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INTERNATIONAL LABOUR ORGANIZATION 1999 PRESS RELEASES

Americans work longest hours among industrialized countries,
Japanese second longest

Europeans work less Time, but register faster productivity gains

New ILO statistical volume highlights labour trends worldwide

Monday 6 September 1999
(ILO/99/29)

GENEVA (ILO News) - US workers put in the longest hours on the job in industrialized nations, clocking up nearly 2,000 hours per capita in 1997, the equivalent of almost two working weeks more than their counterparts in Japan where annual hours worked have been gradually declining since 1980, according to a new statistical study* of global labour trends published by the International Labour Office (ILO).

The study examines 18 *Key Indicators of the Labour Market (KILM)*, including labour productivity, labour costs, unemployment and underemployment and hours worked. It shows that the US pattern of increasing annual hours worked per person (which totalled 1,966 in 1997 versus 1,883 in 1980, an increase of nearly 4% - see Tables) runs contrary to a world-wide trend in industrialized countries that has seen hours at work remaining steady or declining in recent years.

The long working hours of US and Japanese workers (whose 1995 total was 1,889 annual hours worked versus 2,121 in 1980, a decline of more than 10%) contrasts most sharply with those of European workers, who are logging progressively fewer hours on the job, particularly in the Scandinavian countries such as Norway and Sweden where hours worked in 1997 were, respectively 1,399 and 1,552 per year.

In France, which recently introduced legislation limiting the work week to 35 hours, men and women workers put in 1,656 hours in 1997 versus 1,810 in the 1980s. In Germany (Western), the annual total of working hours was just under 1,560 in 1996 versus 1,610 in 1990 and 1,742 in 1980.

Workers in the United Kingdom, putting in 1,731 hours annually in 1997, appear to have neither gained nor lost much free time since 1980 when they worked 1,775 hours. Irish workers' annual hours dropped

from 1,728 in 1980 to 1,656 in 1996, putting them roughly on a par with Switzerland (1,643), Denmark (1,689 hours for male workers in 1994) and Netherlands (1,679 for male workers in 1994).

Workers (both men and women) in Australia logged only slightly longer hours than their counterparts in New Zealand in 1996 (1,867 versus 1,838). Canadian workers have seen their work schedules decline by more than a full work week during the last decades, with 1996's result of 1,732 hours closely resembling 1980's total of 1,784.

Fewer statistics are available on annual hours worked per person for the developing world than the developed world, so trends are not as easily identifiable. However, among rapidly industrializing countries and regions, East Asia would appear to have the longest hours of work with Hong Kong - China, Bangladesh, Sri Lanka, Malaysia, Singapore and Thailand all reporting between 2,200-1,300 per year, but the figures are all pre-1995, prior to the Asian financial crisis. Figures for the Republic of Korea show a steady decline from 1980 levels of 2,064 hours per year to 1,892 per year in 1996.

Workers in Latin American and Caribbean countries work between 1,800-1,000 hours per year, with only modest declines from 1980 levels.

Commenting on the findings, ILO Director-General Juan Somavia said: "The number of hours worked is one important indicator of a country's overall quality of life." He added that "while the benefits of hard work are clear, working more is not the same as working better."

However, Mr. Somavia cautioned that many other factors - "including productivity, compensation, unemployment, levels of technology, social benefits, job security and even cultural attitudes toward work and leisure need to be considered in any meaningful analysis of working time. And there is a widespread tendency to underestimate and undervalue the working time of women."

"Among the goals of the ILO KILM project," he added "is to provide an up-to-date statistical profile of world-wide employment trends so that the full range of social and economic consequences of different labour market options can be examined." Somavia said that he hoped the 600-page volume, containing comparative data from 240 countries and territories worldwide, would prove a valued reference in "the search for equity and efficiency in the world of work."

The project is the result of a collaborative effort among the ILO, the Organization for Economic Cooperation and Development (OECD) and several national and international agencies to select and refine indicators of global labour trends. Among the data sources are the United Nations Statistical Division, The World Bank, the Statistical Office of the European Union and the US Bureau of Labour Statistics.

The KILM is available in two formats - a standard print version and CD-ROM. Additional information about the KILM project and indicators will also be available on a special ILO web site (<http://www.ilo.org/public/english/60empfor/polemp/kilm/kilm.htm>).

Productivity Puzzle

The first instalment of KILM, which presents information by category and by country, will no doubt raise as many questions as it answers, notably on the vexed questions of matching labour resources to productivity, employment and economic pressures in the increasingly global economy.

Mr. Lawrence Jeff Johnson, the ILO labour economist who directed the KILM project, said that in spite of divergence in working hours, the major industrialized countries are seeing convergence on the labour productivity front.

Said Johnson: "Currently the US worker works more hours than his or her counterpart in other industrialized countries, and he or she also leads the way in terms of productivity."

He added that "in 1996, the US outpaced Japan by nearly \$10,000 (USD) in terms of value added per person employed and in terms of value added per hour worked by nearly \$9, but in recent years workers in Japan have been rapidly closing the gap."

A similar situation prevails vis-a-vis the US's largest trading partner, Canada, where labour productivity is increasing at a faster rate in terms of value added per hour worked (123.4 vs 120.3). In terms of value added per hour worked in 1997, US workers outproduce their Canadian counterparts by more than \$5USD.

