SBIC Program Licensees --- April 8, 1999 - District of Columbia

Allied Investment
Corporation
Kelly Anderson, Controller
1919 Pennsylvania Avenue, NW
Washington, DC 20006-3434
ph: (202)973-6328 FAX: (202)331-2434

Preferred Investment Size: $2 to $8 Million
Investment Policy: Subordinate Debt with Equity
Investment Type: Later Stage
Industry Preference: All Industries, but Biotech
Geographic Preference: National

Broadcast Capital,
Inc. (SSBIC)
John E. Oxendine, President
1700 K Street, NW
Suite 405
Washington, DC 20006
ph: (202)496-9250 FAX: (202)496-9259

Preferred Investment Size: $250,000 to $500,000
Investment Policy: Debts and Equity Investments
Investment Type: Start-up, Expansion, Later Stage
Industry Preference: Broadcast and Communications Related
Geographic Preference: National

Capitol Health
Partners, L.P.
Debora Guthrie, Manager
2620 P Street, NW

Washington, DC 20007
ph: (202)342-6300 FAX: (202)342-6399

Preferred Investment Size:
Investment Policy:
Investment Type:
Industry Preference:
Geographic Preference:

Multimedia Broadcast
Investment Corp. (SSBIC)
Walter L. Threadgill, President
3101 South Street, NW

Washington, DC 20007
ph: (202)293-1166 FAX: (202)293-1181

Preferred Investment Size: $200,000 to $500,000
Investment Policy: Debt and/or Equity
Investment Type: Early Stage, Expansion, Later Stage
Industry Preference: Telecommun- ications, and Broadcasting
Geographic Preference: Nationwide

Women's Growth Capital
Fund, LLLP
Patty Abramson & Rob Stein, Managers
1029 31st Street, N.W.

Washington, DC 20007
ph: (202)342-1431 FAX: (202)342-1203

Preferred Investment Size:
Investment Policy:
Investment Type:
Industry Preference:
Geographic Preference:

Lidia D.C.

COUNCIL OF THE DISTRICT OF COLUMBIA
WASHINGTON, D.C. 20001

16A

cc: Gene

MAY 21

May 12, 1999

John Podesta
Chief of Staff
White House
Washington, DC

John

Dear Mr. Podesta:

Just last night the President, in a speech to the National Conference on Civil Rights, indicated that in July he would do a national tour highlighting the problems and opportunities in disadvantaged areas.

May I suggest that Georgia Avenue, right here in the District, be among the stops he makes along the way? You may remember my letter to you, recalling the walk by then President-elect Clinton on Georgia Avenue in November 1992. He said at that time, there would be change on the corridor. This national tour provides a splendid opportunity to realize that promise.

I hope all is well.

Sincerely,

Jim Graham
Councilmember
Ward One

cc: Councilmember Charlene Drew Jarvis, Ward Four

EXECUTIVE OFFICES
SAFEWAY INC.
5918 STONERIDGE MALL ROAD
PLEASANTON, CA 94588-3229

D.C.

May 7, 1999

The Honorable William Jefferson Clinton
President of the United States
The White House
Washington, D.C.

Dear Mr. President:

Thank you for your invitation to your May 11, meeting on your administration's New Market Initiative. I am disappointed that I will not be able to attend. I will be presiding at our company's annual shareholders meeting that same day in Los Angeles.

We commend your efforts to promote capital development in underserved communities. Safeway has a strong record of investing in these markets. It was my privilege to meet you at a White House gathering in March of 1997 about local business development in Washington, D.C. You remarked during your East Room presentation that Safeway was planning to open a 55,000 square foot supermarket in Southeast Washington, D.C. the following day. We appreciated the recognition. I am pleased to report, the store has been well-received in the community, and a tremendous success as a business investment. Developing the site was a good example how business, along with government agencies and community groups, can work together to bring essential services to otherwise underserved parts of a city. As you may know, we operate 16 stores in the District of Columbia, four times that of our nearest competitor.

Over the last five years Safeway has invested more than $165 million building new stores and remodeling outdated facilities in urban/underserved neighborhoods throughout our operating divisions in the U.S. For example, our newly acquired Dominick's division in Chicago opened a new supermarket on West Roosevelt Road this past March. It was the first new supermarket in this section of Chicago in nearly 40 years. This was the third inner city supermarket Dominick's opened in the last three years.

In addition, we have opened state-of-the-art supermarkets in two Baltimore inner city locations in the last two years. In 1998 we opened a new store in an underserved section of Pasadena. We have done similar projects in San Francisco, Los Angeles (including Inglewood and Compton), Oakland, San Jose, Phoenix and Seattle. In the process, we have greatly expanded the grocery shopping options and made thousands of employment opportunities available to residents in these neighborhoods.

Our thanks again for the invitation, Mr. President. I am sorry I cannot attend, however, I do look forward to learning more about your New Market Initiative.

Sincerely,

Steven A. Burd
Chairman, President and Chief Executive Officer

WASHINGTON, D.C. – Metropolitan Area Information Technology Employment Project

Description of existing project:

D.C.

On June 30, 1998, DOL awarded a $1.2 million grant to the Commonwealth of Virginia to undertake planning and organizing activities related to implementing a multi-state project to assist and train over 3,300 eligible dislocated workers in the Washington, D.C. metropolitan area to work in the high tech industry in the area. The project is designed to train workers in the area to fill the numerous employment vacancies which regional employers have identified in the high tech industry. Virginia is in partnership with Maryland and the District of Columbia. Upon completion of the planning phase, the operations phase would be initiated with a grant of approximately $15.5 million as early as June 1999.

