

**PRIORITY CALLS FOR GENE SPERLING TO MAKE
FOR NEW MARKETS Announcement of Sites
Prior to PRESS ANNOUNCEMENTS**

Alternative if Gene Can not Call by COB	Key Contact	Phone Number	Talking Points/Background
Minyon Moore	Jesse Jackson Operation Rainbow PUSH Washington, DC	202-333-5270	- You may want to talk with Jackson about what role he would suggest for the Wall Street Project and Rainbow/PUSH in the context of the President's planned stop. - As you know, he will be particularly interested in Mississippi and Appalachia.
Call from Kaplan to Assistant And call from OPL to Wash. Rep	Dick Huber CEO Aetna Hartford, CT	860-273-4085 Letter sent 5/19 Huber Participated in 5/11 trip	- Huber has been personally involved in revitalizing Hartford. - Was hopeful that POTUS would travel to Hartford -- had sent in a proposal outlining MetroHartford Investment Fund, which would raise \$100 million to support local economic development.
Call from Kaplan to assistant: Rebecca Culbersome Or Call from Green to SVP Webber	Franklin Raines CEO Fannie Mae Washington, DC	202-752-7380 Letter sent 5/19 Participated in 5/11 meeting on New Markets	- Pine Ridge -- According to Phil Webber, SVP at Fannie Mae, Raines has signed off on an equity investment announcement that could be made at Pine Ridge. - Also Fannie Mae is a key business partner in several EZs: Columbus, OH, El Paso, TX, Minneapolis, MN, Boston, MA, and Miami, FL. Would they be willing to make announcements connected to these communities or in any of there other 33 Partnership Offices throughout the country.
	Sandy Weill Co-CEO Citigroup New York, NY	212-793-8888 Letter sent 5/19 Weill participated in 5/11 trip to Atlanta	- Sandy Weill is very interested in participating fully in the Initiative. - As you know, he will be very excited to learn we are coming to Anaheim. - Commerce will be helping us to coordinate the activities in Anaheim with the President's visit. We may want to ask if there are any investment announcements related to other sites that Weill would be interested in making.
	John McCoy CEO Bank One Columbus, OH	800-654-7998 Sent letter 5/29	- Bank One is involved with several groups in financing the Appalachia Ohio Development Fund, which will provide equity funding and technical assistance to small businesses throughout southern Ohio. - We may want explore if BancOne would be interested in making announcements about its Southern Ohio investments in Kentucky as part of our focus on Appalachia. - BancOne also recently merged with First Chicago and may be interested in making announcements in either Chicago or St. Louis which will now be part of its territory.

Call from Kaplan or Maria to Cathy Bessant	Hugh McColl CEO BankAmerica Charlotte, NC	704-386-5000 Letter sent 6/4 Lisa Green has met with BA staff	• Vicki Tassan, an SVP for Community Development Banking in Washington DC, who reports to Cathy Bessant met with Lisa Green and OPL earlier this month and indicated that Chicago and St. Louis were two cities in which Bank of America would be willing to make a national announcement. • Bank of America also contributed \$3M to Multibank, a The Multibank Arizona Community Development Corporation which we would highlight in our visit to Arizona. • Bank of America is very active in community development --- through the Intermediary Financing program, they have invested in 12 minority-owned banks, helping them raise their capital base and spur economic development. • They have a CDFI initiative which leverages capital through community banks, credit unions, development corporations and micro-enterprise loan funds. • They also have a program known as Rural 2000 Community Development Initiative to help increase development in rural LMIs and Native American trust lands. • They are also a leader in SBA bank lending and a designated SBA Preferred Lender.
Call from Kaplan to Mark Williss	Walter Shipley CEO Chase Manhattan New York, NY	212-270-1380 Letter sent 5/19	• Chase Manhattan would have been one of the lead participants in the New York BusinessRoundtable BusinessLINC Announcement. They will probably be very dissapointed that we are not going to New York. We may want to encourage Harrison's being part of the delegation, particularly if we go to Chicago. • Mark Williss who will be replacing Carol Parry made a direct call to Lisa Green, requesting that New York City be strongly considered. He also indicated that Chase may be less willing to be involved in the trip if there is no New York City component. We need to offer some opportunity to highlight a Chase program such as those outlined below in other parts of the country. • The Chase program Community Business Partners is a partnership with 12 CDFIs to purchase participations in small business loans. There may be a way we can connect a potential Chase announcement about CDFI's to our visit in Arizona or Chicago, although these cities are not in their territory. • Chase joined with the SBA and the National Community Investment Coalition to launch <i>Community Express</i>, a program designed to help underserved small businesses obtain loans. CMB will adopt streamlined loan processing and approval procedures for LMI areas. Loan amounts can range up to \$250,000. We might highlight this success story in some way as part of our communications package. • SBA also indicated that Chase is creating a new program in the Mississippi Delta connecting senior bank officers with women & minority small business owners.

ATHENS COUNTY, OHIO

District 6

- Cities in County: Athens, Nelsonville
- largest district in the state
- Clinton carried Athens county with more than 50% of the vote
- 7 of the 8 poorest counties in the state are in the 6th district

District 6 Population: 570,901
Athens County Population: 59,549
Athens City Population: 21,265

District Demographics:

White: 97.1%
Black: 2.1%
American Indian: .2%
Asian: .5%
Hispanic: .4%

District 6 Representative: Ted Strickland (D)
Ohio Senators: George V. Voinovich (R)
Mike DeWine (R)

COAHOMA COUNTY, MISSISSIPPI

District 2

- Cities: Clarksdale, Greenville
- Clinton took 58% in 1992
- Greenville is the largest city in the 2nd District

District 2 Population: 514, 845
Coahoma County Population: 31,665
Clarksdale Population: 19,717
Greenville Population: 45, 226

District Demographics:

White: 36.6%
Black: 63.0%
American Indian: .1%
Asian: .3%

Representative: Bennie G. Thompson (D)
Senators: Thad Cochran (R)
Trent Lott(R)

CHICAGO, ILLINOIS

District 7

- downtown, west side
- comprised of downtown business district as well as poorest minority neighborhoods
- west side neighborhoods define Chicago ghetto life
- district is reliably democratic

District 7 populaton: 571,530

Poverty: 25.9%

Median Family Income: 28,513

White: 29%

Black: 65.6%

American Indian: .1%

Asian: 3.2%

Representative: Danny K. Davis (D)

Senators Peter G. Fitzgerald (R)

Richard J. Durbin (D)

NEW MARKETS Political/Corporate Call Sheet Notification Pre Press Announcement

1. Pine Ridge

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Sen. Tom Daschle (D-SD)	Leg. Affairs	A-1 Call to be made by Podesta who will ask Daschle to call Tribal president Harold Salway
Tribal President Harold Salway	Daschle/Leg Affairs	A-2 Call to be made by Daschle Leg Affairs will coordinate confirmation that Harold Salway has been contacted by Daschle
Sen. Tim Johnson (D-SD)	Leg. Affairs	A-3 Call to be made by Janet or Larry
Gov. William Janklow (R)	Intergovernmental	A-1 Call to be made by Patrice or Fred
Rep. John R. Thune (R-SD, at large)	Leg. Affairs	B Call
Franklin Raines Fannie Mae	OPL	A call for Gene Sperling to make
Norwest Mortgage	OPL	Gene to call upon return from Europe
Steve Case AOL	OPL	Gene to call upon return from Europe

2. Phoenix, AZ (Maricopa County)

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Rep. Ed Pastor (D-AZ,2)	Leg. Affairs	A-1 Call to be made by Maria Ecahveste
Supervisor Mary Rose Wilcox (D-Maricopa County Bd.)	Intergovernmental	A-2 Call to be made by Mickey or Fred
Mayor Skip Rimsza (R)	Intergovernmental	A-3 Call to be made by Fred
Gov. Jane Dee Hull (R)	Intergovernmental	A-4 Call to be made by Fred
Atty General Janet Napolitano (D)	Intergovernmental	B
State Senator Joe Eddie Lopez (D-Maricopa County)	Intergovernmental	B
Chairman Janice K. Brewer, (R-Maricopa County Bd.)	Intergovernmental	B
Sen. John McCain (R-AZ)	Leg. Affairs	B
Sen. John Kyl (R-AZ)	Leg. Affairs	B
Rep. Matt Salmon (R-AZ,1)	Leg. Affairs	B
Rep. John Shadegg (R-AZ,4)	Leg. Affairs	B
Rep. J.D. Hayworth (R-AZ)	Leg. Affairs	B
Hugh McColl Bank of America	OPL	Gene to call

3. Los Angeles, CA (LA County)

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Sen. Diane Feinstein	Legislative Affairs	A-1 Call to be made by Larry Stein
Governor Gray Davis (D)	Intergovernmental	A-2 Call to be made by Fred or Mickey
Rep. Lucille Roybal-Allard (D-CA,33)	Leg. Affairs	A-3 Call to be made by Janet
Sen. Barbara Boxer (D-CA)	Leg. Affairs	A-4 Call to be made by Tracey
Supervisor Yvonne Burke (D-LA County)	Intergovernmental	A-5 Call to be made by Barbara or Patrice
Supervisor Gloria Molina (D-LA County)	Intergovernmental	B
Speaker Antonio Villarigosa (D)	Intergovernmental	B
Mayor Richard Riordan (R)	Intergovernmental	B – Call to be made by Barbara or Mickey
Lt. Governor Cruz Bustamante (D)	Intergovernmental	B
Rep. Brad Sherman (D-CA,24)	Leg. Affairs	B
Rep. Howard “Buck” McKeon (R-CA,25)	Leg. Affairs	B
Rep. Howard Berman (D-CA, 26)	Leg. Affairs	B
Rep. James Rogan (R-CA,27)	Leg. Affairs	B
Rep. Henry Waxman (D-CA,29)	Leg. Affairs	B
Rep. Xavier Becerra (D-CA,30)	Leg. Affairs	B
Rep. Matthew Martinez (D-CA,31)	Leg. Affairs	B
Rep. Julian Dixon (D-CA,32)	Leg. Affairs	B
Rep. Maxine Waters (D-CA, 35)	Leg. Affairs	B
Rep. Steven Kuykendall (R-CA, 36)	Leg. Affairs	B
Rep. Juanita Millender-McDonald (D-CA, 37)	Leg. Affairs	B
Rep. Steve Horn (R-CA, 38)	Leg. Affairs	B
Rep. Edward Royce (R-CA, 39)	Leg. Affairs	B
Rep. Gary Miller (R-CA, 41)	Leg. Affairs	B
Rep. Dana Rohrabacher (R-CA, 45)	Leg. Affairs	B
Rep. Loretta Sanchez (D-CA,46)	Leg. Affairs	B
Rep. Christopher Cox (R-CA, 47)	Leg. Affairs	B
Sandy Weill, Citigroup	OPL	A Call for Gene Sperling
Jim Kelly,UPS	OPL	Gene to call upon return from Europe

4. Chicago, IL (Cook County)

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Mayor Richard Daley (D)	Intergovernmental	A-1 Call to be made by Mickey
Governor George H. Ryan (R)	Intergovernmental	A-2 Call to be made by Larry or Janet
President John Stroger Cook, CO. Bd of Comissioners (D)	Intergovernmental	A- 3 Call to be made by ??????????
Speaker Mike Madigan (D)	Intergovernmental	B
Sen. Dick Durbin (D)	Leg. Affairs	B
Sen. Fitzgerald (D)	Leg. Affairs	B
Rep. Bobby Rush (D-IL,1)	Leg. Affairs	A
Rep. Jesse Jackson, Jr. (D-IL, 2)	Leg. Affairs	A
Rep. Willian Lipinski, (D-IL,3)	Leg. Affairs	B
Rep. Luis Guterrez (D-IL,,4)	Leg. Affairs	B
Rep. Rod Blagojevich (D-IL, 5)	Leg. Affairs	B
Rep. Henry Hyde (R-IL, 6)	Leg. Affairs	B
Rep. Danny Davis (D-IL, 7)	Leg. Affairs	A
Rep. Janice Schakowsky (D-Il, 9)	Leg. Affairs	B
Rep. John Edward Porter (R-IL, 10)	Leg. Affairs	B
Rep. Jerry Weller (R-IL, 11)	Leg. Affairs	
Hugh McColl Bank of America	OPL	A for Gene Sperling