According to Johnson, "the productivity race is like a never-ending marathon in which the US worker today is ahead of the pack, but a significant number of competitors - notably Japan, the Republic of Korea and the major European countries - are picking up speed with the US in their sights."

The KILM shows that on average, labour productivity growth in western Europe has been increasing at a faster rate than in the US (22 percentage points). Asia (excluding Japan) has shown a significantly better catch-up performance relative to the advanced countries. Between 1980 and 1997, productivity growth in Asia was about 2 percentage points faster than for the advanced countries, and its productivity gap relative to the United States declined by almost 5 percentage points.

This suggests that the major competitive challenge to current US productivity dominance comes not only from a reviving Asian economy, but also from the major European economies, in spite of the many different labour market strategies including reduced work schedules, being implemented in countries worldwide.

Among European countries, Ireland had by far the highest levels of labour productivity growth, which surged by 82 percentage points in the years between 1980-1997. The very high growth levels in Ireland are partly explained by the country's comparatively low level of labour productivity versus other European countries, but also by high educational achievements and fast economic growth rates in the country. Other European countries showing high growth in labour productivity include Finland (54 points), Sweden (39 points), Spain (38 points), Denmark (34 points) and Belgium and the UK (both at 33 points). French labour productivity grew by about 30 points during the period. Germany's by 31 points.

The productivity challenge comes from both developed and developing areas of the world. Thailand saw its labour productivity growth soar between 1980-97, with the value added per person employed rising by a whopping 141 percentage points. The measure, which basically divides a country's gross domestic product by the number of people employed in order to estimate the average output per worker, does not take account of all possible factors (such as access to technology and capital) but does provide a reliable indicator of worker efficiency in relation to overall economic growth.

On the basis of the value added per person measurement, the Philippines' productivity growth shrank from 100 in 1980 to 84 in 1995. Indonesia's rose by 49 points between 1980-1995. Hong Kong, China grew by 91 points between 1980 and 1996. Taiwan, China grew by 120 points in the same period. Elsewhere in Asia since 1980, India was up 64 points in 1995, Sri Lanka 58 in the same year.

Among developing regions, Latin America has shown very little productivity improvement over the past two decades, with the notable exception of Chile and Colombia which saw a more than 20 point increases in productivity between 1980 and 1996. On average, the Latin American region experienced a slight decline in productivity between 1980 and 1996, with Brazil virtually unchanged since the 1980s.

Other Key Labour Market Trends

Worldwide, employment is shifting from sectors that produce goods (agriculture and industry) to the services-producing sector. This shift is most pronounced in the developed countries and transition

economies, and less dramatic in sub-Saharan Africa and some Asian countries. However, with few exceptions, the proportion of total employment engaged in agriculture is declining around the world and the services sector is now responsible for at least half of total employment in industrialized countries.

The KILM shows that in 1996 and 1997, rates of unemployment were relatively high throughout much of the world, with nearly one-half of all countries studied showing unemployment rates in excess of 7%. Developed countries had high rates as well, with 14 out of the 29 countries rating in excess of 7%. For most countries for which data are available for this indicator, women have higher unemployment rates than men. The principal exception is sub-Saharan Africa, where men's unemployment exceeds women's in most countries.

Worldwide wage trends were found to be diverse. Wages in major European countries have been increasing steadily, while they generally remained unchanged or dropped in Europe's transitional economies. Similarly, wages in East Asia and Southeast Asia increased steadily before the economic crisis showed steady growth, while wages remained constant or declined in south-central Asia during the same period. Wages in Latin America were somewhat diverse, while they showed a steady downward trend in sub-Saharan Africa.

The urban informal sector represents an integral part of many developing economies. Of 42 countries studied, 13 had rates of urban informal activity greater than 50% of total employment. These include nine African countries (Cameroon, Cote d'Ivoire, Gambia, Ghana, Kenya, Madagascar, Mali, Tanzania and Uganda), three Latin American countries (Bolivia, Colombia and Peru) and one in Asia, Pakistan. The highest shares of urban informal sector activity (more than 70%) were recorded in Gambia, Ghana, Mali and Uganda.

It is well known that both poverty and inequality impact upon, and are affected by, the functioning of labour markets. The report shows nine countries were found to have poverty levels of 50% or more: Guinea-Bissau (88.2%), Zambia (84.6%), Madagascar (72.3%), Uganda (69.3%), Niger (61.5%), Senegal (54.0%), India (52.5%), Nepal (50.3%) and Kenya (50.2%).

* * * * *

* *Key Indicators of the Labour Market 1999*. International Labour Office, Geneva, 1999.
ISBN 92-1-110833-3. The text is available on the Internet:
<http://www.ilo.org/public/english/60empfor/polemp/kilm/index.htm>

Table I: Labour Productivity Growth - Value added per person employed, 1980-1997
Selected countries by region (1980 = 100)

Country	1997	Country	1997	Country	1997
Austria	124	Netherlands	118*	United States	122
Belgium	133	Portugal	130	Hong Kong, China	191*
Denmark	134	Spain	138	Korea, Rep. of	246*
Finland	154	Sweden	139	Taiwan, China	220*
France	130*	United Kingdom	133*	Thailand	241*
Germany, FR. of (Western)	131*	Australia	131	Brazil	100*
Greece	114	Canada	120	Chile	126*
Ireland	182	Japan	143*	Colombia	128*
Italy	136				

* The data refer to 1996.

