. Lavalley/WHO/EOP@EOP

Subject: 2 items for New Markets calendar

1. National conference on Housing and Economic Development Opportunities in Indian Country on the Mille Lacs Indian Reservation in Minnesota on September 27-29. For more info, call 612-204-5075.

2. EDA is planning a brown bag lunch to discuss the "Assessment of Technology Infrastructure Needs in Native Communities." This is designed to reach out to people in other agencies who may not be familiar with the report. The date is currently scheduled for Oct. 1. Barbara Earman at Commerce's Congressional Liaison Office (BEarman@doc.gov), is arranging the function.

August 1999

Monthly Planner

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September 1999

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October 1999

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note to my calendar

August 1999

Monthly Planner

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New Markets Follow-Up Timeline¹
U.S. Department of Labor
(July 27, 1999)

July 19, 1999 - Address to National Association of Counties Annual Meeting, St. Louis.

July 20, 1999 - Radio Interview with Tom Joyner Show (national audience)

August 3-4, 1999 - Welfare-to-Work Promising Practices Conference (w/ POTUS, Secretaries Daley, Slater and Administrator Alvarez), Chicago

August 5, 1999 - Opening of Chicago Job Corps Center

August 12-13, 1999 - Appalachia Summit (w/ Secretaries Cuomo, Glickman and Slater), Kentucky and West Virginia (possible)

September 16, 1999 - PEPNET Awards, Washington, D.C.

September 1999 - Back-to-School Event (Location/Date TBD)

September 1999 - Welfare-to-Work Third Round Competitive Grants Announcement (Location/Date TBD)

September/October 1999 - Foundation Roundtable on Youth and Screening of PSAs (New York, Date TBD)

September 27, 1999 - Boston Economic Summit (w/ Senator Kennedy) (message TBD)

October 1999 - MOU signing with CNS, DOJ and DOD

December 1999/January 2000 - Youth Opportunities Grant Announcements (location TBD)

¹NOTE: All events are with the Secretary, unless otherwise noted

From the Desk of...
Jacquie Lawing

U.S. Department of
Housing and Urban
Development

451 7th Street, S.W.

Room 10226

Washington, DC 20410

(202) 708-2236 Phone

(203) 708-4087 Fax

FOX

To: Lisa Green

Fax: 456-2223

Pages: 5, including cover

Phone: 456 1414

Date: 7/26/99

Re: New Markets.

♦ Urgent ♦ For Review ♦ Please Comment ♦ Please Reply ♦ Please Recycle

*** Comments:



**U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
THE OFFICE OF THE SECRETARY
WASHINGTON, DC 20410-0001**

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July 26, 1999

Memorandum to: Lisa Green, National Economic Council

From: Jacquie Lawing, Deputy Chief of Staff *JLW*

Re: HUD Activities in support of New Market Initiatives

I. HUD GRANTS THAT SUPPORT THE NEW MARKET INITIATIVES

The following HUD grants implement the President's New Market Initiatives by encouraging private investment in distressed areas and by providing access to housing that enables low and moderate income persons to become wage-earners.

Secretary Cuomo is scheduled to announce some of these grants, and some we are proposing may be announced by the White House. Either way, senior HUD staff across the country can amplify these grants, and the New Market message, through local announcements.

Grant: Brownfield's Economic Development Initiative (BEDI)
Date: Early August
Amount: \$25 million in Brownfields Economic Development Initiative (BEDI) grants leverage approximately \$108 million in Section 108 loan guarantees.

- **\$25 Million under the Brownfields Economic Development Initiative:** Under BEDI, \$25 million in grants will go to localities to transform polluted and abandoned commercial and industrial sites known as brownfields into businesses, homes and recreation sites.
- **\$108 Million under the Section 108 Program:** Under the Section 108 program, the grant funds would be leveraged by about \$108 million in Economic Development Loan Guarantees for communities to fund job creation, housing rehabilitation, and the construction of public facilities and large-scale development projects

Summary: BEDI provides grants to local governments that can be used to enhance both the security of loans guaranteed through the Economic Development Loan Fund (Section 108) and the feasibility of the large economic development and revitalization projects they finance.

This year's BEDI awards and Section 108 loans will enable local governments to work with private industry to help implement the President's "new markets"

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INITIALS: ML **DATE:** 01/12/12

message. These grants give communities the financial assistance they need to redevelop their "brownfields" through major economic development projects, such as new shopping centers or industrial parks. Brownfields sites include abandoned factories and other industrial facilities, gasoline stations, oil storage facilities, dry cleaning stores, and other businesses that dealt with polluting substances.

Grant: Welfare to Work Vouchers

Date: Early August

Amount: \$283 million

Summary: We are proposing these to the White House. The Domestic Policy Council has been very involved in this initiative. These vouchers are of great significance, as they are the first new housing vouchers that Congress has appropriated in the past four years. Obtaining these funds was a true victory for the Clinton Administration.

These new vouchers (we expect to fund approximately 40,000) are targeted to families who are currently receiving, are eligible for, or who have left welfare within the last two years, and for whom the housing assistance is essential to obtaining or retaining employment. Without stable, affordable housing, their dream of self-sufficiency may never become a reality. These vouchers, therefore, will be a critical tool to help families with children move from welfare to work – successfully *and* permanently.

For many families, having decent, affordable housing is not enough – it must also be located near employment. This can be essential to getting a job in the first place. Currently, about two-thirds of new jobs are being created in the suburbs, but three of four welfare recipients live in central cities or in rural areas. One of the first things many parents who move from welfare to work do is relocate to a neighborhood that is better for their family and more convenient to their job. The mobility feature of the vouchers will help make such moves possible.

The welfare to work vouchers are being made available to communities on a competitive basis that requires housing authorities to develop their plans together with welfare and workforce development agencies. This will make sure the housing assistance is combined with child care and other services families need for a successful transition from welfare to work. It will also ensure that the vouchers are provided to the families for whom they will be most critical to a successful transition.

Grant: HOPE VI

Date: Late August

Amount: Approximately \$523 million

Summary: While created as a housing program, HOPE IV has become a leading tool for comprehensive community building, including mixed-income development, to bring back neighborhood economies. Since 1993, HOPE VI has provided grantees unprecedented flexibility to address the housing and social service needs of their residents. HOPE VI plays a vital part in the kind of community revitalization that

transforms the public's perception of public housing, and that leads to private sector investment. The HOPE VI program has five key objectives:

1. Changing the physical shape of public housing by demolishing the worst public housing developments and replacing them with garden-style apartments or townhouses that become part of their surrounding communities.
2. Reducing concentrations of poverty by encouraging a greater income mix among public housing residents and by encouraging working families to move into public housing and into new market-rate housing.
3. Establishing support services - such as education and training programs, child care services, transportation services and counseling - to help public housing residents get and keep jobs.
4. Establishing and enforcing high standards of personal and community responsibility by barring drug dealers and other criminals from moving into public housing and evicting those already there.
5. Forging broad-based partnerships to involve public housing residents, state and local government officials, the private sector, non-profit groups and the community at large in planning and implementing improvements in public housing developments.

II. HUD SPECIAL EVENTS

Event: The Appalachian Summit

Date: August 12th and 13th

Summary: Secretary Cuomo will lead HUD's participation in this two-day conference entitled "Education, Development and New Opportunity for the Next Millennium." The purpose of the event, co-sponsored by HUD, Agriculture, Labor and Transportation, the Appalachian Regional Commission and the States of Kentucky and West Virginia, is to explore the special housing, economic development and transportation, labor, agricultural and rural development needs facing the region, and to bring together appropriate persons and partners to develop follow-up steps to address some of those needs. Key to the goals and objectives of the conference is to build on President Clinton's New Markets trip.

Event: HUD Storefront Openings

Date: Through the End of the Year

Summary: Through the end of the year, HUD is planning to open several storefront offices. The HUD Storefront Office - called HUD Next Door - is a new type of consumer-oriented center that offers a variety of services and information dealing with: buying and building housing, getting home improvement loans, getting rental assistance, filing housing discrimination complaints, opening and expanding businesses, and community revitalization projects. These offices are intended to

spur housing and economic development activities by providing the public with more direct information.

Outside the building is a "touch screen" information computer kiosk that operates 24 hours a day, seven days a week, allowing the public unlimited access to HUD information.

In addition, Community 2020, HUD's new computer mapping software, is available at all HUD Storefronts and all HUD offices nationwide. The Community 2020 software provides valuable information for organizations looking to fund a homeless shelter or for businesses wanting to revitalize a downtown center.

The following locations will be having storefront openings through December, 1999. These openings attract a great deal of press and public interest, and they present opportunities to discuss the Administration's New Market goals and accomplishments.

- Casper, Wyoming
- Helena, MT
- Cincinnati, OH
- Kansas City, MO
- Jackson, MS
- Santa Ana, CA
- Atlanta, GA
- Syracuse, NY



Mickey Ibarra
08/11/99 12:50:52 PM

Record Type: Record

To: Thurgood Marshall Jr/WHO/EOP@EOP, Gene B. Sperling/OPD/EOP@EOP, Lisa Green/OPD/EOP@EOP, Barbara B. Hunt/WHO/EOP@EOP

cc:

Subject: fyi--Appalachian Summit

This is not a good story. So you have more information.

----- Forwarded by Mickey Ibarra/WHO/EOP on 08/11/99 12:50 PM -----



Todd A. Bledsoe
08/11/99 12:44:13 PM

.....

Record Type: Record

To: Mickey Ibarra/WHO/EOP@EOP

cc: Raynell K. Zuni/WHO/EOP@EOP, Barbara B. Hunt/WHO/EOP@EOP

Subject: fyi--Appalachian Summit

Published Tuesday, August 10, 1999, in the Herald-Leader

**Some see upcoming Appalachian Summit as
a `watershed event'**

By Frank E. Lockwood
NORTHEASTERN KENTUCKY BUREAU

For the third time in the past four months, the Clinton administration is shining a spotlight on Appalachia -- this time with a two-day, two-state summit that officials are calling a ``watershed event" and a ``home run."

But critics say the region needs more concrete deeds and fewer grandiose words. And they contend that poor planning could hamper the summit, which will bring together state and federal officials for two days of speeches, panel discussions and breakout sessions.

``There's been very poor communication," said Ashland Mayor Rudy Dunnigan. ``I'm not even sure who's coming.

``They've really played this close to the vest, without getting a bunch of information to local officials. It's been very poorly organized."

The Appalachian Summit will take place in Ashland and Huntington, W.Va.,

on Thursday and Friday, respectively. It's supposed to look at Appalachia's housing, transportation, labor, agriculture and economic development needs.