5. East St. Louis, IL (St. Clair County) and St. Louis

East St. Louis

Key Contact	Department Assigned	Comments
Governor Mel Carnahan (D)	Intergovernmental	A-4 Call to be made by Mickey
Mayor Clarence Harmon (D)	Intergovernmental	A-3 Call to be made by Barbara and Patrice
President Pro Tem Ed Quick	Intergovernmental	B
House Speaker Steve Gaw (D)	Intergovernmental	B
Sen. John Ashcroft (R-MO)	Leg. Affairs	B
Sen. Kit Bond (R-MO)	Leg. Affairs	B
Rep. William Clay (D-MO,1)	Leg. Affairs	B
Rep. Richard Gephardt (D-MO,3)	Leg. Affairs	A-5 Call to be Made by Chuck Brain

East St. Louis

Key Contact	Department Assigned	Comments
Mayor Debra Powell – newly elected	Intergovernmental	A-1 Call to be made by Barbara
Governor George H. Ryan (R)	Intergovernmental	B
Speaker Mike Madigan (D)	Intergovernmental	B
Sen. Dick Durbin (D-IL)	Leg. Affairs	B
Sen. Fitzgerald (D-IL)	Leg. Affairs	B
Rep. Bobby Rush (D-IL,1)	Leg. Affairs	B
Rep. Jesse Jackson, Jr. (D-IL,2)	Leg. Affairs	B
Rep. William Lipinski (D-IL,3)	Leg. Affairs	B
Rep. Luis Gutierrez(D-IL,4)	Leg. Affairs	B
Rep. Rod Blagojevich(D-IL,5)	Leg. Affairs	B
Rep. Henry Hyde (R-IL,6)	Leg. Affairs	B
Rep. Danny Davis (D-IL,7)	Leg. Affairs	B
Rep. Janice Schakowsky (D-IL,9)	Leg. Affairs	B
Rep. John Edward Porter (R-IL,10)	Leg. Affairs	B
Rep. Jerry Weller (R-IL,11)	Leg. Affairs	B
Hugh McColl Bank of America	OPL	A Call for Gene Sperling

5. Nelsonville, OH(Athens County)

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Rep. Ted Strickland (D-OH,6)	Leg. Affairs	A-1 Call to be Made by ???????
Mayor/Council President Tom Steenrod	Intergovernmental	B
Governor Bob Taft II (R)	Intergovernmental	B
President William H. Theisen, Board of County Commissioners	Intergovernmental	B
Sen. DeWine (R-OH)	Leg. Affairs	B
Sen. Voinovich (R-OH)	Leg. Affairs	B
John McCoy CEO,BancOne	OPL	A Call to be made by Gene Sperling
Frank Newman Bankers Trust	OPL	A Call to be made by Gene Sperling

6. Kentucky Highlands, KY

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Governor Paul Patton (D)	Intergovernmental	A-1 Call to be made by Mickey or Fred
Sen. McConnell (R-KY)	Leg. Affairs	B
Sen. Jim Bunning (R-KY)	Leg. Affairs	B
Rep. Anne Northup (R-KY,3)	Leg. Affairs	B
John McCoy BancOne	OPL	A Call to be made by Gene Sperling
Frank Newman Bankers Trust	OPL	A Call to be made by Gene Sperling

8. Clarksdale, Greenville, or Greenwood, MS

<i>Key Contact</i>	<i>Department Assigned</i>	<i>Comments</i>
Richard M. Webster, Jr. (Clarksdale/Coahoma County)	Intergovernmental	A-2 Call to be made by ????
Mayor Paul Artman, Jr. (Greenville/Washington County)	Intergovernmental	B
Mayor TBD (Greenwood/Leflore County)	Intergovernmental	B
Atty General Mike Moore (D)	Intergovernmental	A-2 Call to be made by ?????
Sen. Trent Lott (R-MS)	Leg. Affairs	B
Sen. Thad Cochran (R-MS)	Leg. Affairs	B
Rep. Bennie Thompson (D-MS,2)	Leg. Affairs	A-1 Call to be made by Chuck Brain
Joseph Black Program Director Southern Development Bancorporation	OPL	Call to be made by Gene upon return to Europe
Duane Ackerman BellSouth	OPL	Call to be made by Gene upon return to Europe

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Mayor Skip Rimsza (R)	Intergovernmental	A-3 Call to be made by Fred
Gov. Jane Dee Hull (R)	Intergovernmental	A-4 Call to be made by Fred
Atty General Janet Napolitano (D)	Intergovernmental	B
State Senator Joe Eddie Lopez (D-Maricopa County)	Intergovernmental	B
Chairman Janice K. Brewer, (R-Maricopa County Bd.)	Intergovernmental	B
Sen. John McCain (R-AZ)	Leg. Affairs	B
Sen. John Kyl (R-AZ)	Leg. Affairs	B
Rep. Matt Salmon (R-AZ,1)	Leg. Affairs	B
Rep. John Shadegg (R-AZ,4)	Leg. Affairs	B
Rep. J.D. Hayworth (R-AZ)	Leg. Affairs	B
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Sen. Barbara Boxer (D-CA)	Leg. Affairs	A-4 Call to be made by Tracey
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Speaker Antonio Villarigosa (D)	Intergovernmental	B
Mayor Richard Riordan (R)	Intergovernmental	B – Call to be made by Barbara or Mickey
Lt. Governor Cruz Bustamante (D)	Intergovernmental	B
Rep. Brad Sherman (D-CA,24)	Leg. Affairs	B
Rep. Howard “Buck” McKeon (R-CA,25)	Leg. Affairs	B
Rep. Howard Berman (D-CA, 26)	Leg. Affairs	B
Rep. James Rogan (R-CA,27)	Leg. Affairs	B
Rep. Henry Waxman (D-CA,29)	Leg. Affairs	B
Rep. Xavier Becerra (D-CA,30)	Leg. Affairs	B
Rep. Matthew Martinez (D-CA,31)	Leg. Affairs	B
Rep. Julian Dixon (D-CA,32)	Leg. Affairs	B
Rep. Maxine Waters (D-CA, 35)	Leg. Affairs	B
Rep. Steven Kuykendall (R-CA, 36)	Leg. Affairs	B
Rep. Juanita Millender-McDonald (D-CA, 37)	Leg. Affairs	B
Rep. Steve Horn (R-CA, 38)	Leg. Affairs	B
Rep. Edward Royce (R-CA, 39)	Leg. Affairs	B
Rep. Gary Miller (R-CA, 41)	Leg. Affairs	B
Rep. Dana Rohrabacher (R-CA, 45)	Leg. Affairs	B
Rep. Loretta Sanchez (D-CA,46)	Leg. Affairs	B
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President John Stroger Cook, CO. Bd of Comissioners (D)	Intergovernmental	A- 3 Call to be made by ??????????
Speaker Mike Madigan (D)	Intergovernmental	B
Sen. Dick Durbin (D)	Leg. Affairs	B
Sen. Fitzgerald (D)	Leg. Affairs	B
Rep. Bobby Rush (D-IL,1)	Leg. Affairs	A
Rep. Jesse Jackson, Jr. (D-IL, 2)	Leg. Affairs	A
Rep. Willian Lipinski, (D-IL,3)	Leg. Affairs	B
Rep. Luis Guterrez (D-IL,,4)	Leg. Affairs	B
Rep. Rod Blagojevich (D-IL, 5)	Leg. Affairs	B
Rep. Henry Hyde (R-IL, 6)	Leg. Affairs	B
Rep. Danny Davis (D-IL, 7)	Leg. Affairs	A
Rep. Janice Schakowsky (D-IL, 9)	Leg. Affairs	B
Rep. John Edward Porter (R-IL, 10)	Leg. Affairs	B
Rep. Jerry Weller (R-IL, 11)	Leg. Affairs	
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President Pro Tem Ed Quick	Intergovernmental	B
House Speaker Steve Gaw (D)	Intergovernmental	B
Sen. John Ashcroft (R-MO)	Leg. Affairs	B
Sen. Kit Bond (R-MO)	Leg. Affairs	B
Rep. William Clay (D-MO,1)	Leg. Affairs	B
Rep. Richard Gephardt (D-MO,3)	Leg. Affairs	A-5 Call to be Made by Chuck Brain

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Sen. Dick Durbin (D-IL)	Leg. Affairs	B
Sen. Fitzgerald (D-IL)	Leg. Affairs	B
Rep. Bobby Rush (D-IL,1)	Leg. Affairs	B
Rep. Jesse Jackson, Jr. (D-IL,2)	Leg. Affairs	B
Rep. William Lipinski (D-IL,3)	Leg. Affairs	B
Rep. Luis Gutierrez(D-IL,4)	Leg. Affairs	B
Rep. Rod Blagojevich(D-IL,5)	Leg. Affairs	B
Rep. Henry Hyde (R-IL,6)	Leg. Affairs	B
Rep. Danny Davis (D-IL,7)	Leg. Affairs	B
Rep. Janice Schakowsky (D-IL,9)	Leg. Affairs	B
Rep. John Edward Porter (R-IL,10)	Leg. Affairs	B
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Mayor/Council President Tom Steenrod	Intergovernmental	B
Governor Bob Taft II (R)	Intergovernmental	B
President William H. Theisen, Board of County Commissioners	Intergovernmental	B
Sen. DeWine (R-OH)	Leg. Affairs	B
Sen. Voinovich (R-OH)	Leg. Affairs	B
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Sen. McConnell (R-KY)	Leg. Affairs	B
Sen. Jim Bunning (R-KY)	Leg. Affairs	B
Rep. Anne Northup (R-KY,3)	Leg. Affairs	B
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Mayor TBD (Greenwood/Leflore County)	Intergovernmental	B
Atty General Mike Moore (D)	Intergovernmental	A-2 Call to be made by ?????
Sen. Trent Lott (R-MS)	Leg. Affairs	B
Sen. Thad Cochran (R-MS)	Leg. Affairs	B
Rep. Bennie Thompson (D-MS,2)	Leg. Affairs	A-1 Call to be made by Chuck Brain
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**NEW MARKETS JULY TRIP
BUSINESS ORGANIZATIONS**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
A-1	Business Roundtable	Mead	Dana	202-872-1260	Maury, Sam	202-872-1260	202-466-3509
	Business Council	Cassidy	Philip	202-298-7650			
A-1	Hispanic Chamber	Herrera	George		Rivera, Maritza		
A-1	NAM	Jansinowski	Jerry	202-637-3000	Sullivan, Dianne	n/a	n/a
A-1	National Retail Federation	Pfister	Steve	202-783-7971	n/a	n/a	n/a
A-1	NYSE	Grasso	Richard	212-656-6000	Bair, Shelia	n/a	n/a
A-1	SBU	McCracken	Todd	202-293-8830	n/a	n/a	n/a
A-1	US Chamber of Commerce	Donahue	Tom	202-659-6000	n/a	n/a	n/a

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A-1	Hispanic Chamber	Herrera	George		Rivera, Maritza		
A-1	NAM	Jansinowski	Jerry	202-637-3000	Sullivan, Dianne	n/a	n/a
A-1	National Retail Federation	Pfister	Steve	202-783-7971	n/a	n/a	n/a
A-1	NYSE	Grasso	Richard	212-656-6000	Bair, Shelia	n/a	n/a
A-1	SBU	McCracken	Todd	202-293-8830	n/a	n/a	n/a
A-1	US Chamber of Commerce	Donahue	Tom	202-659-6000	n/a	n/a	n/a

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	Business Council	Cassidy	Philip	202-298-7650			
A-1	Hispanic Chamber	Herrera	George		Rivera, Maritza		
A-1	NAM	Jansinowski	Jerry	202-637-3000	Sullivan, Dianne	n/a	n/a
A-1	National Retail Federation	Pfister	Steve	202-783-7971	n/a	n/a	n/a
A-1	NYSE	Grasso	Richard	212-656-6000	Bair, Shelia	n/a	n/a
A-1	SBU	McCracken	Todd	202-293-8830	n/a	n/a	n/a
A-1	US Chamber of Commerce	Donahue	Tom	202-659-6000	n/a	n/a	n/a