Table II: Annual number of hours worked per person

	1990	1991	1992	1993	1994	1995	1996	1997
Australia	1869	1858	1850	1874	1879	1876	1867	1866
Canada	1737.6	1717.2	1714.1	1718.4	1734.7	1737.2	1732.4	
Japan	2031	1998	1965	1905	1898	1889		
United States	1942.6	1936	1918.9	1945.9	1945.3	1952.3	1950.6	1966
New Zealand	1820.1	1801.4	1811.8	1843.5	1850.6	1843.1	1838	
France						1638.4	1666	1656
Germany, Fed. Rep. of	1610	1590	1604.7	1583.7	1579.5	1562.7	1559.5	
Ireland	1728	1708	1688	1672	1660	1648	1656	
Norway	1432	1427.3	1436.9	1434	1431	1414	1407	1399
Sweden						1544.4	1553.8	1552
Switzerland		1640	1637	1633	1639	1643		
United Kingdom							1732	1731
Denmark (Male)	1644.5	1620.15	1669	1660.55	1688.85			
Netherlands (Male)	1619.3	1623.55	1689.25	1684.2	1679.35			

Table III: Value added per person employed

	1990	1991	1992	1993	1994	1995	1996	1997
Belgium	43,911	44,554	45,510	45,384	46,947	47,676	48,193	49,187
Denmark	34,543	35,351	35,404	36,778	38,804	39,119	39,780	40,214
Finland	33,287	32,518	33,760	35,512	37,481	38,518	39,199	39,722
Hong Kong, China	36,009	37,280	39,759	41,293	42,462	43,864	44,412	
Ireland	34,603	35,534	36,049	36,827	38,469	40,792	42,916	44,253
Japan	36,669	37,406	37,407	37,374	37,597	38,134	39,434	
Korea, Republic of	21,243	22,374	23,016	23,971	25,261	26,787	28,166	
Spain	36,782	37,538	38,618	39,924	41,203	41,245	40,997	41,138
Sweden	33,768	34,168	35,192	36,416	37,975	38,796	39,619	40,741
Taiwan, China	25,258	26,496	27,649	29,006	30,252	31,679	33,438	
United Kingdom	35,001	35,164	35,744	36,775	38,047	38,419	38,890	
United States	45,377	45,606	46,434	47,350	48,043	48,493	49,150	49,905

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New Markets Initiative

**White House National Economic Council
U.S. Department of the Treasury
U.S. Department of Housing and Urban Development
U.S. Small Business Administration**

1999

Elements of the New Markets Initiative

- New Markets Tax Credit
- America's Private Investment Companies (APICs) - HUD
- SBICs Targeted to New Markets (SBIC- LMI) - SBA
- New Markets Venture Capital Firms (NMVCs) - SBA
- Microenterprise Lending and Technical Assistance
- Continued Growth for CDFIs - Treasury
- BusinessLINC

New Markets Initiative

**SBICs Targeted to New
Markets (SBIC - LMI)**

1999

Goals of the New Markets Initiative:

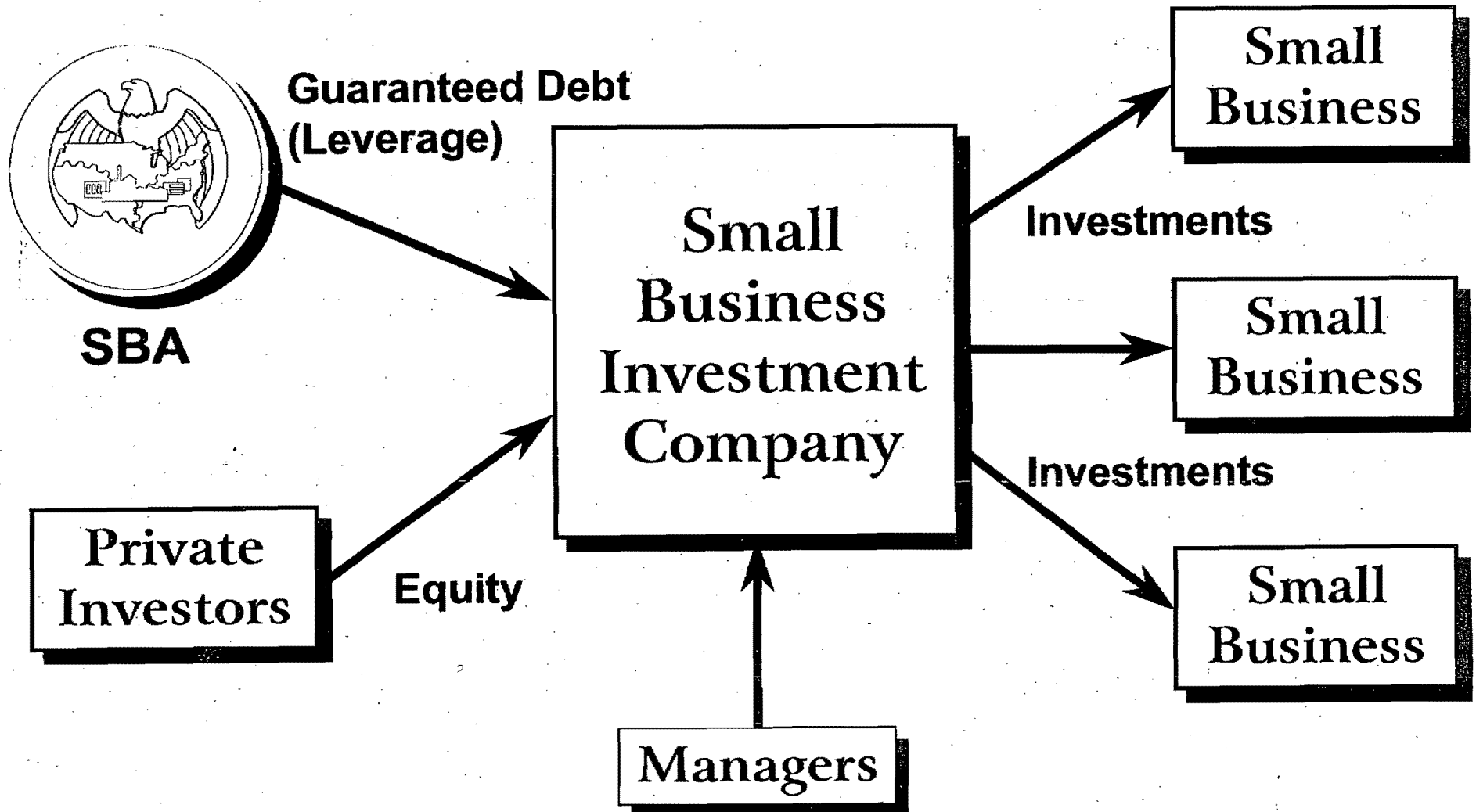
- **Provide incentives to stimulate \$15 billion of new private capital investment in targeted areas;**
- **Build a network of private investment institutions focused on economic development in underserved areas; and**
- **Provide the expertise to small businesses and microenterprises that will allow them to use new investment to grow.**