It follows a visit by President Clinton to Eastern Kentucky in July and an Appalachian transportation summit in Lexington in May.

This week's event has been in the planning stages since June. But invitations weren't mailed out by the U.S. Department of Housing and Urban Development until July 29.

At that point, two weeks out, no concrete schedule was available. And even now, the schedule remains sketchy.

HUD Secretary Andrew Cuomo is giving a speech. So is Transportation Secretary Rodney Slater. Kentucky Gov. Paul Patton, West Virginia Gov. Cecil Underwood and Appalachian Regional Commission Federal Co-Chairman Jess White also will speak.

U.S. Labor Secretary Alexis Herman and Agriculture Secretary Dan Glickman are tentatively scheduled to appear, HUD officials said.

But that was news to Glickman's office. An agriculture department spokesman said yesterday Glickman won't be there.

The summit is slated to include two town hall meetings and a panel discussion on President Clinton's New Markets Initiative, which he touted in his visit to Hazard on July 5.

Four "breakout sessions" are also scheduled, but the topics aren't available yet, HUD public affairs specialist Gayela Bynum said yesterday.

Guests were originally supposed to register for the conference by July 30, but because the invitations didn't get mailed until July 29, the registration deadline was changed to Aug. 4 -- giving people less than a week to reserve a spot.

Despite the confusion, more than 700 people are expected to attend, HUD officials say.

But several members of Kentucky's congressional delegation won't be among them.

U.S. Sens. Mitch McConnell and Jim Bunning and U.S. Reps. Ken Lucas and Hal Rogers already have sent their regrets.

"We had a little bit of a late notice from the administration, and we're sorry we can't be there," said John Lapp, Lucas' spokesman. "I'm sorry to see this planned so late."

Yesterday, Cuomo predicted success for the summit.

"It'll be a home run," he said during a conference call with Patton and Underwood.

Patton called the summit ``a watershed event that will mark a new phase of the development of Appalachia."

Joseph Hacala, a special assistant to Cuomo, said in an interview that the conference underscores the Clinton administration's commitment to the region.

``There's clearly a lot of renewed energy, a lot of enthusiasm and a lot of hope among the people themselves about what they can accomplish," he said.

One of the people planning to attend the summit is Ron Eller, director of the University of Kentucky's Appalachian Center.

``If the summit ends up being a dialogue between Washington and Frankfort-based policy makers ... then I would expect very little from it," Eller said.

But if the conference gives Appalachian people a chance to voice their concerns -- and leads to greater cooperation in the future, then it could pay dividends.

``The key thing is not the speeches. It's what happens after the speeches and what happens after the event," Eller said.



SAVE THE DATE

August 12-13, 1999

Please Join

**Andrew Cuomo, Secretary Housing & Urban Development
for an**

Appalachian Summit

"New Markets and New Opportunities"

Ashland, Kentucky - August 12th

and

Huntington, West Virginia - August 13th

in conjunction with

Secretary of Agriculture

Secretary of Labor

Secretary of Transportation

Governor of Kentucky

Governor of West Virginia

and

Appalachian Regional Commission

The purpose of this two-day conference is to explore the special housing, economic development, transportation, labor, agricultural and rural development needs facing the region, and to bring together appropriate persons and partners to reflect together and to develop follow up steps that address some of those needs.

KY/WV APPALACHIAN SUMMIT
"Education, Development and New Opportunity for the Next Millennium"

Ashland, KY-Huntington, WV
August 12-13, 1999

PURPOSE

The purpose of this two-day conference, co-sponsored by the Departments of Housing and Urban Development, Agriculture, Labor, Transportation, the Appalachian Regional Commission and the States of Kentucky and West Virginia, is to explore the special housing, economic development, transportation, labor, agricultural, and rural development needs facing the region, and to bring together appropriate persons and partners to reflect together and to develop follow-up steps to address some of those needs.

GOALS/OBJECTIVES

- *Build on President Clinton's "New Markets" trip*
- *Identify, respond to needs of region*
- *Listen to local folks*
- *Identify regional "best practices" success stories*
- *Provide incentives to develop models of new public-private partnerships*
- *Encourage, foster investment, job creation, rural economic development, small business development, entrepreneurship, supply of affordable housing, etc.*
- *Increase availability of Federal/State resources for Appalachian development*
- *Increase private capital resources*
- *Announce Federal/State "deliverables"*
- *Move toward tangible results, on long term models, action*
- *Develop, implement follow-up mechanism*
- *ETC..*

PARTICIPANTS:

- *Congressional delegation, Cabinet Secretaries, Governors, Appalachian Regional Commission, local persons, community leaders, federal, state, local officials, resource persons in the appropriate fields, private/corporate investment partners, non-profits, faith-based groups, etc.*

FORMAT:

- *Brief presentations by political leaders*
- *Listening sessions with political leaders*
- *Substantive presentation on Appalachian data, needs, opportunities*
- *"Best Practices" from Appalachian region*
- *Breakout sessions (workshops, training sessions, technical assistance opportunities)*
- *OTHER...*

TENTATIVE AGENDA (as of 7/22/99)

(Ashland, KY - Paramount Theater / Morehead State University)

10:00 am OPENING SESSION (HUD/ARC/KY Gov. Office)

Welcome	<i>Governor Patton, KY Congressional Delegation, Mayor of Ashland</i>
----------------	---

Remarks	<i>Secretary Cuomo</i>
----------------	------------------------

<u>Presentation: "The Appalachian Region: Realities, Challenges, and Opportunities"</u>	<i>Jesse White, ARC Federal Co-Chair</i>
--	--

11:30 am	<u>Reflection: "President Clinton's New Market Initiative: Follow - up, Best Practices, and Success Stories"</u>	<i>Corporate and community leaders who participated in President's trip</i>
-----------------	---	---

12:15 pm BREAK / LUNCH (Box lunch)

**12:30-
2:00 pm LUNCH DISCUSSION (KY Gov. Office / HUD)**

A Town Hall Meeting (Listening, Acting In KY)

**2:15--
3:15 pm BREAKOUT SESSIONS (3-4 workshops per track)***

Part I	<i>Track I: Housing / Economic Development (HUD) Track II: Transportation (DOT) Track III: Rural Development / Agricultural Issues (USDA) Track IV: Workforce / Workplace / Labor Issues (DOL)</i>
---------------	--

3:30 - 4:30 pm	Part II	<i>Track I: Housing / Economic Development (HUD) Track II: Transportation (DOT) Track III: Rural Development / Agricultural Issues (USDA) Track IV: Workforce/Workplace / Labor Issues (DOL)</i>
---------------------------	----------------	--

** within each tract, agencies might suggest 3-4 workshops, breakout sessions, training opportunities, etc.*

4:30-
5:00 pm

BREAK (refreshments)

AFTERNOON SESSION

5:00-
6:15 pm

Remarks

Secretary Slater ?

Panel: “Case Studies / Best Practices”

*local, national experts,
activists, etc.*

6:30-
7:30 pm

Social / Reception (ASPEN)
Kentucky Highlands Museum

DINNER (on your own, either in Huntington or Ashland)

7:00-
10:00 pm

Buses to Huntington (on the half-hour) (ASPEN)
(travel time: 30 minutes)

Friday, August 13

(Huntington, WV - Radisson Hotel)

MORNING SESSION *(WV Gov. office, USDA, HUD)*

8:00 am	Welcome	Governor Underwood / WV Cong. Delegation, Mayor of Huntington
	Remarks	Secretary Glickman ?
	<u>Discussion</u> : "Attracting Private Capital"	WV Gov. Office / KY Gov. Office, HUD, White House, Corporations

10:00 -
10:15 am

BREAK

BREAKOUT SESSIONS *(3-4 workshops per track)**

10:15- 11:15 am	Part I	<i>Track I: Housing / Economic Development (HUD)</i> <i>Track II: Transportation (DOT)</i> <i>Track III: Rural Development / Agricultural Issues (USDA)</i> <i>Track IV: Workforce / Workplace / Labor Issues (DOL)</i>
11:15 am - 12:15 pm	Part II	<i>Track I: Housing / Economic Development (HUD)</i> <i>Track II: Transportation (DOT)</i> <i>Track III: Rural Development / Agricultural Issues (USDA)</i> <i>Track IV: Workforce / Workplace / Labor Issues (DOL)</i>

12:30 pm

LUNCH DISCUSSION *(lunch served) (WV Gov. Office)*

A Town Hall Meeting *(Listening, Acting in WV)*

2:00 pm

CLOSING SESSION *(HUD)*

Remarks	Secretary Herman ?
Deliverables / Commitments	Leaders

* within each tract, agencies might suggest 3-4 workshops, breakout sessions, training opportunities, etc.

Where from Here?
Next Steps/Follow-Up

*HUD Deputy Secretary
Ramirez, Jesse White,
ARC Federal Co-Chair*

3:00 pm

DEPARTURE

3:00 pm

SIDE TRIPS

(for example: Huntington / Ironton (OH) Empowerment Zone, etc.)

KY / WV Appalachian Summit:

Roles and Responsibilities / Timeline

July 22, 1999

The following is a timeline and a summary of the roles and responsibilities associated with implementing the KY / WV Appalachian Summit:

<u>Task</u>	<u>Who Responsible?</u>	<u>Timeline</u>
• provide invitation lists	<i>everyone</i>	7/14
• work with federal agencies to develop workshop / deliverable / follow-up ideas	<i>HUD (Kirshner, Hacala)</i>	7/20
• merge invite lists	<i>ASPEN</i>	7/20
• blast fax to participants	<i>ASPEN</i>	7/20
• develop logo	<i>ASPEN</i>	7/21
• draft / mail letters of invitation	<i>HUD, ASPEN</i>	7/21
<i>Congress</i>	<i>(Glickman, Kenny)</i>	
<i>Governors</i>	<i>(Intergovernmental Affairs)</i>	
<i>General</i>	<i>(Aspen)</i>	
• submit outline of breakouts / (workshops)	<i>HUD, DOT, USDA, DOL</i>	7/23
• invite the various panelists, presenters	<i>group/ agency responsible for that particular event</i>	7/26
• web site up and running	<i>HUD (Schimmel), ASPEN</i>	7/26
• moderators for workshops	<i>agencies</i>	7/28
• moderators for general sessions	<i>HUD (Hacala, Kirshner)</i>	7/28