NEW MARKETS JULY TRIP BUSINESS ORGANIZATIONS

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
A-1	Business Roundtable	Mead	Dana	202-872-1260	Maury, Sam	202-872-1260	202-466-3509
	Business Council	Cassidy	Philip	202-298-7650			
A-1	Hispanic Chamber	Herrera	George		Rivera, Maritza		
A-1	NAM	Jansinowski	Jerry	202-637-3000	Sullivan, Dianne	n/a	n/a
A-1	National Retail Federation	Pfister	Steve	202-783-7971	n/a	n/a	n/a
A-1	NYSE	Grasso	Richard	212-656-6000	Bair, Shelia	n/a	n/a
A-1	SBU	McCracken	Todd	202-293-8830	n/a	n/a	n/a
A-1	US Chamber of Commerce	Donahue	Tom	202-659-6000	n/a	n/a	n/a

**NEW MARKETS JULY TRIP
HI-TECH COMMUNITY**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
	Adobe Systems	Warnock	John				
A-1	American Business Council	Rogstad	Barry				
	Autodesk	Bartz	Carol				
	Bentley Systems	Bentley	Greg				
	Corel Corporation	Cowpland	Michael				
A-1	Data General Corporation	Skates	Ronald	508-898-6401			
	Filemaker	Goupil	Dominque				
A-2	Intel	Grove	Andy	408-765-8080			
	Intuit	Harris	Bill				
	Kleiner, Perkins, Caufield & Byers	Doerr	John	650-233-3353			
	Lotus Development	Papows	Jeff				
	Microsoft	Gates	Bill				
A-2	NCR Corporation	Nyberg	Lars	937-445-1575			
	Network Associates	Larson	Bill				
	Novell, Inc	Schmidt	Eric				
A-2	SGI	Belluzzo	Richard				
A-2	Sun Microsystems	McNealy	Scott	650-960-1300			
	Sybase	Chen	John				
	Symantec Corporation	Eubanks	Gordon				
A-2	Unisys	Weinbach	Lawrence	215-986-5612			
	Visio Corporation	Jaech	Jeremy				

**NEW MARKETS JULY TRIP
HI-TECH COMMUNITY**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
	Adobe Systems	Warnock	John				
A-1	American Business Council	Rogstad	Barry				
	Autodesk	Bartz	Carol				
	Bentley Systems	Bentley	Greg				
	Corel Corporation	Cowpland	Michael				
A-1	Data General Corporation	Skates	Ronald	508-898-6401			
	Filemaker	Goupil	Dominque				
A-2	Intel	Grove	Andy	408-765-8080			
	Intuit	Harris	Bill				
	Kleiner, Perkins, Caufield & Byers	Doerr	John	650-233-3353			
	Lotus Development	Papows	Jeff				
	Microsoft	Gates	Bill				
A-2	NCR Corporation	Nyberg	Lars	937-445-1575			
	Network Associates	Larson	Bill				
	Novell, Inc	Schmidt	Eric				
A-2	SGI	Belluzzo	Richard				
A-2	Sun Microsystems	McNealy	Scott	650-960-1300			
	Sybase	Chen	John				
	Symantec Corporation	Eubanks	Gordon				
A-2	Unisys	Weinbach	Lawrence	215-986-5612			
	Visio Corporation	Jaech	Jeremy				

**NEW MARKETS JULY TRIP
HI-TECH COMMUNITY**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
	Adobe Systems	Warnock	John				
A-1	American Business Council	Rogstad	Barry				
	Autodesk	Bartz	Carol				
	Bentley Systems	Bentley	Greg				
	Corel Corporation	Cowpland	Michael				
A-1	Data General Corporation	Skates	Ronald	508-898-6401			
	Filemaker	Goupil	Dominque				
A-2	Intel	Grove	Andy	408-765-8080			
	Intuit	Harris	Bill				
	Kleiner, Perkins, Caufield & Byers	Doerr	John	650-233-3353			
	Lotus Development	Papows	Jeff				
	Microsoft	Gates	Bill				
A-2	NCR Corporation	Nyberg	Lars	937-445-1575			
	Network Associates	Larson	Bill				
	Novell, Inc	Schmidt	Eric				
A-2	SGI	Belluzzo	Richard				
A-2	Sun Microsystems	McNealy	Scott	650-960-1300			
	Sybase	Chen	John				
	Symantec Corporation	Eubanks	Gordon				
A-2	Unisys	Weinbach	Lawrence	215-986-5612			
	Visio Corporation	Jaech	Jeremy				

**NEW MARKETS JULY TRIP
COMPANY UNIVERSE**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
B	Ace Hardware	Hodnik	David	630-990-6652	n/a	n/a	n/a
A-1	Aetna	Huber	Dick	860-273-0123	Parven, Scott	202-223-2821	202-331-4205
A-2	AFLAC	Amos	Daniel	706-323-3431	Mason, Keith	202-624-1200	202-624-1298
A-2	AIG	Greenberg	Maurice	212-770-7000	Johnson, Oakley	202-783-5690	202-783-6811
B	Allied Signal	Bossidy	Larry	973-455-6551	Cole, Kenneth	202-662-2650	202-662-2674
B	AllState	Liddy	Edward	847-402-5200	Bruse, Charles	202-835-8126	202-835-8227
A-2	American Airlines	Carty	Donald	817-963-1234	Ris, Will	202-496-5666	202-496-5660
A-2	American Express	Chenault	Kenneth	212-640-2000	Davis, Tim	202-624-0761	202-624-0775
A-1	Ameritech	Notebart	Richard	800-257-0902	Walsh, Dorothy	202-326-3800	202-326-3826
A-1	AT&T	Armstrong	Michael	212-387-5400	Wilner, Carol	202-457-7435	202-457-2258
A-2	AT&T Wireless	Hesse	Dan				
A-1	Bank Boston	Gifford	Charles	617-434-8225	Phillips, Deidra	617-434-5810	617-434-8905
A-1	Bank One	McCoy	John	312-732-4000	n/a	n/a	n/a
A-1	BankAmerica	McColl	Hugh	704-386-5000	Wackerle, Rex	202-383-3430	202-383-3475
A-1	Bankers Trust	Newman	Frank	212-250-2500	Jankowsky, Joel	202-887-4000	202-887-4288
A-1	Bell Atlantic	Seidenberg	Ivan	212-395-2122	Eve, Eric	202-336-7830	202-887-9195
A-2	Bell South						
A-1	BET	Johnson	Robert	202-608-2442	Bush, Antoinette	202-371-7000	202-393-5760
B	Black Enterprise Fund	Graves	Earl	212-242-8000	Caraway, Yolanda	n/a	n/a
A-2	Boeing	Condit	Phil	206-655-2121	Hansen, Chris	703-465-3602	703-558-9674
A-2	Broadway Video	Michaels	Lorne		n/a	n/a	n/a
A-2	Burger King	Malimatinas	Dennis	305-378-3143	Wexler, Anne	202-662-3709	202-638-7045
A-1	Chase Manhattan	Shipley	Walter	212-270-6000	McConnell, Robert	202-955-8500	202-467-0539
B	Chevron	Derr	Kenneth	415-894-7700	Cavanaugh, Phil	202-408-5800	202-408-5845
A-2	Cigna	Taylor	Wilson	215-761-1000	Harris, AJ	202-296-7174	202-296-2521
A-1	Citigroup	Weill	Sandy	212-559-1000	Andrews, Michael	202-879-6180	202-783-4460
A-2	Coca-Cola	Ivester	Douglas	404-676-2121	Anderson, Bryan	202-973-2663	202-466-2262

A-1	Compaq	Rosen	Ben	212-687-5115	Tasker, Joseph	202-962-3830	202-962-3838
B	ConAgra	Rohde	Bruce	402-595-4000	Baglien, Brent	202-223-5115	202-223-5118
A-2	Costco	Sinegal	James	425-313-8100	Graves, Robert	206-828-8100	206-828-2106
A-2	CSX	Snow	John	804-782-1400	Havens, Arnold	202-783-8124	202-783-5929
A-2	Daimler Chrysler	Eaton	Robert	248-576-5741	Liberatore, Rob	202-414-6747	202-414-6716
A-1	Data General Corporation	Skates	Ronald	508-898-6401			
A-2	Dayton Hudson	Ulrich	Robert	612-370-6948	Hale, James	612-370-6908	612-370-6565
A-2	Delta Airlines	Mullin	Leo				
A-1	Dell Computers	Dell	Michael	512-338-4400			
A-1	Disney	Eisner	Michael	818-560-1000	Cooke, John	818-560-7700	n/a
B	Dollar General	Turner	Cal	615-783-2000	n/a	n/a	n/a
B	Edison International	Bryson	John	626-302-1212	Liebman, Murray	202-383-2628	202-383-2505
A-2	El duPont	Holiday	CO	302-774-1000	Johnson, Nancie	202-728-3600	202-728-3649
B	Enron	Lay	Kenneth	731-853-6161	Hillings, Joseph	202-828-3360	202-828-3372
A-2	Exxon	Raymond	Lee	972-444-1000	Rouse, James	202-862-0200	202-862-0269
A-1	Fannie Mae	Raines	Franklin	202-752-7000	n/a	202-752-7000	202-752-4013
A-1	First Union	Crutchfield	Ed	704-364-6161	Dunn, Tom	704-374-4593	n/a
B	FMC	Burt	Robert	312-861-5822	Russell, Harold	202-956-5200	202-956-5235
A-2	Ford Motors	Ford	Bill	313-322-3000	Mullins, Janet	202-962-5408	202-962-5417
A-1	General Electric	Welch	John	203-373-2211	Walter, Susan	202-637-4450	202-637-4164
A-2	General Mills	Sanger	Stephen	612-540-2311	Bird, Robert	202-737-8200	202-638-4914
A-2	General Motors	Smith	John	313-667-3545	Dingell, Debbie	202-775-5092	202-775-5045
A-2	Goldman Sachs	Corzine	Jon	212-902-8281	Costello, Ann	202-637-3700	202-637-3773
A-1	Hewlett-Packard	Platt	Lewis	650-887-1501	Tisdale, Eben	202-884-7000	202-884-7070
A-2	HMV						
A-1	Home Depot	Blank	Arthur	770-443-8211	Brennan, John	202-347-0773	202-347-0785
A-2	Honeywell	Bonsignore	Michael	612-951-1000	Rochford, Susan	202-857-9800	202-857-9858
A-1	IBM	Gerstner	Louis	914-499-1900	Caine, Chris	202-515-5000	202-515-5113
A-2	Intel	Barrett	Craig	408-765-8080	Maibach, Michael	202-628-3838	202-628-2525
A-2	International Paper	Dillon	John	914-397-1660	Withey, Lyn	202-628-1223	202-628-1368
A-2	JC Penny	Oesterreicher	James	972-431-1000	Gill, Rick	202-862-4011	202-862-4829