What is an SBIC?

- **A Private Company**
- **With Private Management**
- **And Private Investors**

Formed specifically to invest in small businesses, generally where equity participation is a significant component of the financial return.

How SBICs Work



What is an LMI (Low and Moderate Income)-Focused SBIC?

- **A Regularly Licensed SBIC**
- **\$5 Million Minimum Capital**
- **Up to 3:1 Debenture Leverage**
- **Five Year Deferment of Interest**

Formed to invest in LMI areas where 20% of the population is below poverty level or median income is less than 80%.

What Is the SBIC/LMI Target Market?

- **Growth Small Businesses in Rural Areas, Inner Cities, or**
- **35% of Employees from LMI Areas**
- **Investments from \$150,000 to \$1 Million**

New Markets Initiative

New Markets Venture Capital Firms

1999

What is New Markets Venture Capital (NMVC)?

- **A Community Based Venture Capital Fund**
- **5 Year Deferment of Interest**
- **Formed to Invest in Companies Requiring both Equity and Technical Assistance in LMI Areas**

What Is the NMVC Target Market?

- **Small Businesses in Rural Areas or Inner Cities that Require both Equity and Technical Assistance**
- **Small Business Has Unique Market Niche**
- **Moderate Growth Prospects**
- **Investments from \$50,000 to \$300,000**

JUMP

Overview: Goals and Need

APIC Adapted from:
SBA's Small Business Investment Companies

APIC Created to:

- Expand private investment in large-scale businesses in LMIs.
- Reach untapped markets in urban and rural areas.
- Complement HUD's existing programs for large-scale revitalization.
- Enable a wide variety of project types, including commercial real estate.

RE shopping center
attract firms - bank office
expansion - mid-size
RE incubators - campus
separate