<u>Task</u>	<u>Who Responsible?</u>	<u>Timeline</u>
• finalize deliverables / follow-up	<i>HUD (Ken Johnson), DOL, USDA, DOT, ARC, KY & WV Governors' Offices</i>	8/2
• compile list of area resources / side trips	<i>HUD, ARC, KY & WV Governors' Offices</i>	8/2
• complete briefing book	<i><u>ASPEN</u>, HUD (Cooper), ARC</i>	8/2
• finalize plans for KY town hall luncheon	<i>KY Governor's office (Balltrip)</i>	8/9
• finalize plans for WV town hall meeting	<i>WV Governor's office (Rowan)</i>	8/9
• line up food donors for town hall meetings	<i>KY & WV Governor's office</i>	8/9
• finalize presentation: Appalachian Region	<i>ARC</i>	8/9
• finalize reflection: President's New Markets Initiative	<i>HUD (Ken Johnson), White House, DOL, etc.</i>	8/9
• finalize Panel: Case Studies/ Best Practices panel	<i>KY & WV Governors' Offices, ARC, (HUD, USDA, DOL, DOT)</i>	8/9
• finalize presentation: Attracting Private Capital	<i>HUD (Ken Johnson, PD&R), KY & WV Governors' Offices, White House, Corporations (Bank of America?, etc.)</i>	8/9
• finalize plans for workshops / breakout sessions	<i>HUD, DOL, USDA, DOT</i>	8/9
• develop evaluation survey for participants	<i>ASPEN</i>	8/2
• media	<i>KY & WV Governors' Offices, ARC (Kiernan et al), HUD</i>	ongoing

*(Peralta, Abadinsky), USDA,
DOL, DOT*

- **other?**

REGISTRATION FORM – APPALACHIAN SUMMIT

NAME _____

ORGANIZATION _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____ EMAIL _____

Will you need airport/hotel transportation? Special

Needs _____
_____ YES _____ NO

Hearing Impaired, Wheelchair, Other

Day One – Ashland, Kentucky

Thursday, August 12, 1999

- Opening Address on Appalachian Region
- President's New Markets Initiative
- Town Hall Lunch/Discussion
- Break Out Sessions on Key Issues
- Case Study Panel/Best Practices
- Evening Reception

Day Two – Huntington, West Virginia

Friday, August 13, 1999

- Attracting Private Capital
- Break Out Sessions on Key Issues
- Town Hall Lunch/Discussion
- Next Steps

Hotel Information

Radisson Hotel Huntington
1001 Third Avenue
Huntington, WV 25701
(304) 525-1001

Deluxe Double Room	\$79.00 + tax
Deluxe King Room	\$69.00 + tax

Reservation deadline is July 30, 1999

Reservation name under HUD-Appalachia Conference ID#1524.0

MORE INFORMATION TO FOLLOW BY MAIL



Nancy_Kirshner-Rodriguez@hud.gov

07/22/99 08:51:00 PM

Record Type: Record

To: Jonathan A. Kaplan@EOP, Lisa Green@eop

cc:

Subject: Appalachia Summit information

Jon--good to talk with you

Lisa--I'm going to call tomorrow. I'm at HUD--DAS for Intergovernmental and I introduced myself to you(stole your chair) at the LA roundtable...I'm co-coordinator of the HUD/USDA/DOL/DOT/ARC followup summit Aug. 12-13. ...Jon suggested I talk with you about Commitments that were made during the POTUS Tour and also get your input on our agenda and possible speakers etc...I will call you on Monday when you return. THANKS Nancy

----- Forwarded by Nancy Kirshner-Rodriguez/CIR/HHQ/HUD on 07/22/99 08:45 PM -----

Joseph Hacala

07/22/99 02:44 PM

To: Art L. Wasson/PHSNG/LOU/HUD@HUD, Candace S. Simms/PHSNG/BAL/HUD@HUD, Thomas S. Marshall/PHSNG/CLE/HUD@HUD, David Kellner/PHSNG/CLB/HUD@HUD, Lori M. Stormer/CPD/HHQ/HUD@HUD, Michael T. Bosworth/PDR/HHQ/HUD@HUD, John C. Biechman/CIR/HHQ/HUD@HUD, Joseph A. Pelletier/PDR/HHQ/HUD@HUD, Jacquie M. Lawing/SECY/HUD/GOV@HUD, Joseph Hacala/SECY/HHQ/HUD@HUD, Nancy Kirshner-Rodriguez/CIR/HHQ/HUD@HUD, Brian N. Siebenlist/SECY/HHQ/HUD@HUD, Eric L. Schnure/PA/HHQ/HUD@HUD, Erin K. Corrigan/CB/LOS/HUD@HUD, Elizabeth J. Burdock/PDR/HHQ/HUD@HUD, Bryan Greene/FHEO/HHQ/HUD@HUD, Bill Rudy/CPD/HHQ/HUD@HUD, Deborah Vincent/DEC/HHQ/HUD@HUD, Mary E. Madden/SECY/HHQ/HUD@HUD, Vollie D. Melson/CB/HHQ/HUD@HUD, Ana Marie Argilagos/PDR/HHQ/HUD@HUD, Ken Sain/CPD/HHQ/HUD@HUD, LYN WHITCOMB/CPD/HHQ/HUD@HUD, Julian Potter/CPD/HUD/GOV@HUD, Michael T.savage/CPD/HUD/GOV@HUD, Todd R. Howe/SECY/HHQ/HUD@HUD, Patricia Enright/SECY/HUD/GOV@HUD, Jacquita B. Black/SECY/HHQ/HUD@HUD, Arlee W. Gist/CIR/HHQ/HUD@HUD, Bart.Chilton@USDA.gov, jim.newby@usda.gov, john.dean@usda.gov, Ewell@MIS.net, jtow@MIS.net, FCutlip@WVDO.org, SMartin@WVDO.org, jadot-marcus@dol.gov, Harris-Seth@DOL.gov, Hayes-Pamela@DOL.gov, Evelyn.Fierro@ost.dot.gov, Harold.Gist@ost.dot.gov, Janice M. Steele/CIR/HHQ/HUD@HUD, Yvonne A. Brown/SECY/HHQ/HUD@HUD, Fred S. Roncaglione/CB/CHAR/HUD@HUD, John Milchick/CB/LOU/HUD@HUD, Sheryl Wilkins/PDR/HHQ/HUD@HUD, Heidi A. Chapman/CPD/HHQ/HUD@HUD, Michael Freedberg/PA/HHQ/HUD@HUD, Cheryl A. Teninga/PIH/HHQ/HUD@HUD, Sylvia Y. Purvis/CPD/HHQ/HUD@HUD, wbeane@aspensys.com, trowan@wvdo.org, lance@ruralhome.org, mkiernan@arc.gov,

mboesen@catholiccharitiesusa.org, nadomdc@sso.org,
sjones@enterprisefoundation.org, nadojmb@sso.org,
floresca_felipe@etadol.gov, Michael McCullagh/HSNG/NYN/HUD@HUD, ANYA
N. DANIELS/SECY/HHQ/HUD@HUD

cc:

Subject: 7/23 WV / KY App. Sum conf. call reminder

Just a reminder....

We will have a conference call regarding the KY / WV Appalachian Summit tomorrow (friday 7/23) @ 2:00 pm. The call in number is (904) 779-4719 and the access code is 4539613 (Joe Hacala).

HUD HQ staff will meet in the public affairs conference room.

Please scroll down and download the documents attached at the bottom. Included are an updated conference agenda and responsibilities time line, and a copy of the blast fax / registration form recently sent out.

Thanks,

Fr. Hacala

----- Forwarded by Joseph Hacala/SECY/HHQ/HUD on 07/22/99
02:26 PM -----

Brian N. Siebenlist
07/22/99 01:54 PM

To: Joseph Hacala/SECY/HHQ/HUD@HUD

cc:

Subject: app sum reminder

(See attached file: appsum rolesnrespons.doc)(See attached file: appsumm
agenda.doc)(See attached file: blast fax.doc)

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
THE OFFICE OF THE SECRETARY
WASHINGTON, DC 20410-0001

~~CONFIDENTIAL~~ – For Internal Use Only

July 28, 1999

Memorandum to: Lisa Green, National Economic Council

From: Jacquie Lawing, Deputy Chief of Staff

Re: HUD Activities in support of New Market Initiatives: Arkansas and Newark, NJ

2012-0043-5
**DETERMINED TO BE AN
ADMINISTRATIVE MARKING**
INITIALS: ML **DATE:** 11-22-11

**I. HUD GRANTS THAT SUPPORT THE NEW MARKET INITIATIVES TO BE
RELEASED IN FALL, 1999**

The following HUD grants that support the development of new markets are scheduled to be announced during the Fall. These grants spur economic development and encourage private sector investment through one or more of the following activities:

1. Creation/improvement of public or affordable housing
2. Removing urban blight, including substance abuse.
3. Encouraging working families to move into distressed areas
4. Providing colleges and universities with the resources to improve distressed communities
5. Providing job training for youth
6. Eliminating discriminatory practices that limit opportunity for all.
7. Providing safe, accessible and affordable housing and services to people who are disabled, elderly, or homeless.

The dates given below are approximate and they are subject to change. Any of these grants may fund projects in Arkansas and Newark, NJ:

Aug. 24-27

HOPE VI: HOPE VI provides grants of unprecedented flexibility that fund demolition, construction, rehabilitation, and community & supportive services for public housing.

Sept. 6

Section 8 Project-Based Designated Housing: HUD provides Section 8 rental vouchers and certificates to PHAs that have designated certain housing as elderly-only, disabled-only, or mixed elderly and disabled households, in order to enable persons with disabilities to rent affordable housing.

Week of Sept. 6 or 13

Teacher Next Door: Teacher Next Door offers HUD-owned, single family homes to elementary and secondary school teachers at a 50 percent discount.

Week of Sept. 6 or 13

Community Outreach Partnership Centers (COPC): Community Outreach Partnerships Centers grants help colleges and universities apply their human, intellectual, and institutional resources to the challenge of revitalizing distressed communities.

Week of Sept. 6 or 13

Youthbuild: Youthbuild funds programs that help young high-school dropouts obtain education, employment skills, and meaningful on-site work experience in a construction trade.

September 20

Hispanic-Serving Institutions Assisting Communities: HSIAC funds grantees to carry out projects designed primarily to benefit LMI residents, help combat slums or blight, or meet an urgent community development need in the community where the Hispanic-serving institution (HSI) is located.

September 21

Historic Black Colleges and Universities: The HBCU Program helps HBCUs expand their role and effectiveness in helping their communities with neighborhood revitalization, housing, and economic development.

Week of Sept. 27

Anti-Drug New Approach Program: This program assists owners or managers of certain housing developments to: (1) augment security; (2) assist in the investigation and prosecution of drug-related criminal activity in and around the housing developments; and (3) provide for the development of capital improvements directly relating to the security of the developments.