A-2	Johnson & Johnson	Larsen	Ralph	732-524-0400	Walden, Susan	202-408-9482	202-408-9490
B	Johnson Publishing	Johnson	John	312-322-9220	Palmero, Della	312-322-9220	312-322-9200
A-2	Kmart	Hall	Floyd	248-643-1000	Wakem, Fran	202-296-8222	n/a
A-2	Kroger	Piebler	Joseph	513-762-4000	Partridge, Jack	513-762-4000	513-762-1400
A-2	Lockheed Martin	Coffman	Vance	301-897-6000	Overstreet, Jack	703-413-5600	703-413-5617
A-2	Loews Corporation	Tisch	James	212-521-2000	n/a	n/a	n/a
A-2	Lucent Technologies	McGinn	Richard	888-530-7000	Bradford, Martina	202-530-7000	202-530-7005
A-1	McDonalds	Quinlan	Michael	708-575-3000			
A-1	Merck	Gilmartin	Raymond	908-423-1000	Oliver, Teel	202-638-4170	202-638-3670
A-2	Merrill Lynch	Komansky	David	212-449-1000	Kelly, John	202-661-7117	202-661-7110
A-2	Met Life	Bensmosche	Robert	212-578-2211	Iucalano, Russell	202-296-2361	202-659-1026
B	MJH	Johnson	Earvin				
A-2	Mobil	Noto	Lucio	703-846-3000	Corso, Anthony	202-862-1300	202-862-1350
A-2	Morgan Stanley	Purcell	Philip	212-761-4000	McNamara, Kelly	202-326-3920	202-326-3970
A-2	Mortgage Bankers	Reid	Paul	202-861-6500	n/a	n/a	n/a
A-1	Motorola	Galvin	Christopher	847-576-8500	Piccolo, Joann	202-371-6900	202-842-3578
A-1	New York Life	Sternberg	Sy	212-576-7000	O'Donnell, Tom	202-457-6106	202-293-4556
A-1	Pathmark	Futterman	Jack	908-409-3535	n/a	n/a	n/a
A-2	Pfizer	Steere	William	212-573-3116	Bowler, Kenneth	202-783-7070	202-347-2044
A-2	Procter & Gamble	Jager	Dirk	513-983-1100	Fawcett-Hoover, Janet	202-393-4000	202-393-4606
A-2	Prudential	Ryan	Arthur	973-802-6000	Griffin, Janice	202-463-0060	202-293-1658
A-2	Ralph's	Burkle	Ron	310-789-7200	Swiller, Ari	310-789-7200	n/a
A-1	Rite Aid	Grass	Martin	717-761-2433	Titleman, Bill	717-975-3740	717-975-3760
A-2	Rockwell International	Davis	Donald	714-429-4200	Garcia, Raymond	703-412-6900	703-412-6811
A-2	Ryder Systems	Burns	Anthony	305-593-3496	Rickard, Lisa	202-789-0062	202-789-4006
A-1	Safeway	Burd	Stephen	925-467-3000	Donald, Jim	301-386-6500	301-918-6806
B	SBC Communications	Whitacre	Edward	210-821-4105	Barry, Thomas	202-326-8800	202-408-4796
A-2	Sears Roebuck	Martinez	Arthur	827-286-2500	Aires, Randolph	202-737-4900	202-347-7127
A-2	Shell Oil	Carroll	Philip	713-241-4301	Ward, SE	202-466-1405	202-466-1498
A-2	Sloane Financial	Sloane	Maceo	919-688-0620	Weeks, Tot	919-688-0620	919-688-5333
A-2	Southern Company	Dahlberg	AW	404-506-5000	Cauthen, Sonny	202-638-0125	202-638-0115

A-2	Sprint	Esrey	Bill	913-624-3737	Bynum, Grover	202-857-1030	202-822-8999
A-1	Starbucks	Schultz	Howard	206-442-7720	Kent, Nancy	206-442-7720	206-682-0742
A-2	State Farm	Rust	Edward	309-776-2121	Maness, Alan	202-466-5208	202-496-0733
A-2	State Street Bank	Carter	Marshall	617-786-3000	Quinn, Tom	202-887-1400	202-466-2198
A-2	Tenneco	Mead	Dana	216-291-7106	Austell, Ted	202942-0200	202-942-0200
A-2	Texaco	Bijur	Peter	914-253-4000	Pruitt, James	202-331-1427	202-785-4702
A-2	TIAA-CREF	Biggs	John	212-490-9000	n/a	n/a	n/a
B	TRW	Gorman	Joseph	216-291-7106	McShane, Michael	703-276-5040	703-276-5057
A-2	United Airlines	Greenwald	Gerald	847-700-4000	O'Hanlon, John	202-879-2111	202-789-4883
A-2	United Bank of Philadelphia	Chappel	Ema				
B	Universal	Wasserman	Lewis		O'Connor, Ann		
A-1	UPS	Kelly	Jim	404-828-6000	Wellman, Arnold	202-675-4251	202-675-4230
A-2	US West	Trujillo	Solomon	800-879-4357	Posey, Bruce	202-429-0303	202-293-0561
A-2	UTC	David	George	860-728-7000	Harkin, Ruth	202-336-7400	202-336-7515
A-1	Wal Mart	Glass	David	501-273-4000	Rutherford, Skip	501-975-6251	
A-1	Wells Fargo	Hazen	Paul	415-396-5408			
A-2	Winn Dixie	Davis	Dano	904-783-5000	Hutton, RL	904-783-5000	

**NEW MARKETS JULY TRIP
COMPANY UNIVERSE**

Priority	Company	Last Name	First Name	Phone	Washington Contact	DC Phone	DC Fax
B	Ace Hardware	Hodnik	David	630-990-6652	n/a	n/a	n/a
A-1	Aetna	Huber	Dick	860-273-0123	Parven, Scott	202-223-2821	202-331-4205
A-2	AFLAC	Amos	Daniel	706-323-3431	Mason, Keith	202-624-1200	202-624-1298
A-2	AIG	Greenberg	Maurice	212-770-7000	Johnson, Oakley	202-783-5690	202-783-6811
B	Allied Signal	Bossidy	Larry	973-455-6551	Cole, Kenneth	202-662-2650	202-662-2674
B	AllState	Liddy	Edward	847-402-5200	Bruse, Charles	202-835-8126	202-835-8227
A-2	American Airlines	Carty	Donald	817-963-1234	Ris, Will	202-496-5666	202-496-5660
A-2	American Express	Chenault	Kenneth	212-640-2000	Davis, Tim	202-624-0761	202-624-0775
A-1	Ameritech	Notebart	Richard	800-257-0902	Walsh, Dorothy	202-326-3800	202-326-3826
A-1	AT&T	Armstrong	Michael	212-387-5400	Wilner, Carol	202-457-7435	202-457-2258
A-2	AT&T Wireless	Hesse	Dan				
A-1	Bank Boston	Gifford	Charles	617-434-8225	Phillips, Deidra	617-434-5810	617-434-8905
A-1	Bank One	McCoy	John	312-732-4000	n/a	n/a	n/a
A-1	BankAmerica	McColl	Hugh	704-386-5000	Wackerle, Rex	202-383-3430	202-383-3475
A-1	Bankers Trust	Newman	Frank	212-250-2500	Jankowsky, Joel	202-887-4000	202-887-4288
A-1	Bell Atlantic	Seidenberg	Ivan	212-395-2122	Eve, Eric	202-336-7830	202-887-9195
A-2	Bell South						
A-1	BET	Johnson	Robert	202-608-2442	Bush, Antoinette	202-371-7000	202-393-5760
B	Black Enterprise Fund	Graves	Earl	212-242-8000	Caraway, Yolanda	n/a	n/a
A-2	Boeing	Condit	Phil	206-655-2121	Hansen, Chris	703-465-3602	703-558-9674
A-2	Broadway Video	Michaels	Lorne		n/a	n/a	n/a
A-2	Burger King	Malimatinas	Dennis	305-378-3143	Wexler, Anne	202-662-3709	202-638-7045
A-1	Chase Manhattan	Shipley	Walter	212-270-6000	McConnell, Robert	202-955-8500	202-467-0539
B	Chevron	Derr	Kenneth	415-894-7700	Cavanaugh, Phil	202-408-5800	202-408-5845
A-2	Cigna	Taylor	Wilson	215-761-1000	Harris, AJ	202-296-7174	202-296-2521
A-1	Citigroup	Weill	Sandy	212-559-1000	Andrews, Michael	202-879-6180	202-783-4460
A-2	Coca-Cola	Ivester	Douglas	404-676-2121	Anderson, Bryan	202-973-2663	202-466-2262

A-1	Compaq	Rosen	Ben	212-687-5115	Tasker, Joseph	202-962-3830	202-962-3838
B	ConAgra	Rohde	Bruce	402-595-4000	Baglien, Brent	202-223-5115	202-223-5118
A-2	Costco	Sinegal	James	425-313-8100	Graves, Robert	206-828-8100	206-828-2106
A-2	CSX	Snow	John	804-782-1400	Havens, Arnold	202-783-8124	202-783-5929
A-2	Daimler Chrysler	Eaton	Robert	248-576-5741	Liberatore, Rob	202-414-6747	202-414-6716
A-1	Data General Corporation	Skates	Ronald	508-898-6401			
A-2	Dayton Hudson	Ulrich	Robert	612-370-6948	Hale, James	612-370-6908	612-370-6565
A-2	Delta Airlines	Mullin	Leo				
A-1	Dell Computers	Dell	Michael	512-338-4400			
A-1	Disney	Eisner	Michael	818-560-1000	Cooke, John	818-560-7700	n/a
B	Dollar General	Turner	Cal	615-783-2000	n/a	n/a	n/a
B	Edison International	Bryson	John	626-302-1212	Liebman, Murray	202-383-2628	202-383-2505
A-2	El duPont	Holiday	CO	302-774-1000	Johnson, Nancie	202-728-3600	202-728-3649
B	Enron	Lay	Kenneth	731-853-6161	Hillings, Joseph	202-828-3360	202-828-3372
A-2	Exxon	Raymond	Lee	972-444-1000	Rouse, James	202-862-0200	202-862-0269
A-1	Fannie Mae	Raines	Franklin	202-752-7000	n/a	202-752-7000	202-752-4013
A-1	First Union	Crutchfield	Ed	704-364-6161	Dunn, Tom	704-374-4593	n/a
B	FMC	Burt	Robert	312-861-5822	Russell, Harold	202-956-5200	202-956-5235
A-2	Ford Motors	Ford	Bill	313-322-3000	Mullins, Janet	202-962-5408	202-962-5417
A-1	General Electric	Welch	John	203-373-2211	Walter, Susan	202-637-4450	202-637-4164
A-2	General Mills	Sanger	Stephen	612-540-2311	Bird, Robert	202-737-8200	202-638-4914
A-2	General Motors	Smith	John	313-667-3545	Dingell, Debbie	202-775-5092	202-775-5045
A-2	Goldman Sachs	Corzine	Jon	212-902-8281	Costello, Ann	202-637-3700	202-637-3773
A-1	Hewlett-Packard	Platt	Lewis	650-887-1501	Tisdale, Eben	202-884-7000	202-884-7070
A-2	HMV						
A-1	Home Depot	Blank	Arthur	770-443-8211	Brennan, John	202-347-0773	202-347-0785
A-2	Honeywell	Bonsignore	Michael	612-951-1000	Rochford, Susan	202-857-9800	202-857-9858
A-1	IBM	Gerstner	Louis	914-499-1900	Caine, Chris	202-515-5000	202-515-5113
A-2	Intel	Barrett	Craig	408-765-8080	Maibach, Michael	202-628-3838	202-628-2525
A-2	International Paper	Dillon	John	914-397-1660	Withey, Lyn	202-628-1223	202-628-1368
A-2	JC Penny	Oesterreicher	James	972-431-1000	Gill, Rick	202-862-4011	202-862-4829

A-2	Johnson & Johnson	Larsen	Ralph	732-524-0400	Walden, Susan	202-408-9482	202-408-9490
B	Johnson Publishing	Johnson	John	312-322-9220	Palmero, Della	312-322-9220	312-322-9200
A-2	Kmart	Hall	Floyd	248-643-1000	Wakem, Fran	202-296-8222	n/a
A-2	Kroger	Piehler	Joseph	513-762-4000	Partridge, Jack	513-762-4000	513-762-1400
A-2	Lockheed Martin	Coffman	Vance	301-897-6000	Overstreet, Jack	703-413-5600	703-413-5617
A-2	Loews Corporation	Tisch	James	212-521-2000	n/a	n/a	n/a
A-2	Lucent Technologies	McGinn	Richard	888-530-7000	Bradford, Martina	202-530-7000	202-530-7005
A-1	McDonalds	Quinlan	Michael	708-575-3000			
A-1	Merck	Gilmartin	Raymond	908-423-1000	Oliver, Teel	202-638-4170	202-638-3670
A-2	Merrill Lynch	Komansky	David	212-449-1000	Kelly, John	202-661-7117	202-661-7110
A-2	Met Life	Bensmosche	Robert	212-578-2211	Iucalano, Russell	202-296-2361	202-659-1026
B	MJH	Johnson	Earvin				
A-2	Mobil	Noto	Lucio	703-846-3000	Corso, Anthony	202-862-1300	202-862-1350
A-2	Morgan Stanley	Purcell	Philip	212-761-4000	McNamara, Kelly	202-326-3920	202-326-3970
A-2	Mortgage Bankers	Reid	Paul	202-861-6500	n/a	n/a	n/a
A-1	Motorola	Galvin	Christopher	847-576-8500	Piccolo, Joann	202-371-6900	202-842-3578
A-1	New York Life	Sternberg	Sy	212-576-7000	O'Donnell, Tom	202-457-6106	202-293-4556
A-1	Pathmark	Futterman	Jack	908-409-3535	n/a	n/a	n/a
A-2	Pfizer	Steere	William	212-573-3116	Bowler, Kenneth	202-783-7070	202-347-2044
A-2	Procter & Gamble	Jager	Dirk	513-983-1100	Fawcett-Hoover, Janet	202-393-4000	202-393-4606
A-2	Prudential	Ryan	Arthur	973-802-6000	Griffin, Janice	202-463-0060	202-293-1658
A-2	Ralph's	Burkle	Ron	310-789-7200	Swiller, Ari	310-789-7200	n/a
A-1	Rite Aid	Grass	Martin	717-761-2433	Titleman, Bill	717-975-3740	717-975-3760
A-2	Rockwell International	Davis	Donald	714-429-4200	Garcia, Raymond	703-412-6900	703-412-6811
A-2	Ryder Systems	Burns	Anthony	305-593-3496	Rickard, Lisa	202-789-0062	202-789-4006
A-1	Safeway	Burd	Stephen	925-467-3000	Donald, Jim	301-386-6500	301-918-6806
B	SBC Communications	Whitacre	Edward	210-821-4105	Barry, Thomas	202-326-8800	202-408-4796
A-2	Sears Roebuck	Martinez	Arthur	827-286-2500	Aires, Randolph	202-737-4900	202-347-7127
A-2	Shell Oil	Carroll	Philip	713-241-4301	Ward, SE	202-466-1405	202-466-1498
A-2	Sloane Financial	Sloane	Maceo	919-688-0620	Weeks, Tot	919-688-0620	919-688-5333
A-2	Southern Company	Dahlberg	AW	404-506-5000	Cauthen, Sonny	202-638-0125	202-638-0115