New Market Objective:

As part of the new market initiative we would identify private sector participants and jointly announce specific employment commitments. We would look to expand participation in all aspects of the project, but particularly in the nature and level of the employment commitment. (The commitments identified below have not been the subject of press stories.) As part of the New Market Initiative, we would attempt to increase the number of private sector participants and to increase the number of trainees and placements on the part of existing participants.

Company Participation/Hiring Commitments to Metro Tech Project Includes --

Company	Job Titles	Commit.	Training
Maryland:			
Compu Tech, Inc.	Programmer	4	3
Virginia:			
Bell Atlantic/BACCSI	Service Techs or Splice/ Service Tech	45	*
Washington Data Systems, Inc.	LAN Techs (non-degree)	5	5
	Network Engineers (degreed) 5	5	
RHI, Inc.	PC Help Desk Technician	5	
Apex Systems	PC Help Desk Technician	5	15
Aerotek Staffing	PC Help Desk Technician	5	

Subsystem Technologies	Help Desk/LAN Techs; LAN Engineer; Computer Programmer/Operator I; Computer System Analyst I	5	
Pinnacle Software**	Oracle DBA	5	
Employer Consortium		15	

D.C.

National Capital Planning Council	Geographic Info Systems (GIS) Programmer	5	*
Lucent Technologies	Central Office Technician	10	*
PEPCO	Network Administrator	5	*
EDS	Network Administrator	5	
Urban Technologies	Programmer/Data Base Administrators/ Advanced Desk Top Productivity Personnel	20	**

*recruiting/training classes scheduled to begin
**on hold

Who do we contact*:

AOL	VA Governor's Office
PSINet	Mayor's Office
Computech	MD Governor's Office
First Union Bank	Maryland High Technology Council
Urban Technologies, Inc.	N. Virginia High Technology Council
Bell Atlantic	Organized Labor
Other High Tech companies in region	DC Board of Trade

*contacts should be initiated through the Virginia Governor's Office for Job Training (Bill Carolson) to ensure coordination occurs with past/current project undertakings

What are we asking for:

- Specific and significant hiring commitment with company-specific (customized) available for training for workers hired

- Specific investment of private resources including funding, training, mentoring, and participation in all aspects of the initiative.

What is the visual:

Southwest Mall Tech Center (Stephanie – ETA thinks you may know some of this).

COUNCIL OF THE DISTRICT OF COLUMBIA
WASHINGTON, D.C. 20001

cc: Gene

MAY 21 1999

I need to reply

Gene
Maria
Nelson
Sylvia

May 12, 1999

John Podesta
Chief of Staff
White House
Washington, DC

John

Dear Mr. Podesta:

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we need to take this seriously

I hope all is well.

Sincerely,

Jim

Jim Graham
Councilmember
Ward One

cc: Councilmember Charlene Drew Jarvis, Ward Four

5|21|99

Department of Labor-Recommended Presidential Events: New Markets Initiative

Los Angeles or Alternate

Once a devastated community after riots, Watts is now moving forward, and a Department of Labor Youth Opportunity pilot grant has been used to form a community-wide partnership that is giving out-of-school youth the skills they need to land good jobs, with committed private sector partners including Ultramar Petroleum, Rockwell, and others.

President Clinton, executives and role models announce Secretary Herman's Youth Opportunities Movement, with the local goal of an empowerment zone-wide "opportunity zone" with more employers pledging to hire more youths.

Visual: Visit to one of the following:

Rockwell International Reach Program - shop setting
Shell Oil Business Academy - classroom setting
Ultramar Petroleum Refinery - Chemical work site
McDonnell Douglas Plant - Vast aircraft production site

Private Industry Targets:

Rockwell Space Systems	Staples	Xerox
Pacific Bell	Hughes	Northrup-Grumman
Safeway	ARCO	Bank of America
Toyota	Disney	Universal Studios
Occidental Petroleum	PG&E	Safeway
Ralph's		

Southeastern Kentucky

The Department of Labor funds a Youth Opportunity program here, to train out-of-school youth for meaningful employment. The Small Business Administration is deeply involved in capital investment programs in this rural Empowerment Zone. SBA will work with the Department of Labor to direct new capital investments from large employers and financial entities into Mountain Ventures Inc., a Small Business Investment Corporation, or a similar vehicle to expand youth job training programs to give every youth in the region the opportunity for job training.

Kentucky business leaders answer the President's challenge, pledge $2 million or more in annual investment.

Visual: A site visit to American Woodmark, a six-month-old, state of the art, computerized machine shop making cabinets for the nation's leading home improvement retailers.

Private Industry Targets:

American Woodmark	Bell South	Horizon Yachts
Image Entry	Fantasy Custom Yachts	Citizens National Bank
United Parcel Service		

Detroit

The Department of Labor recently awarded Detroit a Youth Opportunity grant to build a broad-based effort to provide jobs skills training to area out-of-school youth. Private sector partners in that effort include Daimler-Chrysler and Ford, who have pledged to hire some of the youth when they finish training. A New Markets event would add General Motors, the United Auto Workers and other companies to this effort.

Visual: Site visit to DetroitWorks Youth training facility.

Private Industry Targets:

Daimler-Chrysler	Ford Motor Co.
General Motors	United Auto Workers

Washington, DC

Businesses in the Washington area increase their investment in a regional consortium organized by the State of Virginia to train dislocated workers and others to fill critical shortages in the high tech industry.

Visual: Site visit to Computech facility.

Private Industry Targets:

AOL	PSINet	Computech
First Union Bank	Urban Technologies	Bell Atlantic
Maytag	CENTECH	COMSAT