Sept. 30

Drug Elimination for Multi-Family Housing: The drug elimination program provides \$250-300 million per year to help housing authorities, resident management associations, and local communities to plan and carry out a wide range of measures that combat crime and drugs--ranging from basic security to recreational and educational activities.

Week of Oct. 4 or 11

Section 202: Section 202 provides capital advances to finance the construction and rehabilitation of structures that will serve as supportive housing for very low-income elderly persons and provides rent subsidies for the projects to help make them affordable.

Week of Oct. 4 or 11

Section 811: The Section 811 program provides grants to nonprofit organizations to develop and construct or rehabilitate rental housing with supportive services for very low-income persons with disabilities.

October 5

HOPWA TA: This program helps HOPWA grantees develop the skills to undertake program planning, community consultations, coordination with supportive service agencies, and performance evaluation.

October 15

FHIP: FHIP offers a comprehensive range of assistance to the nationwide network of fair housing groups.

October 20

Continuum of Care: Designed to fill gaps in locally developed Continuum of Care systems to assist homeless persons move to self-sufficiency and permanent housing, the Continuum of Care Homeless Assistance Program provides funds for communities to apply towards any of three programs: (1) Supportive Housing; (2) Shelter Plus Care; and (3) Section 8 Moderate Rehabilitation for Single Room Occupancy Dwellings for Homeless Individuals.

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT
THE OFFICE OF THE SECRETARY
WASHINGTON, DC 20410-0001

~~CONFIDENTIAL~~ – For Internal Use Only

July 26, 1999

Memorandum to: Lisa Green, National Economic Council

From: Jacquie Lawing, Deputy Chief of Staff

Re: HUD Activities in support of New Market Initiatives

2012-0043-S

DETERMINED TO BE AN
ADMINISTRATIVE MARKING

INITIALS: MA DATE: 11/22/11

I. HUD GRANTS THAT SUPPORT THE NEW MARKET INITIATIVES

The following HUD grants implement the President's New Market Initiatives by encouraging private investment in distressed areas and by providing access to housing that enables low and moderate income persons to become wage-earners.

Secretary Cuomo is scheduled to announce some of these grants, and some we are proposing may be announced by the White House. Either way, senior HUD staff across the country can amplify these grants, and the New Market message, through local announcements.

Grant: Brownfield's Economic Development Initiative (BEDI)

Date: Early August

Amount: \$25 million in Brownfields Economic Development Initiative (BEDI) grants leverage approximately \$108 million in Section 108 loan guarantees.

- **\$25 Million under the Brownfields Economic Development Initiative:** Under BEDI, \$25 million in grants will go to localities to transform polluted and abandoned commercial and industrial sites known as brownfields into businesses, homes and recreation sites.
- **\$108 Million under the Section 108 Program:** Under the Section 108 program, the grant funds would be leveraged by about \$108 million in Economic Development Loan Guarantees for communities to fund job creation, housing rehabilitation, and the construction of public facilities and large-scale development projects

Summary: BEDI provides grants to local governments that can be used to enhance both the security of loans guaranteed through the Economic Development Loan Fund (Section 108) and the feasibility of the large economic development and revitalization projects they finance.

This year's BEDI awards and Section 108 loans will enable local governments to work with private industry to help implement the President's "new markets" message. These grants give communities the financial assistance they need to redevelop their "brownfields" through major economic development projects, such as new shopping centers or industrial parks. Brownfields sites include abandoned factories and other industrial facilities, gasoline stations, oil storage facilities, dry cleaning stores, and other businesses that dealt with polluting substances.

Grant: Welfare to Work Vouchers

Date: Early August

Amount: \$283 million

Summary: We are proposing these to the White House. The Domestic Policy Council has been very involved in this initiative. These vouchers are of great significance, as they are the first new housing vouchers that Congress has appropriated in the past four years. Obtaining these funds was a true victory for the Clinton Administration.

These new vouchers (we expect to fund approximately 40,000) are targeted to families who are currently receiving, are eligible for, or who have left welfare within the last two years, and for whom the housing assistance is essential to obtaining or retaining employment. Without stable, affordable housing, their dream of self-sufficiency may never become a reality. These vouchers, therefore, will be a critical tool to help families with children move from welfare to work – successfully *and* permanently.

For many families, having decent, affordable housing is not enough – it must also be located near employment. This can be essential to getting a job in the first place. Currently, about two-thirds of new jobs are being created in the suburbs, but three of four welfare recipients live in central cities or in rural areas. One of the first things many parents who move from welfare to work do is relocate to a neighborhood that is better for their family and more convenient to their job. The mobility feature of the vouchers will help make such moves possible.

The welfare to work vouchers are being made available to communities on a competitive basis that requires housing authorities to develop their plans together with welfare and workforce development agencies. This will make sure the housing assistance is combined with child care and other services families need for a successful transition from welfare to work. It will also ensure that the vouchers are provided to the families for whom they will be most critical to a successful transition.

Grant: HOPE VI

Date: Late August

Amount: Approximately \$523 million

Summary: While created as a housing program, HOPE IV has become a leading tool for comprehensive community building, including mixed-income development, to bring back neighborhood economies. Since 1993, HOPE VI has provided grantees unprecedented flexibility to address the housing and social service needs of their residents. HOPE VI plays a vital part in the kind of community revitalization that transforms the public's perception of public housing, and that leads to private sector investment. The HOPE VI program has five key objectives:

1. Changing the physical shape of public housing by demolishing the worst public housing developments and replacing them with garden-style apartments or townhouses that become part of their surrounding communities.
2. Reducing concentrations of poverty by encouraging a greater income mix among public housing residents and by encouraging working families to move into public housing and into new market-rate housing.
3. Establishing support services - such as education and training programs, child care services, transportation services and counseling - to help public housing residents get and keep jobs.
4. Establishing and enforcing high standards of personal and community responsibility by barring drug dealers and other criminals from moving into public housing and evicting those already there.
5. Forging broad-based partnerships to involve public housing residents, state and local government officials, the private sector, non-profit groups and the community at large in planning and implementing improvements in public housing developments.

II. HUD SPECIAL EVENTS

Event: **The Appalachian Summit**

Date: **August 12th and 13th**

Summary: Secretary Cuomo will lead HUD's participation in this two-day conference entitled "Education, Development and New Opportunity for the Next Millennium." The purpose of the event, co-sponsored by HUD, Agriculture, Labor and Transportation, the Appalachian Regional Commission and the States of Kentucky and West Virginia, is to explore the special housing, economic development and transportation, labor, agricultural and rural development needs facing the region, and to bring together appropriate persons and partners to develop follow-up steps to address some of those needs. Key to the goals and objectives of the conference is to build on President Clinton's New Markets trip.

Event: HUD Storefront Openings

Date: Through the End of the Year

Summary: Through the end of the year, HUD is planning to open several storefront offices. The HUD Storefront Office - called HUD Next Door - is a new type of consumer-oriented center that offers a variety of services and information dealing with: buying and building housing, getting home improvement loans, getting rental assistance, filing housing discrimination complaints, opening and expanding businesses, and community revitalization projects. These offices are intended to spur housing and economic development activities by providing the public with more direct information.

Outside the building is a "touch screen" information computer kiosk that operates 24 hours a day, seven days a week, allowing the public unlimited access to HUD information.

In addition, Community 2020, HUD's new computer mapping software, is available at all HUD Storefronts and all HUD offices nationwide. The Community 2020 software provides valuable information for organizations looking to fund a homeless shelter or for businesses wanting to revitalize a downtown center.

The following locations will be having storefront openings through December, 1999. These openings attract a great deal of press and public interest, and they present opportunities to discuss the Administration's New Market goals and accomplishments.

- Casper, Wyoming
- Helena, MT
- Cincinnati, OH
- Kansas City, MO
- Jackson, MS
- Santa Ana, CA
- Atlanta, GA
- Syracuse, NY

Luecht, William

To: Lisa_Green@opd.eop.gov
Cc: Lazar, Ellen W.; Jones, Maurice A.
Subject: items for the New Markets calendar

Lisa,

Listed below are several items that you may want to include in the New Market calendar. Let me know if you have any questions.

Bill

CDFI Fund Awards

Pending an affirmative response from the White House, the President and/or Vice President could announce sometime in September approximately \$87.5 million in awards to community development organizations, banks and thrifts across the country. (*\$62.5 million under the CDFI Program – Core (\$50 million), Intermediary (\$7.5 million) and Technical Assistance Components (\$5 million) – and \$25 million under the Bank Enterprise Award Program.*)

Notice of Funds Availability (NOFA)

The NOFAs for the 2000 rounds of the CDFI Fund's programs will be published in the Federal Register on the dates listed below. A relevant part of the CDFI Program's (excluding technical assistance awards) eligibility requirements is a dollar-for-dollar match from the private sector.

	<u>NOFA</u>	<u>Application Deadline</u>
BEA Program:	September 1, 1999	November 23, 1999
CDFI Program -		
Core Component:	November 1, 1999	January 20, 2000
Intermediary Component:	November 1, 1999	January 18, 2000
Technical Assistance Component:	January 4, 2000	March 28, 2000

Native American Lending Study and Action Plan

The CDFI Fund is conducting a study on lending and investment practices on Indian reservations and other lands held in trust by the U.S. Input is being solicited through a series of 13 regional workshops held throughout the U.S. Participants are identifying barriers to lending and investment on Native American lands; describing the impacts of the barriers; and developing strategies and action plans for eliminating the barriers. The remaining scheduled workshops are listed below.

Honolulu, HI	August 11-12
Hilo, HI	August 17-18
Alaska	September (TBD)
Eastern US	(TBD)

Presidential Awards for Excellence in Microenterprise Development

The 1999 Presidential Awards may be announced in December 1999. The President, First Lady and the Secretary of the Treasury have announced the first two rounds of awards during a formal East Room ceremony. Conversations have begun with the office of the First Lady regarding her participation in this third round announcement.



Theodore.Wartell@sba.gov
07/26/99 05:46:12 PM

Record Type: Record

To: Lisa Green/OPD/EOP

cc:

Subject: The Administrator's New Markets Schedule

SBA Administrator's Schedule of New Markets Events

August 3rd -- Chicago

Appears with the President and other cabinet members at the Welfare to Work Partnership. The Administrator will discuss New Markets during her roundtable session and community walk.

August 4th -- Presidential Roll-Out of New Markets Legislation

August 6th -- Chicago

Administrator will discuss New Markets at the Rainbow/PUSH Conference.

August 10th -- Presidential Roll-Out of BusinessLINC

August 12th -- El Paso, TX

Administrator will discuss New Markets with Cong. Reyes and community and business leaders.