A-2	Sprint	Esrey	Bill	913-624-3737	Bynum, Grover	202-857-1030	202-822-8999
A-1	Starbucks	Schultz	Howard	206-442-7720	Kent, Nancy	206-442-7720	206-682-0742
A-2	State Farm	Rust	Edward	309-776-2121	Maness, Alan	202-466-5208	202-496-0733
A-2	State Street Bank	Carter	Marshall	617-786-3000	Quinn, Tom	202-887-1400	202-466-2198
A-2	Tenneco	Mead	Dana	216-291-7106	Austell, Ted	202-942-0200	202-942-0200
A-2	Texaco	Bijur	Peter	914-253-4000	Pruitt, James	202-331-1427	202-785-4702
A-2	TIAA-CREF	Biggs	John	212-490-9000	n/a	n/a	n/a
B	TRW	Gorman	Joseph	216-291-7106	McShane, Michael	703-276-5040	703-276-5057
A-2	United Airlines	Greenwald	Gerald	847-700-4000	O'Hanlon, John	202-879-2111	202-789-4883
A-2	United Bank of Philadelphia	Chappel	Ema				
B	Universal	Wasserman	Lewis		O'Connor, Ann		
A-1	UPS	Kelly	Jim	404-828-6000	Wellman, Arnold	202-675-4251	202-675-4230
A-2	US West	Trujillo	Solomon	800-879-4357	Posey, Bruce	202-429-0303	202-293-0561
A-2	UTC	David	George	860-728-7000	Harkin, Ruth	202-336-7400	202-336-7515
A-1	Wal Mart	Glass	David	501-273-4000	Rutherford, Skip	501-975-6251	
A-1	Wells Fargo	Hazen	Paul	415-396-5408			
A-2	Winn Dixie	Davis	Dano	904-783-5000	Hutton, RL	904-783-5000	

NEW MARKETS JULY TRIP CALL SHEETS

Principal Assigned to Call	CEO/ Headquarters	Contact with Administration	Current Investment Commitments and Potential Deliverables to Discuss
	Dick Huber, CEO Aetna Hartford, CT	860-273-4085 (Asst: Linda Rutkausus) Sperling sent letter 5/21. Participated in 5/11 event. Huber sent a 5/17 letter to POTUS encouraging selection of Hartford.	- Huber has been personally involved in revitalizing Hartford. - Proposal received on 5/27. Best options identified in proposal were announcements related to the MetroHartford Investment Fund, a regional fund, hoping to raise as much as \$100 million to support economic development projects. Aetna is taking a leadership role in raising capital for this fund.
	Hugh McColl, CEO BankAmerica Charlotte, NC <u>Cathy Bessant</u>	704-386-5000 Sperling sent letter 6/4. Invited to 5/11 event, but could not attend. <i>Jay P... and Lisa Green</i>	- The Community Development Banking program allows BofA to impact low-income communities by understanding local markets. A good example of this is BofA's partnership with the Marshall Heights Community Development Organization (MHCDO) in Washington, D.C. The partnership has led to many projects, most notably the Northeast Business Park. Recipient of Social Compact Award for work with MHCDO. - In a meeting with Vicki Tassan SVP (who reports to Cathy) Lisa Green and Jay BofA indicated they are interested in making a large national investment announcement (\$200 million+) related to New Markets. They are also interested in doing something local (with McColl accompanying the President) on the East Coast (Baltimore/Washington) or Midwest (St. Louis or Chicago). - BofA has contributed \$3M to Multibank, a CDFI in Arizona and a potential site under consideration for the trip. - The Intermediary Financing program, has invested in 12 minority-owned banks and the CDFI initiative helps to capitalize community banks, credit unions, and micro-enterprise loan funds throughout the country. - The Rural 2000 Community Development Initiative focuses on increasing development in rural areas and Native American trust lands. - BofA participates in SBA programs as a designated SBA Preferred Lender. In 1998, BofA provided \$9.7 billion in loans to small businesses. - Could be asked to challenge other financial institutions to make the same types of investments they are making throughout the country.
	Frank Newman, CEO Bankers Trust New York, NY	212-250-6121 Sperling sent letter 5/18. Participated in 5/11 event. Bankers sent outline of community development activities in response to GS letter.	- Bankers Trust has been active in both rural & urban areas, contributing capital to the Kentucky Highland Investment Corp. and the Upper Manhattan EZ. - Bankers Trust also operates a Neighborhood Franchise Project to create economic opportunities in communities. - Could be asked about making announcements around the Neighborhood Franchise Project. - Bankers Trust has Invested in community development venture capital funds.

*	Walter Shipley, CEO Chase Manhattan Shipley is stepping down as CEO in early July. New CEO will be Bill Harrison. Carrol Parry, EVP Of Community Lending Group (is resigning 6/30) New York, NY Treasury intends to be involved in outreach for New Markets.	212-270-1380 Sperling sent letter 5/19. Invited to 5/11 event but could not attend. <i>Chase has said that it will not come if NY event on 8/13</i>	• CMB is the number one lender to small businesses located in LMIs in New York. • CMB partnerships have led CMB to invest over \$100 million in community development loans in Harlem, NY. A key partner is the Abyssinian Development Corporation(ADC), a non-profit in Harlem, one of the developers of the new Pathmark. Recipient of Social Compact Award for work with ADC. • Participant in the BusinessLINC national roundtable with Vice President Gore. • Chase joined with the SBA and the National Community Investment Coalition to launch <i>Community Express</i>, a program designed to help underserved small businesses obtain loans. Also Chase is a key business partner in the El Paso, TX, EZ. • The Community Business Partners is a partnership with 12 CDFIs to purchase participations in small business loans. The partnership allows CDFIs to earn interest income on loans without the costs. • CMB is creating a new program in the Mississippi Delta connecting senior bank officers with women & minority small business owners, in a BusinessLINC type of program. • In 1998, CMB was the highest volume lender to minority- and women-owned small businesses. • Could be asked to challenge other financial institutions to make the same types of investments they are making throughout the country. • Invested in community development venture capital funds. • <i>Will be kicking off partnership soon with ACCION New York, Inc., a CDFI, where the bank will refer to ACCION those customers whose loans have been declined by Chase.</i>
*	Sandy Weill, Co-CEO Citigroup New York, NY	212-793-8888 Sperling sent letter 5/19. Participated in 5/11 event. <i>He committed high work rep that he will meet with call to Armstrong AT to T w/ Richard McGee</i>	• Sandy Weill is very interested in participating fully in the Initiative. He is anxious to discuss the National Academy Foundation program in Anaheim. • Citigroup is working collaboratively with the Upper Manhattan Empowerment Board to offering business loans in the EZ. Also a key business partner in Miami, FL, EZ. • Citigroup sponsors micro-lending programs and is very supportive of community development corporations. • SmithBarney Asset Management subsidiary manages over \$1 billion in socially screened assets, making it one of the most experienced social investment specialists. • Citibank has pledged more than \$115 billion to lending and investing in LMIs over the next 10 years. • Citibank has formed a partnership with the Unity Council of Oakland, California. Together they have made several large investments, such as a \$1.4 million equity equivalent investment in the Fruitvale Transit Village, a project that has become a national model for inner-city transit and sustainable development projects. Recipient of Social Compact Award for work with the Unity Council.
	Franklin Raines, CEO Fannie Mae Washington, DC	202-752-7000 (spec. asst: Rebecca Culbersom) Sperling sent letter 5/18.	• Willing to exploring the possibility of making an announcement at PineRidge regarding equity investment commitments from the American Communities Fund. • Fannie Mae is very active in investing in Community Development Financial Institutions and may be prepared to announce national commitments for the trip. • Raines has assigned SVP Phil Webber to work with NEC and to be helpful in anyway needed.



John McCoy, CEO Bank One Columbus, OH	800-654-7998 Sperling sent letter 5/19.	• Bank One is involved with several groups including Kentucky Highlands Investment Corporation and the Appalachia Regional Commission in the development of a new Appalachia Ohio Development Fund which will provide equity financing and technical assistance to small business throughout southern Ohio. Bank one has indicated they would accelarte the investment process and public announce its intent to be a leading investor in this fund. • Banc One is also very close to announcing a new SBIC which will focus efforts to invest in women and minority owned firms and to firms located in low an dmoderate income areas. The announcement of this fund could be coordinated with the trip. • Key business partner in Gary, IN, EZ and Cincinnati, OH, EZ. • Became involve in the community development movement with the creation of the Banc One Community Development Corporation in 1987. BancOne is a participant in the SBA Microloan program. • Through SBA BancOne has submitted a number of ideas related to potential visit by the President during the trip to Athens, Ohio which is part of Apallachia.
Charles Gifford, CEO Bank Boston Treasury intends to be involved in outreach for New Markets. Boston, MA	617-434-8225 Sperling sent letter 5/18. Participated in 5/11 event.	• In 1997, Bank Boston formed the Community Banking Group, which • BankBoston Development Company L.L.C. is the first urban investment bank to be chartered by a commercial bank. • Invested in many businesses in LMI areas. • Key business partner in Boston, MA, EZ. • Invested in community development venture capital funds.
Ed Crutchfield, CEO First Union Charlotte, NC	704-364-6161 Sperling sent letter 5/19.	• No information found on non-housing activities in community development investment. • First Union has been a major equity investor in low income housing tax credit equity projects.
Paul Hazen, CEO Wells Fargo San Francisco, CA	415-396-5408	• Potential target for Los Angeles announcements. • Invested in community development venture capital funds.
Sy Sternberg, CEO New York Life New York, NY	212-576-4730 Sent letter 5/18. Participated in 5/11 event.	• No public information found on community investment activities. • Could be asked to present proposal as other companies have for July trip. • Invested in community development venture capital funds.
Ivan Seidenberg, CEO Bell Atlantic New York, NY	212-395-1000 Sperling sent letter 5/19. <i>met w/ 6/7</i>	• Last year, Bell Atlantic led a technology council in DC, DC Tech, aimed at fostering economic growth and creating linkages throughout the region. • Bell Atlantic joined with Howard University and Fannie Mae in a neighborhood rehabilitation effort to build and restore housing and to create an "electronic village" in the neighborhood. Has invested in community development venture capital funds.