New Markets Initiative

America's Private Investment Companies

1999

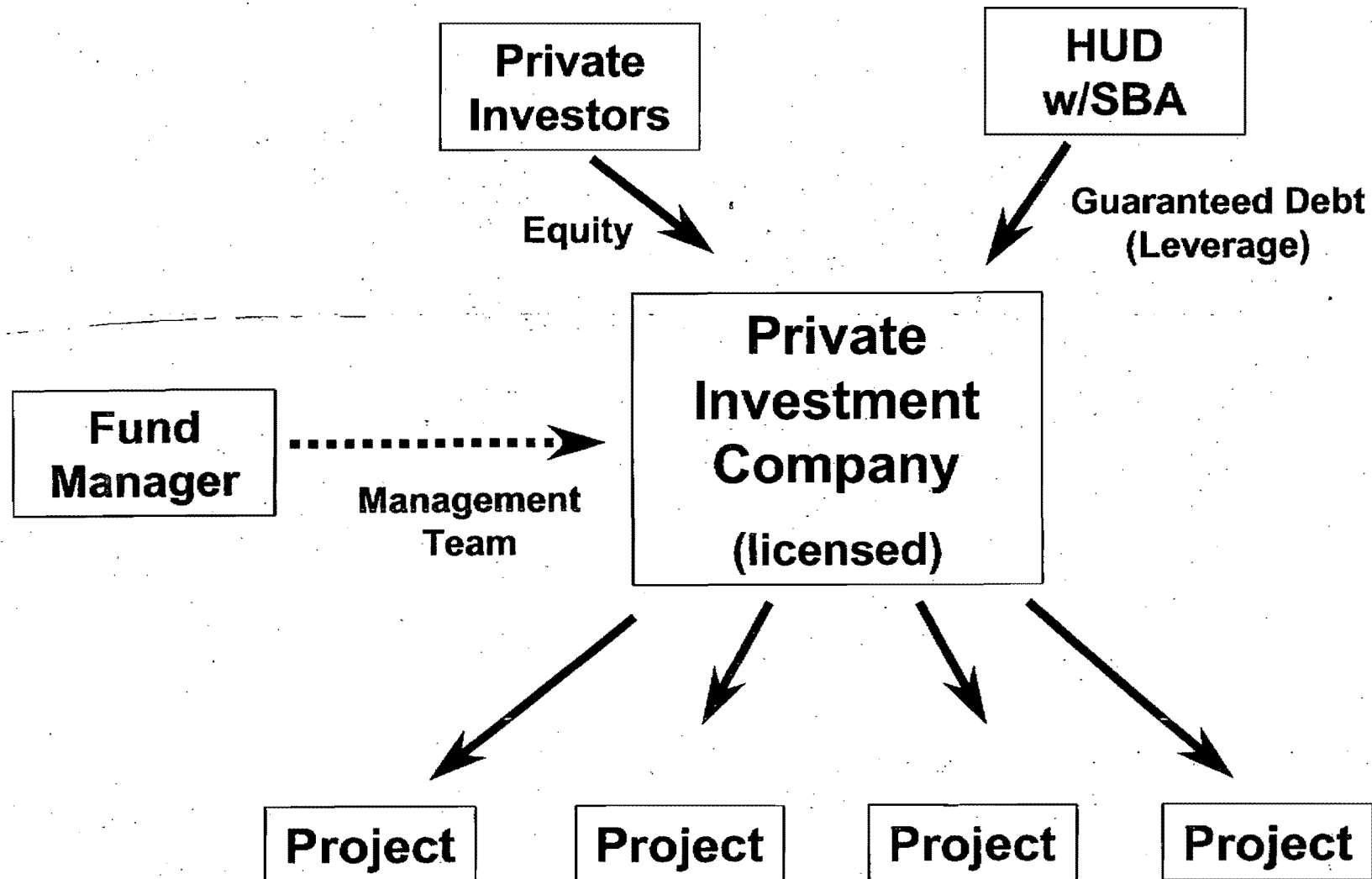
APIC: Long-term Capital Targeted to Development Needs

- **Direct investments in active businesses**
- **“Patient capital” -- long-term equity and debt**
- **Eligibility for New Markets Tax Credit**

Scale

- **\$36M in credit subsidy leverages \$1 billion in private loans and \$500M in private equity (\$1.5 billion per year)**
- **APIC will create large investment companies (expected \$75 - 450M) able to fund large projects (expected \$5 - 50M)**

How the APICs Will Work



The Investors

Broad Array Eligible:

- **Corporations**
- **Insurance Companies**
- **Banks** (eligible for CRA credit)
- **Pension Funds**
- **“Social Investors”**
- **Other Individual and Institutional Investors**