August 20th -- Washington, DC

Administrator will discuss New Markets in a speech to the African-American Women on Tour



- att1.htm



7-19-99

DEPARTMENT OF THE TREASURY
WASHINGTON, D.C.

99 JUL 15 PM 12:04

SECRETARY OF THE TREASURY

July 15, 1999

MEMORANDUM FOR THE PRESIDENT

FROM: Lawrence H. Summers *LS*

SUBJECT: New Markets: Report on Visit to Harlem, USA and New York BusinessLINC

*Copied
Spelling
Podesta*

Harlem

Last Thursday, I visited Harlem, USA, a major retail and entertainment center under construction at 125th Street and Frederick Douglass Boulevard which has been supported by the New York Empowerment Zone, Chase Manhattan Bank (as part of its CRA-related activities), and other investors. I learned the following, striking – to me – facts:

- Within one square mile of this shopping center is a population of 360,000: more than Cincinnati, our 45th largest city. Upper Manhattan as a whole is the size of Seattle, the 22nd largest.
- There is no shopping mall in Harlem or – until recently – a major supermarket. Nor, I was told, has there been any major retail construction in Harlem since World War II.
- The Harlem, USA project has been associated with some general economic revival. The mall is 80% leased and its major corporate tenants – never before represented in Harlem – will pay rents more than twice as high as rents in the area before the mall was built. Local land prices have risen up to five-fold in the last 5 years (as much as technology stocks), and developers have had trouble purchasing even vacant lots.
- The mall – which will open before Christmas – was built with financing of \$65 million, including an \$11 million subordinated loan from the Empowerment Zone. It will generate around \$180 million in retail sales. According to one study, 60 percent of retail spending leaves the community – equal to almost \$1 billion annually. And it should produce approximately \$15 million in New York City sales tax collections. In other words, the public sector will be paid back in nine months of tax collections.
- Roughly 600 new jobs are expected to come out of the project, and mall tenants have agreed to allot 75 percent of slots to local residents. In 1990 – the most recent date for which the local rate has been calculated – Harlem's unemployment rate was 18.6%, three times the national average.

• In short, Harlem right now appears to be a real emerging market, in the sense that capital is trying to get in rather than out. Indeed, at my press conference an observer contrasted

Harlem and all its new construction activity with the "poor and depressed" areas that you were visiting on your New Markets tour – underestimating both Harlem's continued needs and the economic potential of these other communities.

New York and BusinessLINC

We announced the formation of a local New York City BusinessLINC coalition at a roundtable with David Rockefeller, Henry Kravis, the new Chase CEO Bill Harrison and other corporate and community leaders. I was struck by the importance that both the financiers and those who had been in community development for many years put on equity investment, and on providing new market businesses with the opportunity to network with mainstream businesses and obtain business advice and information on market opportunities. Indeed, several people said that access to markets and expertise is sometimes more critical than access to capital, even if capital remains an important barrier for some.

I was impressed with the number of stories about mainline finance – from banks and other institutions – going into minority-owned and inner city businesses. Investments in one Hispanic entrepreneur's internet start-up had paid off nearly fifty to one, and people were rushing to get in to the next round. (Of course, most inner city businesses will not be able to come close to meeting the expected rates of return that venture capital firms demand but the story was an encouraging one.)

Conclusions

The challenge for us in spurring capital access is to catalyze private sector lending and investment in projects that are profitable but also would not have taken place without the public sector's intervention. Given the unmet demand for equity finance, I believe that the New Markets Initiative is properly focused on equity investment and technical assistance to new businesses, along with access to credit. The real test of what we are doing with the New Markets Initiative will be whether we can sustain the flow of capital and the business connections that are now being made when the next downturn comes.

Next Steps

We are working with the NEC and your scheduling office to set up an event for you to announce that Peter Bijur, CEO of Texaco, has agreed to chair a National BusinessLINC Coalition under the auspices of the Business Roundtable. We will also announce the formation of several local BusinessLINC coalitions, building on our announcement last Thursday of the formation of the New York City coalition. We are also actively seeking congressional co-sponsors for the New Markets Tax Credit, which we hope will be introduced soon in Congress. We also need to reach out broadly to the business community, both about the business opportunities in new markets and about how the New Markets Initiative, if enacted, would catalyze more private sector investment in these markets.

cc: The Vice President; The First Lady; Secretary Cuomo; Gene Sperling.

Remarks:

SIR ——— FYI ———

USDA IS READY TO ANNOUNCE (NEXT WEEK)
OVER \$65 million IN BUSINESS & INDUSTRY
LOAN GUARANTEES FOR SMALL BUSINESSES IN
RURAL AMERICA — INCLUDING AREAS OF
THE NEW MARKETS TOUR (IE. KY, MS, SD).
THESE WILL CREATE & SAVE JOBS, & USE
PUBLIC & PRIVATE PARTNERSHIPS TO ASSIST
AREAS THAT HAVE NOT BENEFITED FROM
THE STRONG ECONOMY. PROJECTS IN
40 STATES

Action Date: _____

USDA

DRAFT ONLY — NUMBERS SUBJECT TO CHANGE

USDA Lends \$65 Million to Boost Rural Businesses

Effort Supports President Clinton's New Markets Initiative Through Job Creation

WASHINGTON, July ??, 1999 -- Agriculture Secretary Dan Glickman today announced that USDA is awarding over \$80 million in loan guarantees to start or expand rural businesses in ?? states, creating or saving about ?? jobs in areas of high unemployment. The loan guarantees are being issued under the Business and Industry Guaranteed Loan program, administered by USDA Rural Development.

"Jobs are the key to President Clinton's New Markets initiative, and most of these loans are aimed squarely at creating or saving jobs in rural areas that have yet to benefit from the strongest U.S. economy in decades," Glickman said. "We hope that the willingness of USDA and its partner lending institutions to invest in depressed rural areas will encourage private industry to follow suit."

Under this program, business owners first seek loans from a private lending institution. Lenders, in turn, seek a guarantee for up to 90 percent of the loan value from USDA Rural Development. In addition to reducing the lenders' risk, working in partnership with USDA under this program also extends their lending limits.

Awards being made in the areas visited by President Clinton and Secretary Glickman on the New Markets tour early this month include \$___ for ___ in the Appalachian region in ___; \$___ in the Mississippi for ___ in the _____. Overall, North Carolina will received more loans than any other state, with six business projects awarded \$___ to create or save ___ jobs. California was second with four business projects that will receive \$___ in USDA-backed loans and will create or save ___ jobs.

"Although most of these rural communities suffer from high poverty and unemployment rates, they still have enormous human resources and economic potential that can be developed if we invest in them," said Jill Long Thompson, under secretary for USDA Rural Development.

Glickman cited the following examples of businesses USDA is providing funding for:

- \$2.5 million to help Tangora Seafoods establish a sustainable commercial fishing operation and an export/import distribution business in Oahu, Hawaii. The project will create 92 jobs in an area that has suffered heavy unemployment due to closure of sugar production facilities.
- \$4.07 million to help Northern Refrigerated Transportation Inc. consolidate its operations in a modern, refrigerated-trucking facility in Turlock, Calif., an agricultural area in the San Joaquin Valley. The county's unemployment rate is about double the state average. The project will create six new jobs and help retain about 168 jobs.
- \$3.5 million for Cardinal Plaza LLC to build a Food Lion supermarket and several other shops and restaurants in a predominantly low-income, minority neighborhood in Henderson, N.C. This will be the only supermarket in serving the neighborhood. The project will create 45 new jobs.
- \$4.1 million for QDC Inc. to expand a pre-plated meal business in Charleroi, Pa., which serves schools, senior citizen centers, supermarkets and convenience stores in the Washington County area, which suffers high unemployment rates. The project will create 40 new jobs, boosting total employment to 117.

Secretary Glickman, who last week accompanied President Clinton on his tour of some of the nation's poorest areas, said USDA will continue to focus its rural development programs on stimulating the economies of struggling rural areas, with the emphasis on support for projects that create jobs.

Under its Business and Industry program, USDA Rural Development provides about \$1 billion annually to finance rural businesses. This and other USDA Rural Development programs are estimated to create or save more than 200,000 jobs every year.

Following is list of the projects announced today.



Fax Transmission Cover Sheet NO. 684 (P. 1/3)
The U.S. Small Business Administration offers opportunities for all Americans to start, build and grow their own businesses into the 21st century.

To: Gene Sperling

Organization: NSC

Phone: 456-6630 Fax: 456-2878

Date: 7/15 Time: 10:40am

Number of Pages (including this page): 3

From: Aika Alvarez

Office: _____

Phone: 205 6605 Fax: 205 6802

Message: New Markets follow-up

Did you know that in fiscal year 1998 the SBA -

- maintained a guaranteed loan portfolio of more than \$40 billion in loans to 491,000 small businesses that otherwise would not have had such access to capital?
- backed more than 47,100 loans totaling a record \$10 billion to America's small businesses?
- made a record 3,456 investments worth \$3.24 billion through its venture capital program?
- provided more than 30,000 loans totaling over \$728 million to disaster victims for residential, personal-property and business loans?
- extended management and technical assistance to nearly 830,000 small businesses through its 12,400 Service Corps of Retired Executive volunteers and 1,000 small business development center locations?
- helped 6,000 small disadvantaged businesses obtain \$5.9 billion in federal contracts?

Did you know that America's 23 million small businesses -

- employ more than 50 percent of the private workforce.
- generate more than half of the nation's gross domestic product, and
- are the principal source of new jobs?

**Call us at 1-800-U-ASK-SBA
or visit our website at www.sba.gov**

Note: Be aware fax machines using thermal paper produce an unstable image which will deteriorate. Copy messages onto plain paper prior to filing as a record!

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

OFFICE OF THE ADMINISTRATOR

MEMORANDUM

TO: Maria Echaveste, Assistant to the President and Deputy Chief of Staff
Gene Sperling, Assistant to the President and Director, National Economic Council

FROM: *Ada*
Ada Alvarez
Administrator

DATE: July 15, 1999

RE: Advancing the New Markets Message

The President's New Markets tour was enormously successful. Congratulations! All eyes are now focused on implementation.

I propose that we take advantage of some good news announcements that SBA is prepared to make: the first multi-million dollar awards of federal contracts to small businesses in what is essentially a jobs creation program. SBA's new HUBZone Program targets areas such as those visited by the President. Under the umbrella of the New Markets initiative, the HUBZone program will provide up to \$6 billion in federal contracting opportunities for small businesses in distressed areas who hire at least 35 percent of their workers from those areas. This means jobs, economic development, and the ability to attract private investment.

I would like to make the announcement with Secretary Cohen, because DOD is stepping up to the plate with the first "deliverables" -- contract awards worth more than \$10 million dollars in California (Los Angeles area), Baltimore, Maryland and St. Louis, Missouri!