Sperling

Richard Notebaert, CEO Ameritech Chicago, IL	312-750-5101 Sperling sent letter 5/19. Invited to 5/11 event but could not attend.	- No public information found about community investment activities. - Could be asked to work with other companies to make infrastructure investments or do BusinessLINC activities with smaller companies.
Chris Galvin, CEO Motorola Schaumburg, IL	847-576-8500 Sperling sent letter 6/4. <i>Met w/ Vice-Chairman</i>	- Has talked with HUD about making infrastructure investments in Pine Ridge, SD reservation. - Could be asked to work in partnership with other telcom companies to expand infrastructure investments throughout the country in New Markets.
Michael Armstrong, CEO AT&T Basking Ridge, NJ	212-387-5400 Sperling sent letter 5/19. AT&T Wireless CEO Dan Hesse participated in 5/11 trip to Atlanta	- AT&T has contributed \$3M to empowerment zones. - AT&T recently contributed a second \$750K to LA organization to promote majority-minority partnerships. - The AT&T network Luminet offers research opportunities for schools, health care, and local businesses in Winona, MN - The AT&T program University Settlement is an educational facility that is teaching new U.S. immigrants English and job skills. - Has invested in community development venture capital funds.
John Welch, CEO General Electric Treasury intends to be involved in outreach for New Markets. Fairfield, CT	203-373-2138 Sperling sent letter 5/19.	- In the Mississippi Delta, GE will expand its Small Business College to lend advice to small businesses owners in distressed areas. - Should be asked what announcements they might be able to make on a stop in the Delta. - Invested in community development venture capital funds.
Jim Donald, CEO Pathmark	732-499-3535	- Harlem Pathmark in the Upper Manhattan EZ is the first national supermarket chain to open a store in the area for several decades. - Pathmark was mentioned in recent ABC New story about retail stores investing in inner cities. - Could be asked if any efforts are underway to replicate the Harlem Pathmark success story throughout the country. Could also be asked to help challenge other retailers.
Stephen Burd, CEO Safeway, Inc. Pleasantville, CA	925-467-3866 (Asst: Laura Wharton, x3856) Sperling sent letter 6/4. Burd wrote POTUS commending e New Markets.	- Safeway has invested \$165M in building new stores & remodeling outdated facilities. - New sites include Pasadena, LA, San Francisco, Oakland, Seattle & DC. - Potential target for L.A. EZ.
Martin Grass, CEO Rite Aid Camp Hill, PA	717-975-5701 Sperling sent letter 5/18. Participated in 5/11 event.	- Recently announced layoffs of 600 workers at company in West Virginia. Rep. Bob Wise and candidate for governor is very interested in working with Grass to identify investment opportunities for Rite Aid in West Virginia. - Rite-Aid is involved in the Riverbend Plaza project in Detroit, MI as an anchor to the shopping center, which was financed in part with a HUD Section 108 loan.

Arthur Blank, CEO Home Depot Atlanta, GA	770-384-2723 (Asst: Rita Flynn) Sperling sent letter 5/28.	Home Depot was mentioned in an ABC News story about retail stores investing in inner cities.
Howard Schultz, CEO Starbucks Seattle, WA	206-447-1575 (Asst: Nancy Kent) Sperling sent letter 6/4.	- Schultz has received positive coverage for his work with Magic Johnson in bringing Starbucks to urban areas, including Harlem. - Starbucks was mentioned in recent ABC News story about retail stores investing in inner cities - Could be asked to expand efforts and/or challenge other retailers.
David Glass, CEO Wal-Mart Bentonville, AR	501-273-4316 Sperling sent letter 5/19.	- Wal-Mart was mentioned in an ABC News story citing their investment in Los Angeles. - Could be asked to participate in the Youthbuild workforce program in LA.
Michael Eisner, CEO Walt Disney Companies Labor intends to be involved in outreach for New Markets. Burbank, CA	818-560-6180 Sperling sent letter 5/29.	- Disney is very active in Harlem USA, the largest project in the Manhattan EZ. - Their work was highlighted in an ABC News story on underserved areas. - Have expressed strong interest in L.A. EZ.
Robert Johnson, CEO BET Holdings Washington, DC	202-608-2171 (Asst: Michelle Curtis) Sperling sent letter 5/19. Debra Lee, COO of BET, participated in 5/11 event	
Richard Grasso, President NYSE New York, NY	212-656-5150 Sperling sent letter 5/18. Attended 5/11 meeting at the White House (did not travel to Atlanta)	
Barry Rogstad American Business Conference Washington, DC	202-822-9300	The ABC is the trade association for the nation's 200 high growth companies.

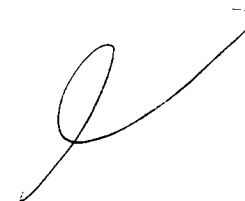
	Sam Maury, President The Business Roundtable Philip Cassidy Executive Director (202-298-7650) Washington, DC	202-872-1260	- The BRT is the trade association for the Fortune 500. - BRT is a leading partner in BusinessLINC. - Dana Mead, CEO of Tenneco, is the Chair of the BRT.
	Jerry Jansinowski, President National Association of Manufacturers Washington, DC	202-637-3105 (Asst: 202-637-3106)	Could be asked to contact key members or provide suggestions on key members we can contact.
	Steve Pfister, Vice President Natl. Retail Federation Washington, DC	202-626-8112	- Could be asked to contact key members or provide suggestions on key members we can contact. - On May 25, held the NRF Washington Leadership Conference, their most important public policy meeting, in Washington, D.C. Met with key members.
	Tom Donahue, President US Chamber of Commerce Washington, DC	202-463-5300	- Could be asked to involve all of the chambers in planing for July trip. - Recent Chambers that attended white house briefings including New Mexico Chamber of Commerce and Los Angeles Chamber of Commerce. Both were very enthusiastic about the New Markets Initiative. - We have also received a call from the New Jersey African-American Chamber of Commerce.
Secretary Daley (per Cheri Carter)	Jim Kelly, CEO UPS Labor intends to be involved in outreach for New Markets. Washington, DC	770-828-6619 Sperling sent letter 5/19.	
	Jack Greenberg, CEO McDonald's Labor and Treasury intend to be involved in outreach for New Markets. Oak Brook, IL	708-575-3000	
	Ben Rosen, CEO Compaq Computers New York, NY	212-687-5115	

	Michael Dell, CEO Dell Computers Austin, TX	512-338-4400	
	Lewis Platt, CEO Hewlett Packard Palo Alto, CA	650-857-4021 Sperling sent letter 6/4.	
	Lou Gerstner, CEO IBM Aramonk, NY	914-499-4711	
	Ronald Skates, CEO Data General Corporation Massachusetts	508-898-6401	
	Michael Bonsignore, CEO Honeywell, Inc. Minneapolis, MN	Sperling sent letter 5/19.	
	Robert Benmosche, CEO Metropolitan Life Insurance New York	Sperling sent letter 5/19.	• Invested in community development venture capital funds. • Offers business opportunities for minority and women entrepreneurs through the Minority Vendor Supply Program.
	Wilson Taylor, CEO CIGNA Corporation Philadelphia, PA	Sperling sent letter 5/19.	
	Stephen Sanger, CEO General Mills, Inc. Minneapolis, MN	Sperling sent letter 5/19.	• Helped create Siyeza, a North Minneapolis frozen soul food processing company. They granted the new venture a \$1.5 million startup loan with no interest and no term. Already, 35 jobs have been created and the company projects five-year sales at \$50 million. • Recipient of Social Compact Award for work in creating Siyeza.
	Arthur Ryan, CEO The Prudential Insurance Co. of America Newark, New Jersey	Sperling sent letter 5/19.	• Prudential's Social Investment Program makes socially responsible investments in the areas of affordable housing, economic development, and minority entrepreneurship. The program makes investments that promote economic viability by creating long-term sustainable communities that offer employment opportunities, affordable housing and quality services for their residents. Standard credit issues such as debt ratio, debt and fixed-charge coverage, loan-to-value ratio, and management experience and expertise are focuses of the program.
	Gerald Greenwald, CEO United Air Lines Elk Grove, Illinois	Sperling sent letter 5/19.	

	A.W. Dahlberg, CEO The Southern Co. Atlanta, Georgia	Sperling sent letter 5/19.	Southern Company analysts and engineers help communities evaluate and identify sites that best fit the needs of companies around the world.
	Duane Ackerman President and CEO BellSouth Corporation Atlanta, Georgia	Sperling sent letter 5/18.	
	Emma Chappell, CEO United Bank of Philadelphia Philadelphia, PA	Sperling sent letter 5/18.	
	Jon Corzine, Senior Director Goldman Sachs and Co. New York	Sperling sent letter 5/18.	Invested in community development venture capital funds.
	Daniel Amos, CEO AFLAC Columbus, Georgia	Sperling sent letter 5/18.	
	Daniel Hesse, CEO AT&T Wireless Kirkland, WA	Sperling sent letter 5/18.	
	Martin Grass, CEO Rite Aid Corporation Camp Hill, PA	Sperling sent letter 5/18.	
	Donald Carty, CEO American Airlines DFW Airport, TX	Sperling sent letter 5/18.	
	Leo Mullin, CEO Delta Air Lines, Inc. Atlanta, GA	Sperling sent letter 5/18.	

	Maceo Sloan, CEO Sloan Financial Group Durham, NC	Sperling sent letter 5/18.	
	William Steere, CEO Pfizer, Inc. New York	Sperling sent letter 5/19.	Invested in community development venture capital funds.
	John Snow, CEO CSX Corporation Richmond, VA	Sperling sent letter 5/19.	
	John Smith, CEO General Motors Detroit, Michigan	Sperling sent letter 5/19.	
	Dana Mead, CEO Tenneco Greenwich, CT	Sperling sent letter 5/19.	
	David Komansky, CEO Merrill Lynch & Co. New York	Sperling sent letter 5/19.	- Invested in community development venture capital funds. - Created the Southern California Partnership for Economic Achievement. The project is a three-year, \$77 million project providing financing, education, and community grants. Through the partnership, Merrill Lynch has established the Community Development Technologies Center to teach job skills and financial planning.
	Robert Eaton, Co-Chairman Daimler Chrysler Auburn Hills, MI	Sperling sent letter 5/19.	DaimlerChrysler is being nationally recognized for its redevelopment of a former Detroit stamping facility on which it spent more than nine years and \$1.6 billion. The Mack Avenue Engine complex is in the heart of the Detroit EZ and employs a workforce of 800. Winner of the 1999 National Award for Sustainability for the restoration.
	Philip Condit, CEO The Boeing Co. Seattle, Washington	Sperling sent letter 5/19.	- During 1997, 41 non-profit agencies were served by 20 Boeing loaned executives. They helped run huge construction projects, connect a statewide library system, and increase the effectiveness of community organizations through strategic planning and fundraising. - Boeing is a member of the Welfare to Work partnership. The program in Seattle resulted in 32 new hires. The company also has a partnership in Los Angeles that focuses on providing welfare recipients with manufacturing skills needed to allow them to take positions that will help them earn a living wage.

	Lee Raymond, CEO Exxon Irving, TX	Sperling sent letter 6/4.	
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A handwritten signature in black ink, consisting of a large, stylized loop followed by a long, sweeping horizontal stroke that curves upwards at the end.

	Philip Purcell, CEO Morgan Stanley Dean Witter New York	Sperling sent letter 6/4.	Invested in community development venture capital funds.
	Louis Gerstner, CEO International Business Machines Armonk, NY	Sperling sent letter 6/4.	
	Robert Ulrich, CEO Dayton Hudson Minneapolis, MN	Sperling sent letter 6/4.	
	James Oesterreicher, CEO J.C.Penny Plano, TX	Sperling sent letter 6/4.	
	Arthur Martinez, CEO Sears Roebuck Hoffman Estates, IL	Sperling sent letter 6/4.	
	C.O. Holiday, CEO E.I. du Pont de Nemours Wilmington, DE	Sperling sent letter 6/4.	
	Durk Jager, CEO Proctor & Gamble Cincinnati, OH	Sperling sent letter 6/4.	
	John Biggs, CEO TIAA-CREF New York	Sperling sent letter 6/4.	
	Vance Coffman, CEO Lockheed Martin Bethesda, MD	Sperling sent letter 6/4.	
	George David, CEO United Technologies Hartford, CT	Sperling sent letter 6/4.	
	Floyd Hall, CEO	Sperling sent letter 6/4.	

	Kmart Troy, MI		
	Peter Bijur, CEO Texaco White Plains, NY	Sperling sent letter 6/4.	
	Lucio Noto, CEO Mobil Fairfax, VA	Sperling sent letter 6/4.	
	Richard McGinn, CEO Lucent Technologies Murray Hill, NJ	Sperling sent letter 6/4.	
	Charles Lee, CEO GTE Irving, TX	Sperling sent letter 6/4.	
	James Sinegal, CEO Costco Issaquah, WA	Sperling sent letter 6/4.	
	Maurice Greenberg, CEO AIG New York	Sperling sent letter 6/4.	
	Edward Rust, CEO State Farm Insurance Bloomington, IN	Sperling sent letter 6/4.	
	Raymond Gilmartin, CEO Merck Whitehouse Station, NJ	Sperling sent letter 6/4.	