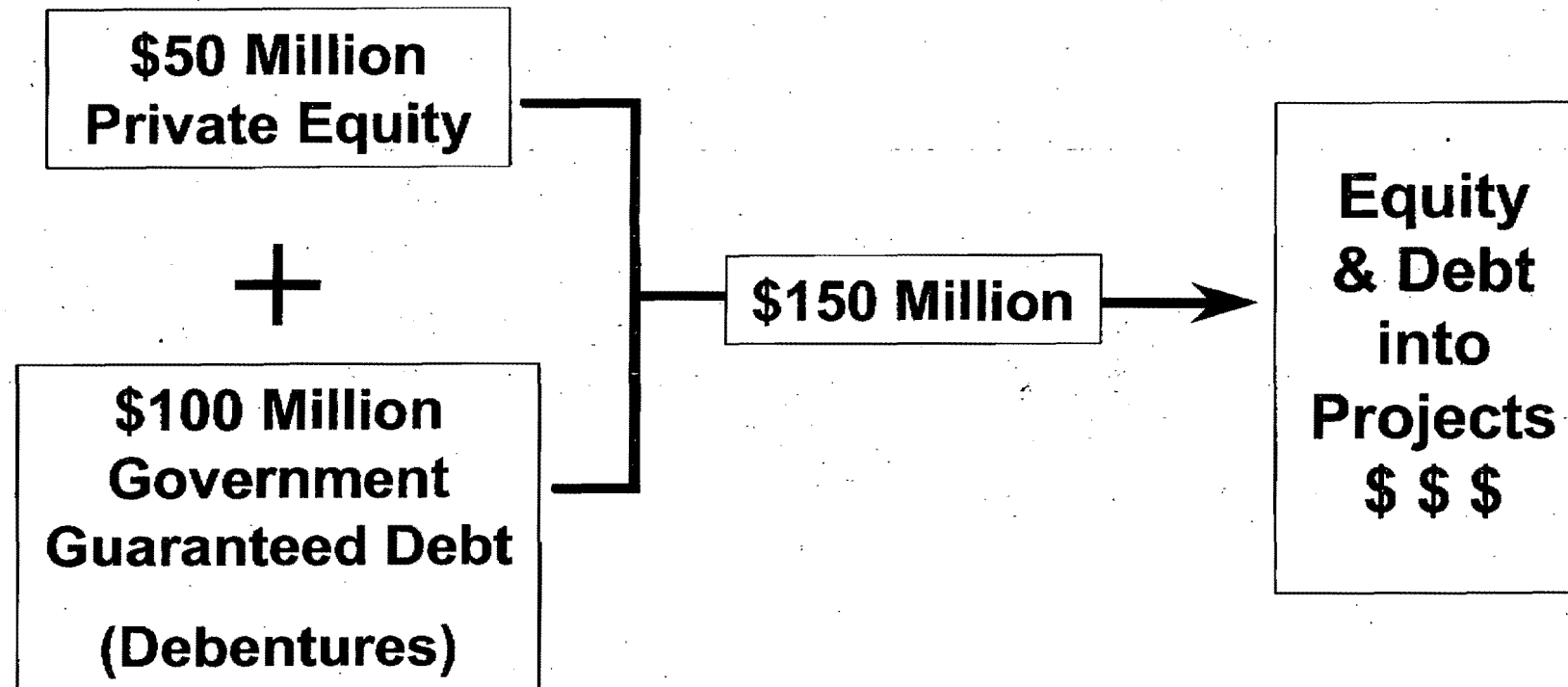
Selecting Experienced Fund Managers

Team Qualifications:

- Proven track record in direct equity investment and portfolio management
- Demonstrated ability to raise capital from private investors
- Experience in community development settings

APIC: Basic Numbers

Example



Ensuring Financial Soundness and Rewarding Performance

- **Financial Soundness Review**
- **Performance Review**
 - **Local hiring, quality jobs, other community benefits target by APICs themselves**
- **High performers eligible for more favorable financing**

New Markets Tax Credit

“Businesses must have equity capital before they are considered viable candidates for debt financing... Continued efforts to develop the markets for private equity investments will be rewarded by an innovative and productive business community. This is especially true in lower income communities, where the weight of expansive debt obligations on small firms can severely impede growth prospects...”

Alan Greenspan, Federal Reserve Board Chairman

JUMP

New Markets Initiative

**Community Development
Financial Institutions
(CDFIs)**

1999

Eligible Community Development Entities

- **Community Development Financial Institutions:**
Banks, Thrifts, Credit Unions, Venture Funds, Micro-Enterprises
- **Community Development Corporations**
(for-profit subsidiaries of nonprofits)
- **Small Business Investment Companies**
Primarily Serving Low and Moderate- Income Communities

Eligible Community Development Entities

- **New Market Venture Capital Firms**
- **America's Private Investment Companies**
- **Funds that Invest in Other Community Development Entities**
- **Funds that Purchase, Pool and Sell Loans Made by Community Development Entities**
- **Other Targeted Investment Funds**

New Markets Tax Credit

- **Like the Low-Income Housing Tax Credit, the New Markets Tax Credit is a capped and competitively allocated tax credit.**
- **Over a 5 year period, the New Markets Tax Credit will generate over \$6 billion in new equity for Distressed Communities throughout the Country.**

New Markets Initiative

**Microenterprise Lending
and Technical Assistance**

1999

New Micro-Enterprise Initiatives

- **President's Domestic Micro-Enterprise Agenda to increase funding by 159%, from \$32M to \$83M, including:**
 - \$15M and new legislation for the CDFI Fund's Program for Investments in Micro-Entrepreneurs (PRIME)
 - Doubling technical assistance and lending in the SBA's Micro-Loan Program

New Markets Initiative

BusinessLINC

1999

BusinessLINC: Learning, Information, Networking and Collaboration

- **In 1998, Vice President Gore launched Treasury/SBA's BusinessLINC.**
- **BusinessLINC encourages large businesses to work with small businesses to improve the competitiveness of firms located in economically distressed areas.**
- **The Vice President has released *BusinessLINC: Business-to-Business Relationships that Increase the Economic Competitiveness of Firms*, which details successful strategies.**

BusinessLINC: Learning, Information, Networking and Collaboration

- **A BusinessLINC website will serve as a national database to identify business linkages.**
- **BusinessLINC help smaller firms...**
 - **Obtain technical advice**
 - **Enhance management development**
 - **Access sources of financing**
 - **Increase marketplace credibility**
 - **Enter subcontracts and joint ventures**
- **New private sector BusinessLINC coalition will work with local communities to foster more BusinessLINC.**

OUTLINE OF POSSIBILITIES FOR A BRAINSTORMING SESSION ON THE NEW MARKETS TOUR

Date TBD for early September

Please give some thought to the following ideas prior to the brainstorming session. Also come prepared with your own ideas and possibilities for the next New Markets Tour. We will need to distinguish the second tour from the first. Your suggestions and ideas will be important to shaping the locations and events for the next New Markets trip.