With this commitment, the DOD would publicly join our government wide effort to leverage federal dollars for private sector growth under the New Markets initiative.

Here's how this leg of the New Markets effort would roll out:

- First, the announcement, at an SBA-DOD press conference in Washington. Secretary Cohen and I would announce the first contracts under the HUBzone program and a two week effort to advance opportunities for small business under the HUBZone program and to build public support for New Markets legislation.

- The two week effort would include events in the same areas visited by the President, as well as others. Members of Congress have already expressed an interest in participating in New Market events in August, during the recess. Today, I met with the Congressional Black Caucus, where Members were enthusiastic about New Markets events in their districts.
- At the national and local level, we would preview a new video about the HUBZone program, intended for widespread distribution, including SBA's 70 district offices. This video and other marketing materials will help educate businesses, the general public, contractors and the press.
- We anticipate holding up to 200 individual events, including forums, press conferences, and walking tours. We will encourage SBA local and regional officials to work with the media and community leaders in this effort.
- The timing of this effort could also coincide with the National Governors Association meeting in St. Louis. The Governors could consider a resolution in support of the New Markets proposals, and Cabinet Members could revisit East St Louis.

This effort would enable us to continue spreading the message – with important new deliverables – during what would otherwise be a very slow news period.

We would appreciate your support and advice. Thank you.

CC: John Podesta, Chief of Staff



"Luecht, William" <LuechtW@cfdi.treas.gov>
08/03/99 02:45:33 PM

Record Type: Record

To: Lisa Green/OPD/EOP

cc: "Lazar, Ellen W." <LazarE@cfdi.treas.gov>, "Jones, Maurice A." <JonesM@cfdi.treas.gov>

Subject: items for the New Markets calendar

Lisa,

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US Small Business Administration
HUBZone Rollout Events

HUB Zone

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
July 24, 1999	7	Kent	St. Louis	HUBZone rollout at Small Business Breakfast w/ Cong Talent . Featured Production Products, first Missouri HUBZone contract.	
July 27, 1999	7	Kent	St. Louis	HUBZone rollout at opening of One Stop Capital Shop	
July 31-Aug 2, 1999	5	Gray	Minnesota	Grand opening of Mercado, a Hispanic-owned cooperative of 50 independent businesses within the HUBZone and EZ zone - SBA has provided a grant to Frogtown alliance to provide technical and management assistance.	
August 2-4, 1999	4	Paul	North Carolina	Charlotte - HUBZones on the agenda of 17th annual MWBE/EEO Contract Compliance Conf. Mike McHale has been invited to give a presentation. No funds requested.	
August 3, 1999	2	Bettridge	New Jersey	Newark - HUBZone program at Procurement Conference	
August 3, 1999	5	Gray	Michigan	Detroit - HUBZone presentation at African American Assoc of Businesses & Contractors mtg	
August 4, 1999	9	Canales	Arizona	Payson - the annual Small Business Development Ctr's annual all-hands statewide mtg. Will enlist resource partners to take HUBZone initiative across the state.	
August 4, 1999	6	Guerrero	Louisiana	HUBZone rollout at VA Medical Ctr - Congressional, state and local officials invited	
August 5, 1999	3	Kirkland	Virginia	Norfolk - Dept of Commerce Women Business Owners Conf - SBA will make a HUBZone presentation	
August 5, 1999	5	Gray	Michigan	Detroit - HUBZone presentation at 8(a) orientation	
August 6, 1999	7	Kent	Kansas City	Kansas City, MO - HUBZone rollout at Cong Pat Danner's Procurement Conf	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 9, 1999	3	Kirkland	Pittsburgh	The rollout will take place in front of Mac Park, a small business incubator-like facility in Ford City, Pennsylvania. Ford City is an economically depressed community actively pursuing an economic rebirth, exactly the type of community that the HUBZone Empowerment Contracting Program is designed to help. Following a short introduction and welcome and remarks by the assembled dignitaries, several small businesses will be introduced as examples of companies that can be helped by the HUBZone Program. The following officials have been invited to participate: Senator Arlen Specter; Senator Rick Santorum; Congressman John Murtha; Homer Pendleton, President, Ford City Borough Council; Jack Dunmeyer, Armstrong County Commissioner; Jim Scahill, Armstrong County Commissioner and Chairman of Southwestern Pennsylvania Commission; Don Mains, Executive Economic Development Director, Ford City. Small Businesses participating in the event are OEM Shades, Inc.; Projectile Tube Cleaning, Inc.; Bertig Mattress Company. Morgantown - Conf to market HUBZone program in cooperation w/Cong Alan Mollohan's office. In addition to the Congressmember, Senators Byrd and Rockefeller have been invited. Grand Rapids - HUBZone presentation at Women's Procurement Conf HUBZone announcement at Minority Supplier Development Council - 100 members - Cong Filner and Hunter invited	
August 9, 1999	3	Kirkland	West Virginia		
August 10, 1999	5	Gray	Michigan		
August 10, 1999	9	Canales	San Diego		