PRIORITY CALLS FOR NEW MARKETS ROLL OUT

	Dick Huber CEO Aetna Hartford, CT	860-273-4085 Letter sent 5/19 Huber Participated in 5/11 trip	• Huber has been personally involved in revitalizing Hartford. • Was hopeful that POTUS would travel to Hartford -- had sent in a proposal outlining MetroHartford Investment Fund, which would raise \$100 million to support local economic development.
	Hugh McColl CEO BankAmerica Charlotte, NC	704-386-5000 Letter sent 6/4 Lisa Green has met with BA staff	• BankAmerica contributed \$3M to Multibank, a CDC in Arizona. • Works to revitalize LMIs with equity financing by targeting financial resources such as for-profit real-estate development companies. • Through Intermediary Financing program, has invested in 12 minority-owned banks, helping them raise their capital base and spur economic development. • Created a CDFI initiative to leverage capital through community banks, credit unions, development corporations and micro-enterprise loan funds. • Created Rural 2000 Community Development Initiative, to increase development in rural LMIs and Native American trust lands. • Is a leader in SBA bank lending and a designated SBA Preferred Lender. • BankAmerica owns a number of CDCs including the first and largest in the U.S. • Potential target for L.A. EZ.
2	Walter Shipley CEO Chase Manhattan New York, NY	212-270-1380 Letter sent 5/19	• Is creating a new program in the Mississippi Delta connecting senior bank officers with women & minority small business owners. • CMB joined with the SBA and the National Community Investment Coalition to launch <i>Community Express</i>, a program designed to help underserved small businesses obtain loans. CMB will adopt streamlined loan processing and approval procedures for LMI areas. Loan amounts can range up to \$250,000. • The CMB program Community Business Partners is a partnership with 12 CDFIs to purchase participations in small business loans. The partnership allows CDFIs to earn interest income on loans without the costs. • Participant in BusinessLINC national roundtable with Vice President Gore. • In 1998, CMB was the highest volume lender to minority- and women-owned small businesses. • Key business partner in El Paso, TX; EZ.
Maia	Franklin Raines CEO Fannie Mae Washington, DC	202-752-7380 Letter sent 5/19 Participated in 5/11 meeting on New Markets	• Pine Ridge • Key business partner in the following Ezs: Columbus, OH; El Paso, TX; Minneapolis, MN; Boston, MA; and Miami, FL. • Has 33 Partnership Offices throughout the country.
	Sandy Weill Co-CEO	212-793-8888	• Sandy Weill is very hot to participate fully in the Initiative. He is anxious to discuss the National University program in

or an alternative

active tips

sites
needed

2000

	Citigroup New York, NY	Letter sent 5/19 Weill participated in 5/11 trip to Atlanta	L.A. • Citigroup, along with the upper Manhattan EZ, is offering loans. • Supports community development corporations that revitalize LMIs. • Sponsors microlenders in providing access to credit. • Key business partner in Miami, FL, EZ. • Smith Barney Asset Management manages over \$1 billion in socially screened assets, making it one of the most experienced social investment specialists.
	John McCoy CEO Bank One Columbus, OH	800-654-7998 Sent letter 5/29	• Key business partner in Gary, IN, EZ, and Cincinnati, OH, EZ. • Became involve in the community development movement with the creation of the Banc One Community Development Corporation in 1987. • Banc One is a participant in the SBA Microloan program. Through SBA Banc One has submitted a number of ideas related to potential visit by the President during the trip to the Appalachian area. • Bank One is involved with several groups in financing the Appalachia Ohio Development Fund, which will provide equity funding and technical assistance to small businesses throughout southern Ohio.

SUGGESTED SITES FOR NOTIFICATION CALLS FOR FRIDAY, JUNE 18TH

Intergovernmental, Room 106—nine phones— Kentucky Highlands or alternative. Could also do Phoenix with time difference.

Political, Room 115—five phones—could do East St.Louis, St. Louis, or alternative

Advance, Room 187—has ten phones—could do LA and Anaheim—lots of calls on this one

OPL, Room 119—has four phones—could do Miss. Delta

Pine Ridge will not require room—just have to verify that Daschle call to President Salway is made, then Johnson and Governor will be called.

✓ 6/50/9

Jessie White
Jim Johnson
CEOs

Key Calls to Make After Site Selection

DRAFT PLAN

ALL CALLS TO BE MADE SIMULTANEOUSLY AT A DESIGNATED TIME ON THURSDAY JUNE 17 or FRIDAY JUNE 18.

Potential Sites:

Pine Ridge, SD

Phoenix, AZ – South Phoenix

Los Angeles, CA – Watts and Anaheim

Mississippi Delta – Greenville, MS **or** Clarksville, MS **or** Greenwood, MS

Appalachia – Kentucky Highlands, KY or Nelsonville, OH

Midwest – Chicago, IL **or** East St. Louis, MO **or** TBD

LEGISLATIVE AFFAIRS – To assign calls, add to list below, and indicate priority order of calls to be made.

Congressional Leadership/Caucus Heads Already Invited

Sen. Daschle

Rep. Gephardt

Sen. Lott

Speaker Hastert

Rep. Roybal Allard (Congressional Hispanic Caucus)

Rep. Clyburn (Congressional Black Caucus)

Members Who are Potential Lead Sponsors and Key Committee Members

Rep. Rangel (Ranking, Ways & Means)

Rep. Talent (Chair, Small Business)

Rep. Velasquez (Ranking, Small Business)

Rep. LaFalce (Ranking, Banking and Financial Services)

Rep. Kanjorski (Subcom- Ranking, Banking and Financial Services)

Sen. Kerry (Ranking, Small Business)

Sen. Rockefeller (Finance)

Sen. Moynihan (Ranking, Finance)

Sen. Sarbanes (Ranking Bank, Housing and Urban Affairs)

Members Who Have Requested a Visit

Sen. Robb (also key for legislation)

Rep. Bennie Thompson

Rep. Harold Ford

Other Key Legislators

Rep. Mink (Congressional Asian Caucus)

Rep. Waters
Rep. Watts
Senator Schumer
Senator Jeffords
Senator Edwards
Rep. Leach

CABINET AFFAIRS and NEC – To contact principals and key agency leads. Also to request that agencies keep a close hold on information and wait until the day of the press leak to contact organizations/non-profits that we might visit.

SBA –	Millicent Hodge
	Chris Sweden
TREASURY --	Michael Barr
HUD –	Jackie Lawing
LABOR –	Steve Hoffman
USDA –	Clyde Williams
HUD –	Xav Briggs
COMMERCE –	John Orszag
TRANSPORTATION –	B.A. Rudolph
CDFI –	Maurice Jones

Connect with All Cabinet

HUD
Treasury
USDA
SBA
Labor
Interior
Transportation
Commerce

INTERGOVERNMENTAL AFFAIRS – To add to list and identify who will call each person.

Mayors, Governors Whose Localities We Are Visiting
Pine Ridge

President Harold Salway
Gov. William Janklow (R)
Sen. Tom Daschle (D-SD)
Sen. Tim Johnson (D-SD)
Rep. John R. Thune (R-SD, at large)

Phoenix, AZ (Maricopa County)

Supervisor Mary Rose Wilcox (D-Maricopa County Bd.)

LEGISLATIVE AFFAIRS PRIORITIES

NOTIFICATION CALL

KENTUCKY HIGHLANDS, KY

B – Rep Harold Rogers (R-5-KY)

Legislative Affairs

C - Senator McConnell (R-KY)

Legislative Affairs

C - Senator Jim Bunning (R-KY)

Legislative Affairs

C – Rep Anne Northup (R-3-KY)

Legislative Affairs

MISSISSIPPI DELTA

A - Rep Bennie Thompson (D-2-MS)

Legislative Affairs

B – Rep Ronnie Shows (D-4-MS)

Legislative Affairs

B - Senator Trent Lott (R-MS)

Legislative Affairs

C - Senator Thad Cochran (R-MS)

Legislative Affairs

ATHENS, OH

A- Rep Ted Strickland (D-6-OH)

Legislative Affairs

C - Senator DeWine (R-OH)

Legislative Affairs

C - Senator Voinovich (R-OH)

Legislative Affairs

EAST ST. LOUIS, IL

A - Senator Dick Durbin (D-IL)

Legislative Affairs

A – Rep Jerry Costello (D-12-IL)

Legislative Affairs

C - Senator Fitzgerald (R-IL)

Legislative Affairs

CHICAGO, IL

A - Senator Dick Durbin (D-IL)

Legislative Affairs

A - Rep Bobby Rush (D-1-IL)

Legislative Affairs

A - Rep Jesse Jackson, Jr. (D-2-IL)

Legislative Affairs

A - Rep William Lipinski (D-3-IL)

Legislative Affairs

A - Rep Luis Gutierrez (D-4-IL)

Legislative Affairs

A - Rep Rod Blagojevich (D-5-IL)

Legislative Affairs

A - Rep Danny Davis (D-7-IL)

Legislative Affairs

A - Rep Janice Schakowsky (D-9-IL)

Legislative Affairs

B - Rep John Porter (R-10-IL)

Legislative Affairs

C - Senator Fitzgerald (R-IL)

Legislative Affairs

C - Rep Henry Hyde (R-6-IL)

Legislative Affairs

C - Rep Jerry Weller (R-11-IL)

Legislative Affairs

State Senator Joe Eddie Lopez (D-Maricopa County)
Atty General Janet Napolitano (D)
Mayor Skip Rimsza (R)
Gov. Jane Dee Hull (R)
Chairman Janice K. Brewer, (R-Maricopa County Bd.)
Sen. John McCain (R-AZ)
Sen. John Kyl (R-AZ)
Rep. Ed Pastor (D-AZ,2)

Los Angeles, CA (LA County)

Governor Gray Davis (D)
Supervisor Yvonne Burke (D-Los Angeles County)
Supervisor Gloria Molina (D-Los Angeles County)
Lt. Gov. Cruz Bustamante (D)
Speaker Antonio Villarigosa (D)
Chairman Don Knabe (R, LA County)
Mayor Richard Riordan (R)
City Council President John Ferraro
Board of Supervisors Chairman Zev Yaroslavsky
Sen. Barbara Boxer (D-CA)
Rep. Xavier Becerra (D-CA,30)
Rep. Matthew Martinez (D-CA,31)
Rep. Lucille Roybal-Allard (D-CA,33)
Rep. Maxine Waters (D-CA, 35)
Rep. Edward Royce (R-CA, 39)
Rep. Loretta Sanchez (D-CA,46)
Rep. Christopher Cox (R-CA, 47)

Anaheim, CA

Mayor Tom Daly

Chicago, IL (Cook County)

Mayor Richard Daley (D)
President John Stroger Cook, Cook County Bd of Commissioners (D)
Governor George H. Ryan (R)
Speaker Mike Madigan (D)
Sen. Dick Durbin (D-IL)
Sen. Fitzgerald (D-IL)
Rep. Bobby Rush (D-IL,1)
Rep. Jesse Jackson, Jr. (D-IL,2)
Rep. William Lipinski (D-IL,3)
Rep. Luis Gutierrez(D-IL,4)

Rep. Rod Blagojevich(D-IL,5)
Rep. Henry Hyde (R-IL,6)
Rep. Danny Davis (D-IL,7)
Rep. Janice Schakowsky (D-IL,9)
Rep. John Edward Porter (R-IL,10)
Rep. Jerry Weller (R-IL,11)

St. Louis

Note: No county officials: All Ds on City Council; all statewides are D

Governor Mel Carnahan (D)
Mayor Clarence Harmon (D)
President Pro Tem Ed Quick
House Speaker Steve Gaw (D)
County Executive Buzz Westphal
Sen. John Ashcroft (R-MO)
Sen. Kit Bond (R-MO)
Rep. William Clay (D-MO,1)
Rep. Richard Gephardt (D-MO,3)

East St. Louis, IL (St. Clair County)

Mayor Debra Powell – newly elected
Governor George H. Ryan (R)
Speaker Mike Madigan (D)
Sen. Dick Durbin (D-IL)
Sen. Fitzgerald (D-IL)
Rep. Jerry Costello

Nelsonville, OH (Athens County)