Possible Ideas/Themes

- Welfare to Work Partnerships
- Agricultural Opportunities
- Conference on New Markets Research and Data
- The Role and Involvement of the Legal Community in New Markets
- The Role and Involvement of Sports Teams and Organizations in New Markets
- The Role and Involvement of Universities and Community Colleges
- Livability Agenda
- Programs Created by Local Municipalities and States

Geographic Possibilities (with a focus on places we did not visit on the first tour)

- A community heavily dependent on agriculture
- A community heavily dependent on large manufacturing
- Newark, NJ
- Northeastern Cities

AGENDA FOR NEW MARKETS MEETING

Room 231 OEOb; 3:00 - 4:00 pm
August 31, 1999

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES - MASTER CALENDAR

II. REPORT ON RECENT EVENTS/ACTIVITIES

III. ARKANSAS DELIVERABLES

things up in 1990 - with comp deliverables related to the sites visited
pays visited delta times monitor had listening session w/
local dealers

IV. PREPARATION FOR BRAINSTORMING SESSION

ideas for second trip
need to cover up w/ new times, & new geographic

V. NEW MARKETS DATA/RESEARCH GROUP - MEETING TBD IN MID SEPTEMBER

to be
on new mkt data

VI. LEGISLATIVE UPDATE

APIC & tax credit were already intro'd

SBA - AMVCs will be intro'd after recess

VII. REVIEW OF PHOTOGRAPHS FROM FIRST NEW MARKETS TRIP

VIII. OTHER ISSUES/QUESTIONS

brown fields

edit grant

9/15 - Penn State Hotel
hosting unit in Cayman
w/ SBA + banking yrs
on how bin istitues
can help bus grow

① borrowers

+ bin intermed

② business

best practices

in the industry

devy bus relaty

after Amer Bank

AROC ext on

community

dev

Banking & Amer

what about who's ch'brgs
to think tanks, etc

MERC

OUTLINE OF POSSIBILITIES FOR A BRAINSTORMING SESSION ON THE NEW MARKETS TOUR

Date TBD for early September

*4 days November
beginning*

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Geographic Possibilities (with a focus on places we did not visit on the first tour)

- A community heavily dependent on agriculture
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- Northeastern Cities

August 1999

Monthly Planner

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Commerce Announ- cement about Digi- tal Divide Meeting with 25 CEOs - Date TBD	3 Welfare to Work Partnership Confer- ence in Chicago - POTUS, Alvarez, and Herman	4	5 Introduction of Tax Credit Bills and APICs Bills	6 Rainbow/PUSH Co- nference in Chica- go - VPOTUS, Sperling, Alvarez, Herman and Mrs. Gore	7 Rainbow/PUSH Conf- erence in Chicago - VPOTUS, Sperling, Alvarez, Herman and Mrs. Gore
8 NGA Conference - POTUS	9	10 BusinessLINC Natio- nal Announcement - POTUS, Sperling, Summers, Alvarez	11	12 HUD Appalachian Summit in WV & KY - Cuomo, Herman, Slater, and Glickman	13 HUD Appalachian Summit in WV & KY - Cuomo, Herman, Slater, and Glickman	14
15	16 Labor Announce- ment of PEPNET Awards	17 SBA Announce- ments on HUBZones	18	19	20 Alvarez Speech in Washington to African American Women on Tour	21
22	23	24 Commerce Digital Divide Event	25	26	27	28
29	30	31	July S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 September S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30			

September 1999

Monthly Planner

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday																																																	
August <table> <tr><td>S</td><td>M</td><td>T</td><td>W</td><td>T</td><td>F</td><td>S</td></tr> <tr><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td></tr> <tr><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td></tr> <tr><td>15</td><td>16</td><td>17</td><td>18</td><td>19</td><td>20</td><td>21</td></tr> <tr><td>22</td><td>23</td><td>24</td><td>25</td><td>26</td><td>27</td><td>28</td></tr> <tr><td>29</td><td>30</td><td>31</td><td></td><td></td><td></td><td></td></tr> </table>			S	M	T	W	T	F	S	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					1 Labor Announcement on W2W Competitive Grants - Date TBD	2 Labor Foundation Roundtable on YO - Date TBD	3 HUD Storefront Openings - Throughout the Year	4 HUD Announcement of Brownfields EDI Grants - Date TBD							
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12	13	14	15 Conference on Business LINC for Financial Institutions - Multiple Agencies (inc: Treasury, CDFI)	16	17	18																																																	
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October 1999

Monthly Planner

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>→ 11/5/99 to 11/10/99 Delta - bus line</i>					1 <i>- Federal Tech</i> Commerce Announ- cement of Partner- ship with EDA - Date TBD	2
3 Commerce Announ- cement of TISAP grants - Date TBD	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
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AGENDA FOR NEW MARKETS MEETING

Room 231 OEOP; 3:00 - 4:00 pm

August 17, 1999

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES

- Cabinet Events - Master Calendar
- Arkansas Visit to the Delta (Fall) - *October* - *Went to Helms AR - expects things that we will come back w/ deliverables*
- Newark, NJ/New Jersey Nets Event (Fall)
- 2nd New Markets Tour (Fall)
- Sites Visited by President Clinton on the Tour - Coordination with Key Coordinators

II. PROCESS FOR NEW MARKETS EVENTS/ACTIVITIES

- Lead White House Contact - National Economic Council
- Working with Scheduling/Advance

III. NEW MARKETS DATA/RESEARCH GROUP - EXECUTIVE ORDER

IV. SUCCESS OF BUSINESSLINC EVENT

V. LEGISLATIVE UPDATE

*Intro'd 4/6 of places before Aug 5
has cred bills HHS side
April will HHS side*

VI. PROPOSED BRAINSTORMING SESSION FOR NEW IDEAS

VII. OTHER ISSUES/QUESTIONS

- *tracking - key coordinators
key commitments (eg new markets,*
- *media plan*
- *reach out to WDW companies*