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 11, 1999	2	Bettridge	New Jersey	Vineland - HUBZone presentation at community outreach program w/SDBC and Chamber of Commerce	
August 11, 1999	4	Paul	Tennessee	Cookeville - Dollars and Sense Seminar	
August 11, 1999	9	Canales	Arizona	Show Low (located in Navajo County where the entire county is a HUBZone) - informational HUBZone meeting.	
August 11, 1999	4	Paul	Mississippi	Jackson - HUBZone presentation as part of 8(a) workshop.	
August 12, 1999	3	Kirkland	Virginia	Ft. Eustis - Seminar on HUBZone program - Cong Bobby Scott invited	
August 12, 1999	4	Paul	Tennessee	Oak Ridge - Small Business Procurement Opportunities Expo	
August 12, 1999	6	Guerrero	New Mexico	Albuquerque - Federal Dollars & Sense Conf for Women Owned Businesses - will promote HUBZone programs on a panel	
August 12, 1999	5	Gray	Michigan	Flint - HUBZone program at 8(a) orientation	
August 12, 1999	8	Piper	Montana	Six Tribal Business Information Ctrs made a video presentation where HUBZone approved firms in MT were introduced and recognized	
August 12, 1999	2	Bettridge	New Jersey	Newark- HUBZone presentation sponsored by BIC	
August 13, 1999	7	Kent	Kansas City	Joplin, MO - HUBZone rollout at Cong Roy Blunt's Procurement Conf	
August 14, 1999	4	Paul	Arkansas	Helena - Program w/HUD opportunities to incr business - located in HUBZone and will emphasis HUBZone program	
August 15, 1999	4	Paul	South Florida	In partnership w/Bank of America/NationsBank, will launch the Community Express Pilot Loan Program targeting New Markets. Two non-profit intermediaries, Tools for Change and Hialeah-Dade Development, Inc., have been selected to provide technical assistance.	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 16, 1999	10	Sorensen	Alaska	Wrangell - HUBZone briefing for ED officials, community liaison to Native community, and bankers	
August 17, 1999	10	Sorensen	Alaska	Petersburg - Keynote speaker at Chamber of Commerce	
August 17, 1999	3	Kirkland	Washington, DC	Town Hall meeting w/Administrator Alvarez and Mayor Tony Williams - Key opportunity to announce HUBZone initiative.	
August 17, 1999	3	Kirkland	Baltimore	Dorchester Co - Training session on HUBZones and SDBs Cong Gilchrist has been invited	
August 17, 1999	6	Guerrero	Louisiana	Lafayette - HUBZone rollout - Congressional, state and local officials invited	
August 17, 1999	2	Bettridge	Syracuse	Watertown - HUBZone rollout at GC-MED procurement conf co-sponsored by Cong McHugh	
August 18, 1999	4	Paul	Tennessee	Chattonooga - Dollars and Sense Seminar for Women	
August 18, 1999	4	Paul	Mississippi	Jackson - HUBZone program during "Meet the Lenders Forum - NAACP, Urban League, SBA"	
August 18, 1999	5	Gray	Wisconsin	Workshop on 8(a) certifications and HUBZone for federal procurement w/SBDC @ Univ of Whitewater	
August 18, 1999	10	Sorensen	Alaska	Metlakatla Tsimshian Indian community - briefing for Mayor and tribal leaders	
August 19, 1999	9	Canales	San Diego	HUBZone presentation at a procurement workshop with SCORE and Science Applications International Corp Cong Filner and Hunter invited	
August 19, 1999	3	Kirkland	Virginia	Abingdon - SBDC will present HUBZone seminar - Cong Rick Boucher invited	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 19, 1999	4	Paul	Georgia	Columbus - Proposal for HUBZone Program to orient the community and contracting officers about the HUBZone program. They plan to target businesses in the HUBZone, new market businesses, and current contractors at Ft. Benning. Budget of \$3,400 - cannot hold event w/o funding.	approved
August 19, 1999	10	Sorensen	Alaska	Ketchikan - Speaker at Chamber of Commerce luncheon	
August 19, 1999	5	Gray	Michigan	Detroit - HUBZone presentation at 8(a) orientation	
August 19-20, 1999	4	Paul	Mississippi	Biloxi - HUBZone presentations at "Lenders Conference"	
August 20, 1999	9	Canales	San Diego	El Cajon - HUBZone presentation at Outreach Forum sponsored by San Diego Co Water Authority - Cong Filner and Hunter invited	
August 20, 1999	4	Paul	Kentucky	Ashland - Congressmember Lucas sponsoring an Economic Development Conf - SBA will feature HUBZones as part of a panel presentation	
August 20, 1999	10	Sorensen	Alaska	Kwalok on Prince of Wales Island - Speaker at Chamber of Commerce luncheon	
August 23, 1999	5	Gray	Illinois	Carterville - HUBZone rollout w/ Cong Phelps at John Logan Community College	approved
August 23, 1999	5	Gray	Indiana	Planning a public briefing on the HUBZone/Empowerment Contracting Program and on a Neighborhood Business Outreach Initiative sponsored with the Indianapolis Urban League - Congressmember Julia Carson will participate. Will be held at Ashantii Ballroom, an African American owned business located in the Indianapolis Enterprise Community.	
August 23, 1999	8	Piper	South Dakota	HUBZone presentation at Tribal Business Information Ctr	
August 23, 1999	6	Guerrero	Louisiana	Baton Rouge - HUBZone rollout - Congressional, state and local officials invited	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
week of August 23	6	Guerrero	Lubbock	Tentatively planning a press conf - hoping to involve their Congressional repr.	
August 24, 1999	3	Kirkland	Baltimore	Training session on HUBZones and SDBs Cong Cummings and Cardin will be invited	
August 24, 1999	5	Gray	Michigan	Detroit - HUBZone and Govt Contracting workshop Cong John Conyers will speak	
August 24, 1999	3	Kirkland	Virginia	VA Eastern Shore Economic Empowerment and Housing Corp will sponsor a seminar on the HUBZone program. Senator Warner and Robb, Cong Bateman will be invited.	
August 24, 1999	4	Paul	South Florida	Partnering w/State Senator Alberto Gutman sponsoring a Services Expo targeting the "Calle Ocho" corridor	
August 24, 1999	4	Paul	Alabama	Huntsville - HUBZone presentation to AL Regional Council of Govts	
August 25, 1999	8	Piper	South Dakota	HUBZone presentation at Tribal Business Information Ctr. Senator Johnson will furnish a supportive video taped message.	
August 25, 1999	5	Gray	Illinois	Belleville - HUBZone rollout w/ Cong Costello and Shimkus	approved
August 25, 1999	4	Paul	Kentucky	Somerset - Seminar at Rural Center - Mike McHale is scheduled to attend	
August 25, 1999	4	Paul	North Florida	Jacksonville and Orlando - HUBZone orientation event. Cong Corrine Brown invited to co-sponsor.	
August 25, 1999	4	Paul	Mississippi	Jackson - City of Jackson/SBA Conference - HUBZone presentation	
August 25, 1999	3	Kirkland	Virginia	Cities of Norfolk and Portsmouth will sponsor seminar on HUBZone program. Cong Norman Sisisky, Owen Picket, and Bobby Scott will be invited.	
August 25, 1999	6	Guerrero	Louisiana	Shreveport - HUBZone rollout - Congressional, state and local officials invited	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
				Will conduct a "Briefing for Elected Officials" to continue the process of disseminating information on SBA's HUBZone Initiative. The purpose of the briefing would be twofold: (1) Utilize the event to brief the staff of over 400 elected officials from Federal, State and Local Governments, (2) Take the occasion to discuss with these Elected Officials and their staffs 4 future "local cluster briefings" to be held in their respective communities. (Our "local cluster briefings" model is based on the fact that we have 4 principal geographic areas where our HUBZones are located.) We believe that this is an exciting and novel concept that would ensure that our Elected Officials have access to the latest information on our HUBZone Initiative specifically, and on our New Market philosophy, in general.	
August 25, 1999	9	Canales	Los Angeles		
August 25, 1999	8	Piper	North Dakota	Fargo - HUBZone presentation	
August 25, 1999	8	Piper	Montana	HUBZone rollout presentation to small business owners	
August 26, 1999	8	Piper	South Dakota	HUBZone presentation at Tribal Business Information Ctr. Senator Johnson will furnish a supportive video taped message.	
August 26, 1999	6	Guerrero	Louisiana	Monroe - HUBZone rollout - Congressional, state and local officials invited	
August 26, 1999	3	Kirkland	Washington, DC	HUBZones and the GSA Federal Supply Schedule - training program	
August 26, 1999	8	Piper	North Dakota	HUBZone presentation at United Tribes of North Dakota Economic Development Conf	
August 26, 1999	6	Guerrero	El Paso, TX	Will rollout HUBZone at a trade show sponsored by the Hispanic Chamber of Commerce	
August 26, 1999	3	Kirkland	West Virginia	Logan - Conf to market HUBZone program. Senators Byrd and Rockefeller, Cong Nick Rahall invited	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 26, 1999	4	Paul	North Carolina	Fayetteville - HUBZone program at Women's Business Ctr event	
August 27, 1999	5	Gray	Illinois	News conference w/ Cong Danny Davis to announce HUBZone rollout at Sept Procurement Conf.	approved
August 27, 1999	5	Gray	Columbus	Dayton - "hands on computer session" w/ Cong Tony Hall (HUBZone tie??)	
August 27, 1999	3	Kirkland	Virginia	Chesterfield Co. Block Grant Office will sponsor a seminar on the HUBZone program. Cong Bliley and Sisisky will be invited.	
August 27, 1999	5	Gray	Cleveland	Press conference and event w/8 Congressional delegations - budget for 2 events est \$2500-\$2900	approved
August 27, 1999	3	Kirkland	West Virginia	Flatwoods - Conf to market HUBZone program. Senators Byrd and Rockefeller, Cong Wise invited.	
August 27, 1999	3	Kirkland	Philadelphia	Will invite all 8(a) and other businesses that can be identified in the HUBZones to a meeting in the District Office or to a location in one of the Hubzones. SBA will discuss the HUBZone Empowerment Contracting Program and provide assistance in completing application forms during the morning. In the afternoon we will visit a newly certified HUBZone business that was assisted by the Temple SBDC in completing the application. The business has submitted two bids for Hubzone contracts. The first bid opening is scheduled for August 4th. At the time of our visit we hope to have a final determination on the contract award. Congressmen Brady and Fattah , community organizations and the press will be invited to attend one or both sessions. Should the contract be awarded to this 8(a) firm, we will have the perfect opportunity to publicize the HUBZone program.	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
August 29, 1999	2	Bettridge	New York City	HUBZone rollout w/ Cong Meeks	
August 30, 1999	5	Gray	Illinois	Peoria - HUBZone rollout w/ Cong LaHood Richmond - Metropolitan Business League will sponsor seminar on HUBZone program. Cong Bliley will be invited	approved
August 30, 1999	3	Kirkland	Virginia	Newport - trying to plan a HUBZone rollout event to coincide with the Regional Mtg.	
August 30-31, 1999	1	McGowan	Rhode Island		
August 31, 1999	3	Kirkland	Virginia	Roanoke - Chamber of Commerce will sponsor HUBZone program. Cong Goodlatte will be invited.	
August 31, 1999	4	Paul	Mississippi	Itta Bena - HUBZone presentation at Mid-Delta One Stop Capital Shop at MS Valley State Univ	
August 31, 1999	10	Sorensen	WA	Tacoma - HUBZone rollout w/ Cong Norm Dicks on Puyallup Indiana Reservation Working w/Office of Miami-Dade Mayor Alex Penelas to support aspiring entrepreneurs and small businesses located in the Empowerment Zone (HUBZone located with EZ). Keeping field offices of Congressional delegation informed.	
ongoing	4	Paul	South Florida	Since there is only 1 certified HUBZone firm in SC, DO recommends initial HUBZone efforts involve assisting in the training of indiv contracting officers at the various activities. Proposes sessions to be held in Columbia, Charleston, Beaufort, and Sumter. \$1,200 requested to cover travel, per diem, printing, copying and misc expenses.	
August, 1999	4	Paul	South Carolina	Workshop w/Dept of Army @ Ft. McCoy on HUBZones and surety bonding - pos involvement w/Repr Kind	approved
Aug or Sept 1999	5	Gray	Wisconsin	Patterson - Press conf w/ Cong Pascrell to announce HUBZone initiative	
September 1, 1999	2	Bettridge	New Jersey	Vancouver - HUBZone training w/ Cong Baird	
September 1, 1999	10	Sorensen	Washington	Minneapolis - HUBZone program at the BIC - Congressionals invited	
September 2, 1999	5	Gray	Minnesota		

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
September 8, 1999	8	Piper	Wyoming	Riverton - HUBZone workshop in conjunction w/Chamber of Commerce mtg	
September 9, 1999	10	Sorensen	Alaska	Anchorage - Working w/the Procurement Technical Asst Ctr to hold "Women's Dollars and Sense" workshop - HUBZones are a portion of the program. HUBZone presentation to Fremont Co	
September 9, 1999	8	Piper	Wyoming	Commissioner's Mtg includes small businesses and media	
Week of Sept 13	4	Paul	Mississippi	Jackson - HUBZone presentation to City of Jackson/SBA Conference	
September 15, 1999	8	Piper	Colorado	HUBZone presentation at Economic Empowerment Breakfast	
September 17, 1999	4	Paul	Arkansas	Pine Bluff - Grand opening of Women's Business Ctr will promote HUBZone program	
September 17, 1999	8	Piper	Utah	HUBZone rollout event incl press conf and walking tour w/Cong Merrill Cook	
September 20, 1999	5	Gray	Cleveland	Toledo - press conf and HUBZone rollout. Sched around Cong Kaptur's sched	
September 21, 1999	5	Gray	Wisconsin	Milwaukee - HUBZone and SDB workshop at Governor's Conf on Minority Business	
September 27, 1999	1	McGowan	Connecticut	Middletown - Seminar on HUBZones and New Markets w/ Cong Gejdenson	
September, 1999	8	Piper	Colorado	Will present HUBZone information to an Economic Empowerment Breakfast	
September, 1999	8	Piper	Colorado	Will present HUBZone information to CO Assoc of Govt Guaranteed Lenders	
TBD	9	Canales	Arizona	Plans 4 additional HUBZone informational meetings around state in thru Labor Day	
TBD	6	Guerrero	Dallas	Plans a HUBZone seminar and business walk through - checking Congressman Johnson's availability	

US Small Business Administration
HUBZone Rollout Events

Date	Region	RA	District Office	HUBZone Rollout Event	Funding
TBD	1	McGowan	New Hampshire	Plans 2 rollout press events in HUBZones followed by training sessions for enterprises located in the zones. Working w/their Congressionals for participation	
TBD	3	Kirkland	Delaware	Planning a walking tour of a HUBZone w/Congressionals	
TBD	9	Canales	Fresno, CA	Training/seminar for public on HUBZone program Monterey Co. - planning a HUBZone event w/ Cong Sam Farr	
TBD	9	Canales	Fresno, CA	At Ft Drum in Watertown, NY - W/ Cong McNulty - Planning press conference and meeting	
TBD	2	Bettridge	Syracuse, NY	w/contractors Planning HUBZone rollout w/ Congressionals, state and local officials	
TBD	6	Guerrero	Louisiana	Planning HUBZone rollout w/ Congressionals, state and local officials	
TBD	6	Guerrero	Louisiana	Louisville - HUBZone program at Louisville Urban League mtg	
TBD	4	Paul	Kentucky		

U.S. Small Business Administration



Fax Transmission Cover Sheet

The U.S. Small Business Administration offers opportunities for all Americans to start, build and grow their own businesses into the 21st century.

To: Mary SmithOrganization: WHITE HOUSEPhone: (202) 456-5571 Fax: (202) 456-7431Date: 8/13/99 Time: _____Number of Pages (including this page): 4From: RHONDA WhitingOffice: SBAPhone: (406) 58-1480 Fax: (406) 721-1494Message: FYI We finally fixedthe language whichexcluded Tribes fromfully participating inthe HUBZone program.Rhonda* This will be BLAST FAXEDto NCAI members.