Mayor/Council President Tom Steenrod
Governor Bob Taft II (R)
President William H. Theisen, Board of County Commissioners
Sen. DeWine (R-OH)
Sen. Voinovich (R-OH)
Rep. Ted Strickland (D-OH,6)

Kentucky Highlands, KY

Governor Paul Patton (D)
Sen. McConnell (R-KY)
Sen. Jim Bunning (R-KY)
Rep. Anne Northup (R-KY,3)

Clarksdale, Greenville, or Greenwood, MS

Agriculture & Commerce Comissioner Lester Spell, Jr. (D)
Lt. Gov. Muskgrove
Governor Kirk Fordice (R)
Mayor Richard M. Webster, Jr. (Clarksdale/Coahoma County)
Mayor Paul Artman, Jr. (Greenville/Washington County)
Mayor Harry Smith (Greenwood/Leflore County)
Atty General Mike Moore (D)
Sen. Trent Lott (R-MS)
Sen. Thad Cochran (R-MS)
Rep. Bennie Thompson (D-MS,2)

Mayors, Governors Who Have Requested We Visit Their Localities

Denver – Wellington

Members Whose Districts we are Visiting

C-Sen. McConnell (R-KY)
C-Sen. Jim Bunning (R-KY)
C-Rep. Anne Northup (R-KY,3)
B-Sen. Trent Lott (R-MS)
C-Sen. Thad Cochran (R-MS)
A-Rep. Bennie Thompson (D-MS,2)
C-Sen. DeWine (R-OH)
C-Sen. Voinovich (R-OH)
A-Rep. Ted Strickland (D-OH,6)
A-Sen. Dick Durbin (D-IL)
C-Sen. Fitzgerald (D-IL)
A-Rep. Bobby Rush (D-IL,1)
A-Rep. Jesse Jackson, Jr. (D-IL,2)
A-Rep. William Lipinski (D-IL,3)
A-Rep. Luis Gutierrez(D-IL,4)
A-Rep. Rod Blagojevich(D-IL,5)
C-Rep. Henry Hyde (R-IL,6)
A-Rep. Danny Davis (D-IL,7)
A-Rep. Janice Schakowsky (D-IL,9)
B-Rep. John Edward Porter (R-IL,10)
C-Rep. Jerry Weller (R-IL,11)
C-Sen. Arlen Specter (R-PA)
C-Sen. Rick Santorum (R-PA)
A-Robert Brady (D-PA,1)
A-Chaka Fattah (D-PA,2)
A-Robert Borski (D-PA,3)
A-Sen. Tom Daschle (D-SD)
A-Sen. Tim Johnson (D-SD)
C-Rep. John R. Thune (R-SD, at large)
C-Sen. John McCain (R-AZ)

C-S en. John Kyl (R-AZ)
A-Rep. Ed Pastor (D-AZ,2)
A-Sen. Dianne Feinstein (D-CA)
A-Sen. Barbara Boxer (D-CA)
A-Rep. Xavier Becerra (D-CA,30)
A-Rep. Matthew Martinez (D-CA,31)
A-Rep. Lucille Roybal-Allard (D-CA,33)
A-Rep. Maxine Waters (D-CA, 35)
B-Rep. Edward Royce (R-CA, 39)
C-Rep. Gary Miller (R-CA, 41)
A-Rep. Loretta Sanchez (D-CA,46)
B-Rep. Christopher Cox (R-CA, 47)

NEC AND POLITICAL AFFAIRS

Key Community Leaders

Jesse Jackson
Jessee White - ARC

OFFICE OF PUBLIC LIAISON AND NEC - To Assign Calls and Determine whom to Invite on Trip

CEOs Who Have Requested We Come to Their Cities

Richard Huber – need to invite to trip

CEOs That Have Expressed an Interest in making Announcements Nationally

Laura A. Graham
06/17/99 04:03:49 PM

Record Type: Record

To: Lisa Green/OPD/EOP@EOP
cc:
Subject:

----- Forwarded by Laura A. Graham/WHO/EOP on 06/17/99 04:03 PM -----

Timothy W. Emrich 06/17/99 03:59:59 PM

Record Type: Record

To: See the distribution list at the bottom of this message
cc:
Subject:

Below is a list of all correspondence received (**in bold if an acknowledgement letter has been sent by Stephanie**). The First Section is the set of invites that appear to relate to potential new market stops (tentative), while the Second Section is the set of invites that appear to be regrets:

First Section - Related/Possible

- 1) President Harold D. Salway of the Oglala Sioux Tribe in Pine Ridge, South Dakota
- 2) Sanford I. Weill, Chairman and Co-CEO of Citigroup
Invites POTUS to participate in the National Academy Foundation's 15th Annual Institute for Staff Development on July 7-8, 1999 in Anaheim, California.
- 3) Paul Stevenson, President and CEO of Lucy's LaundryMart, Inc.
Invites POTUS to visit a Lucy's LaundryMart in the inner-cities in and around Los Angeles
- 4) Mayor William D. Gorman of Hazard, Kentucky
Invites POTUS to visit Hazard if he is in southeastern Kentucky
- 5) **Wardell Sanders, President of the Sweet Potato Growers Association, Co-Op in Mound Bayou, Mississippi**
Invites POTUS to visit/meet with Sweet Potato Growers if he is in the Mid-Delta Empowerment Zone
- 6) Mayor Paul C. Artman, Jr. of Greenville, Mississippi

Second Section - Likely Regrets

- 1) Congressman Tom Barrett of Wisconsin
Invites POTUS to visit the Eaton Navy Controls Division in Milwaukee
- 2) Joseph Black, Program Director of the Southern Development Bancorporation
Invites POTUS to visit Lee, Phillips, and Jefferson counties in Arkansas
- 3) **Jack Wall, Supervisor of Denning Township, West Frankfort, Illinois
Invites POTUS to visit Franklin County**
- 4) **Mayor Scott King of Gary, Indiana**
- 5) **Denise Weaver Hester, Executive Director of the Southeast Durham
Development Corporation, Inc.
Invites POTUS to visit Durham, North Carolina**
- 6) **Pastor Carl D. Bolden of Mount Carmel Missionary Baptist Church
Invites POTUS to visit Prichard, Alabama**
- 7) Mayor John O. Norquist of Milwaukee, Wisconsin
Invites POTUS to visit the Eaton Navy Controls Division of Milwaukee
- 8) Charlotte Schexnayder of Schexnayder Enterprises
Invites POTUS to visit Dumas, Arkansas
(BC sent nice letter in response.)
- 9) Mayor Wellington E. Webb of Denver, Colorado
- 10) Mayor Sharon Sayles Belton of Minneapolis, Minnesota

I'm happy to send regret letters to any and all people necessary, and I would recommend doing so. Exceptions would be if an office specifically requests that a formal letter of regret not be sent (i.e. you've spoken with the requestor and don't believe a letter is necessary). Once stops are decided I will resend this email and ask each applicable office to advise on yes/no regret letter.

Thanks,
Tim

PS Please be sure to forward this to ANYONE who is not listed but should have received this list.

Message Sent To:

Laura A. Graham/WHO/EOP@EOP
Barbara B. Hunt/WHO/EOP@EOP
Janelle E. Erickson/WHO/EOP@EOP
Patrice L. Stanley/WHO/EOP@EOP
Lynn G. Cutler/WHO/EOP@EOP
Jackson T. Dunn/WHO/EOP@EOP

THESE CALLS WILL BE MADE ONCE THE PRIORITY CALLS A/B HAVE BEEN MADE.
ALL CALLS WILL BE MADE BY BARBARA-BOSTICK-HUNT, IGA

Jack Wall
Supervisor Denning township
West Frankfort, Il 62896
(618)932-6212

Scott King, Mayor
Gary, Indiana
(219) 881-1301

Paul Artman, Jr., Mayor
Greenville, Miss
(601) 378-1564

John O., Norquist, Mayor
Milwaukee, WI
(414) 286-2200

William Gorman, Mayor
City of Hazard
Perry County, KY

Sharoon Sayles Belton, Mayor
Minneapolis, MN
(612) 673-2100

Wellington Webb, Mayor
Denver, Co
(303) 640-2720

Lenwood Herron
Alabama Conference of Black Mayors
(334) 347-2295

III. COMPANIES FOR CONSIDERATION

Henry Kravitz [contact: Kathy Wylde 212-493-7551]		New York Investment Fund	The NYIF has just agreed to extend a \$1 million credit line on top their original investment of \$1 million. The initial investment enabled MTL President Reg Powe, who owns this start-up educational publishing company, to develop the first school curriculum dedicated exclusively to serving inner city youngsters.
Charles R. Lee [contact: Charlotte Reisner 972/567-8095]		GTE	GTE has mentored and trained companies and potential employees across the Metroplex. One example is LPI, a tech/telecom company located in a Dallas enterprise zone. Through its supplier development program, GTE provided financial help, technical assistance and the opportunity for LPI to bid on GTE contracts. Since the company opened its doors in June of 1998, they've done \$25 million in sales, in part because of these mentoring relationships.
Jacques Nasser (contact: Dana Zugay (313) 845-8351)		Ford Motor Co.	
Lewis Katz Raymond Chambers		N.J. Nets	In an effort to revitalize downtown Newark, N.J. Nets will create the Newark Sports and Entertainment Village (the Village). As part of this project, they are working to provide an 18,500-seat NBA world-class sports arena to host over 200 events throughout the year. The arena will be the home to the New Jersey Nets, New Jersey Devils, a future WNBA franchise and the Seton Hall Pirates. The facility will also be used for concerts, professional wrestling, the circus etc. They are also constructing a 30,000 seat outdoor stadium for use by Major League Soccer. Connecting the arena and the stadium will be over 1,00,000 square feet of new office space and a 400-room hotel.
Dain Rauscher		Irving Weiser	Dain Rauscher recently underwrote financing for a housing development in Mesa Arizona for low to moderate income families. The new 96-unit multifamily new development will provide homes below market rents to families making 50% or less of the area wide median income.
Bernard Beal		M.R. Beal & Company	This minority owned investment banking firm has been engaged in the redevelopment of underserved areas. M.R. Beal is providing investment banking services to help develop the Village Square Commons, part of Newarks downtown revitalization.
	Stephen Sanger General Mills Minneapolis, MN	612-540-2311	General Mills provided financial backing for a \$4 million for a manufacturing plant in an underserved area in Minneapolis in 1/98. They were awarded the Social Compact Award in May of 1999 for the project.
	Floyd Hall KMART Troy, MI	248-643-1000	Floyd Hall is interested in joining the President on the trip. They have recently opened a new store in an underserved area of Detroit.
	Stephen Burd Safeway	925-467-3000	They have several successful stores operating around the country

PHILADELPHIA, PA

A - Rep Robert Brady (D-1-PA)

Legislative Affairs

A - Rep Chaka Fattah (D-2-PA)

Legislative Affairs

A - Rep Robert Borski (D-3-PA)

Legislative Affairs

C- Senator Arlen Specter (R-PA)

Legislative Affairs

C - Senator Rick Santorum (R-PA)

Legislative Affairs

PINE RIDGE, SD

A- Senator Tom Daschle (D-SD)

Podesta

* Senator Daschle will then notify
the President of the Tribe

A- - Senator Tim Johnson (D-SD)

Legislative Affairs

C - Rep John Thune (R-at large-SD)

Legislative Affairs

PHOENIX, AZ

A - Rep Ed Pastor (D-2-AZ)

Sperling

C - Senator John McCain (R-AZ)

Legislative Affairs

C - Senator Jon Kyl (R-AZ)

Legislative Affairs

LOS ANGELES / ANAHEIM, CA

A – Senator Dianne Feinstein (D-CA)

Sperling

A- – Senator Barbara Boxer (D-CA)

Legislative Affairs

A – Rep Xavier Becerra (D-30-CA)

Legislative Affairs

A - Rep Matthew Martinez (D-31-CA)

Legislative Affairs

A – Rep Lucille Roybal-Allard (D-33)

Legislative Affairs

A – Rep Grace Napolitano (D-34-CA)

Legislative Affairs

A – Rep Maxine Waters (D-35-CA)

Legislative Affairs

A – Rep Loretta Sanchez (D-46-CA)

Legislative Affairs

B – Rep Ed Royce (R-39-CA)

Legislative Affairs

B – Rep Chris Cox (R-47-CA)

Legislative Affairs

C – Rep Gary Miller (R-41-CA)

Legislative Affairs