Note: Be aware fax machines using thermal paper produce an unstable image which will deteriorate. Copy messages onto plain paper prior to filing as a record!

Did you know that in fiscal year the SBA –

- maintained a guaranteed-loan portfolio of more than \$29 billion in loans to 200,000 small businesses that otherwise would not have had access to capital?
- backed over 49,400 loans totaling a record \$10.9 billion to America's small businesses?
- made a record 2,700 investments worth \$2 billion through its venture capital program?
- provided a record 50,000 loans totaling \$1 billion to disaster victims for residential, personal property and business losses?
- extended management and technical assistance to nearly 900,000 small businesses through 12,400 Service Corps of Retired Executive volunteers and approximately 1,000 small business development center locations?
- assumed a leadership role in the President's Welfare-to-Work Initiative by encouraging entrepreneurship and linking small business with potential employees?

Did you know that America's 23 million small businesses –

- employ more than 50 percent of the private workforce.
- generate more than half of the nation's gross domestic product, and
- are the principal source of new jobs?

Call us at 1-800-U-ASK-SBA
or visit our website at www.sba.gov

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SBA Form 959 (04/98) Previous editions are obsolete.



HUBZone Empowerment Program and Native American Tribes

Overview:

The HUBZone Empowerment Contracting program provides federal contracting opportunities for qualified small businesses located in distressed areas. Fostering the growth of these federal contractors as viable businesses, for the long term, helps to empower communities, create jobs, and attract private investment.

Program History

The HUBZone Empowerment Contracting program was enacted into law as part of the Small Business Reauthorization Act of 1997. The program falls under the auspices of the U.S. Small Business Administration. The program encourages economic development in historically underutilized business zones - "HUBZones" - through the establishment of preferences.

SBA's Hubzone program is in line with the efforts of both the Administration and Congress to promote economic development and employment growth in distressed areas by providing access to more Federal contracting opportunities.

Native American Tribes and U.S. Citizenship

Pursuant to the HUBZone Act, a person(s) that owns and controls a HUBZone entity must also be a United States citizen. Native American Tribes are not specifically defined as United States citizens by federal statute. Therefore, the issue was raised whether for purposes of the HUBZone program are Native American Tribes eligible to participate in the program.

The SBA's position is that Native American Tribes are eligible to participate in the HUBZone program and will accept HUBZone applications from these tribes. To date we have received four applications where one application has been approved and three are currently in the review process.

Our program is new and we encourage Native American Tribes located in HUBZone tracks to apply for participation in the HUBZone Empowerment Contracting program. For further information, please contact the SBA web page at www.sba.gov.

See also the following "Facts About the HUBZone Empowerment Contracting Program".

Facts About HUBZone Empowerment Contracting Program

Contract Benefits

There are three types of HUBZone contracts:

- ***Competitive*** HUBZone contracts can be awarded if the contracting officer has a reasonable expectation that at least two qualified HUBZone small businesses will submit offers and that the contract will be awarded at a fair market price.
- ***Sole-source*** HUBZone contracts can be awarded if the contracting officer does not have a reasonable expectation that two or more qualified HUBZone small businesses will submit offers, determines that the qualified HUBZone small business is responsible, and determines that the contract will be awarded at a fair price
- ***Full and open*** competition contracts can be awarded with a price evaluation preference. The offer of the HUBZone small business must not be above 10 percent higher than the offer of the non-HUBZone/non-small business.

Other Benefits

- Eligible HUBzone firms can qualify for higher SBA-guaranteed surety bonds on construction and service contract bids.
- Firms in Empowerment Zones and Enterprise Communities (EZ/EC) can also benefit from employer tax credits, tax-free facility bonds, and investment tax deductions.

Requirements

To qualify for the program, a small business must meet the following criteria.

- Its principal office must be located within a "Historically Underutilized Business Zone," which includes lands on federally recognized Indian reservations;
- It must be owned and controlled by one or more U.S. Citizens; and
- At least 35% of its employees must reside in a HUBZone.

Existing businesses that choose to move to qualified areas are eligible. To fulfill the requirement that 35% of a HUBZone firm's employees reside in the HUBZone, employees must live in a primary residence within that area for at least 180 days or be a currently registered voter in that area.

***Employment and Enterprise:
Opportunity for New Market Communities***

Locating Eligible Areas

Computer mapping software available on SBA's website allows firms to search a database to determine whether or not they are located in a qualified HUBZone. The system allows searches by address, county, or town and displays metropolitan areas, Indian reservations, and areas that qualify by income, unemployment rate, or both.

Applying to the Program

To apply, companies are encouraged to use the electronic application directly on the HUBZone website, although applicants can also submit a paper copy to SBA headquarters in Washington, D.C. Applicants can download the paper version from the website or obtain it from any local SBA district office.

Participating Federal Agencies

After September 30, 2000, the program will apply to all federal departments and agencies. Until then, it applies only to the procurements of these listed:

- U.S. Department of Agriculture (USDA)
- U.S. Department of Defense (DOD)
- U.S. Department of Energy (DOE)
- U.S. Department of Health and Human Services (HHS)
- U.S. Department of Housing and Urban Development (HUD)
- U.S. Department of Transportation (DOT)
- U.S. Department of Veterans Affairs (VA)
- U.S. Environmental Protection Agency (EPA)
- U.S. General Services Administration (GSA)
- U.S. National Aeronautics and Space Administration (NASA)

The HUBZone program was enacted into law as part of the Small Business Reauthorization Act of 1997. The SBA regulates and implements the program, determines which businesses are eligible to receive HUBZone contracts, maintains a listing of qualified HUBZone small businesses federal agencies can use to locate vendors, and adjudicates protests of eligibility to receive HUBZone contracts. To search for eligible HUBZone businesses, contracting officers can use SBA's Procurement Marketing and Access Network (PRO-Net).

For additional information:
U.S. Small Business Administration
 HUBZone Empowerment Contracting Program
 409 Third Street, S.W. - 8th Floor
 Washington, D.C. 20416
 Phone: 202-205-8885 - Fax: 202-205-7167
 Website: www.sba.gov/hubzone
 E-mail: HUBZone@sba.gov



Betsy.Kim@sba.gov
08/17/99 04:40:45 PM

Robert Smith

Record Type: Record

To: Lisa Green/OPD/EOP
cc: Millicent.Hodge@sba.gov
Subject: Hubzones announcement

Lisa -- the event with the Mayor was today! following are (1) media advisory and (2) press release on the announcement.

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SBA Administrator Alvarez Announces
8,000 Small Business HubZones Nationwide

WHO: Aida Alvarez, Administrator, U.S. Small Business Administration
Member of the President's Cabinet

WHAT: Today, U.S. Small Business Administration (SBA) Administrator Aida Alvarez will announce in Washington, DC, the special designation of over 8,000 HUBZone locations around the country. In addition to the announcement in Washington, DC, over 100 events have been scheduled around the nation in local communities to celebrate the HUBZone initiative.

WEBSITE: www.sba.gov/hubzone/

WHEN: Tuesday, August 17, 1999

Event: 1 p.m. - 3:45 p.m.
Best Time for Visuals: 2 p.m. - 3:00 p.m.

INTERVIEWS: For one-on-one interviews, contact Al Stubblefield at (202) 365-8526.

Telephone interviews available today.

WHERE: Matthews Memorial Baptist Church, Fellowship Hall
2616 Martin Luther King, Jr. Avenue, SE
Washington, DC 20020

NOTE: The HUBZone Empowerment Contracting Program is designed to stimulate economic development by providing federal contracting opportunities to small businesses located in eligible areas. A

HUBZone is an "historically underutilized business zone." Eligible areas cover more than 7,000 urban census tracts, 900 rural areas and every federally recognized Native American reservation.

The HUBZone Empowerment Contracting Program is a

"place-based" federal contracting program serving New Markets communities with low income or high unemployment. The program provides both federal prime contract and subcontract benefits.

The federal government purchases about \$200 billion worth of goods and services annually. Congress has set a goal of 3 percent of the total value of all prime contracts for HUBZone contract opportunities, phased in over five years. The program's goal in FY 99 is 1 percent, or roughly \$2 billion. The goal increases in each subsequent year to almost \$6 billion in FY 2003.

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SBA ADMINISTRATOR ALVAREZ ROLLS OUT NEW NATIONAL HUBZone PROGRAM

Joins D.C. officials for town meeting on economic development

WASHINGTON - The head of the U.S. Small Business Administration (SBA), Aida Alvarez, joined District of Columbia Delegate Eleanor Holmes-Norton, Mayor Anthony Williams and Councilwomen Charlene Drew-Jarvis and Sandra Allen in launching a national effort to help distressed communities through a new government contracting initiative, the HUBZone Empowerment Contracting Program. HUBZone refers to Historically Underutilized Business Zones.

"The HUBZone program is going to be a real economic boost for people and places that have not fully participated in our current prosperity," said Administrator Alvarez. "I am pleased to be able to kick off our national outreach effort here in the nation's capital. The HUBZone program is about creating jobs, and keeping them in the community."

Administrator Alvarez made the remarks during an SBA-sponsored town hall meeting on economic development attended by area residents and business owners. There are 84 census tracts within the District that qualify as federal HUBZones. Census tracts are areas that range in population from 2,000 to 8,000 persons.

The SBA is launching this educational effort to tell small business owners how they can qualify for HUBZone designation and what the benefits are. The event in the nation's capital is just one of many that will take place around the country during the next several weeks.

Nationally, HUBZones are located in more than 7,000 urban census tracts, in 900 rural counties, and on every federally recognized Native American reservation.

Increased contracting activity by HUBZone firms is seen as a way to promote private-sector investment in distressed communities and create several thousand new jobs as the program takes hold. The new workers will be employed by qualified small businesses located in HUBZones, which are areas of generally low income and high unemployment.

Under the HUBZone legislation, many federal contracts are more likely to be awarded to small businesses in HUBZones. To qualify, a small business' principal office must be in a HUBZone and at least 35 percent of its employees must reside in a HUBZone. The firm must also be completely owned and controlled by U.S. citizens. Contracts reserved for HUBZone firms can be awarded through competition limited to qualified HUBZone firms or on a sole-source basis. Another option allows contracting officers to give HUBZone firms a price preference in bidding open to non-HUBZone firms.

The goal of the HUBZone program is to reach three percent of all federal contracting by fiscal year 2003, or almost \$6 billion. That percentage will then remain fixed at that level.

The SBA has created an interactive Internet web page that provides detailed information and identifies HUBZones by state, county and specific address. Applications for certification also can be downloaded. The Website is at www.sba.gov/hubzone.

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