August 1999

Monthly Planner

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 SBA-DOD Announcements for HUBZones - Date TBD	2 Commerce Announcement about Digital Divide Meeting with 25 CEOs - Date TBD	3 Welfare to Work Partnership Conference in Chicago - POTUS, Alvarez, and Herman	4	5 Introduction of Tax Credit Bills and APICs Bills	6 Rainbow/PUSH Conference in Chicago - VPOTUS, Sperling, Alvarez, Herman and Mrs. Gore	7 Rainbow/PUSH Conference in Chicago - VPOTUS, Sperling, Alvarez, Herman and Mrs. Gore
8 NGA Conference - POTUS	9	10 BusinessLINC National Announcement - POTUS, Sperling, Summers, Alvarez	11	12 HUD Appalachian Summit in WV & KY - Cuomo, Herman, Slater, and Glickman	13 HUD Appalachian Summit in WV & KY - Cuomo, Herman, Slater, and Glickman	14
15	16 Labor Announcement of PEPNET Awards	17	18	19	20 Alvarez Speech in Washington to African American Women on Tour	21
22	23	24	25	26	27	28
29	30 HUD Announcement of Brownfields EDI Grants - Date TBD	31 HUD Storefront Openings - Throughout the Year	July S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 September S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30			

September 1999

Monthly Planner

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19 ← Commerce & SBA	20 Minority Enterprise Dev Conference	21	22 →	23	24	25																																																	
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October 1999

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August 1999

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8 NGA Conference - POTUS, Alvarez, Others?	9	10 BusinessLINC National Announcement - POTUS, Sperling, Summers, Alvarez	11	12 HUD Appalachian Summit in WV and KY - Cuomo SBA Meeting with Rep. Reyes in El Paso - Alvarez	13 HUD Appalachian Summit in KY & WV - Cuomo HUD Appalachian Summit in WV and KY - Cuomo	14
15	16	17	18	19	20 Alvarez Speech in Washington to African American Women on Tour	21
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October 1999

Monthly Planner

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 Commerce Announ- cement of TISAP grant in site TBD - Daley	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
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September 1999

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26	27	28	29	30 Commerce Meeting with CEOs on Digital Divide - Daley	October S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	

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

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

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

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

August 5, 1999 - Opening of Chicago Job Corps Center

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

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

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

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

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

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

October 1999 - MOU signing with CNS, DOJ and DOD

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

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

**AGENDA FOR NEW MARKETS
MEETING**

Room 231 OEOP, 3:00 - 4:00 pm

August 3, 1999

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES - MASTER CALENDAR

- Cabinet Events
- BusinessLINC/The Business Roundtable -- National Announcement (August)
- Arkansas Visit to the Delta (Fall)
- Newark, NJ/New Jersey Nets Event (Fall)
- 2nd New Markets Tour (Fall) *geographical*
- Sites Visited by President Clinton on the Tour

II. COMMUNICATIONS WITH OPL ON CORPORATE INVOLVEMENT IN NEW MARKETS EVENTS

III. UPDATE ON NEW MARKETS DATA/RESEARCH GROUP - EXECUTIVE ORDER

IV. COMMUNICATIONS MATERIALS - PAPER FOR NEW MARKETS

V. LEGISLATIVE ISSUES

VI. OTHER ISSUES/QUESTIONS

*no public ext. for wh. we do sub/upte
agis will be intro'd prior to the recess
in conjunction we will have a press
statement on thursday*

*- another possib^{le} members coming up thurs afternoon
w/ gene/jack*

*Treas: Roubini + Robb want to export tax credit Cr. 5 to 7 yr
want to give Secretary discretion to add other poor areas
(N just new mkt's defined)*

*SBA: Sen Kerry wants to add cellphone McGovern Danny Davis
fence that would be 20 mill tech assist for universities +
non profits to support research around industry - complementary
to new mkt's, the prob is that it's in the budget*

MSB: ref. reboque. ~~But~~ about
together, % of investment that goes into targeted
countries

← 60% investment into targeted areas applied to all the
bills - some issue is it or one
Vebogor wanted to → ~~the~~ Some wanted to give companies more direction
about where they invest

Leschit Baker have committed to being
lead sponsor + initial co-sponsor

Betsy hum SBA

Steve Haman CofA

Bill Love CPEI

Joanne Long

AGENDA FOR NEW MARKETS MEETING

Room 231 OEOP; 3:00 - 4:00 pm
July 27, 1999

#check on Father
Linder -
As F.O. Helling

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES - MASTER CALENDAR

- Cabinet Events
- BusinessLINC/The Business Roundtable -- National Announcement (August) *agreed to be put sector chapter, 2hnc not chair Peter Brown from Texas (chief of staff, miss delta involved 8/10)*
- Possible DC Event *ideas for locations*

- Arkansas Visit to the Delta (Fall) - to incl. deliverables

- Newark, NJ/New Jersey Nets Event (Fall)

- 2nd New Markets Tour (Fall)

will visit in Aug but no new mnts
Not
will have more soon (midwest + city example)
pg/m where ownership and by non prof have with local on the program.
existing stuff poss deliverables
DOT: is trying to collaborate w/ agencies for next steps for delta region we have decided what's gone or before. Now we will put together new recommendations report in Oct + hold a conference then process of planning route with the
will be AR staff existing stuff like CDEs, Rural EZ, EC, port sector consultants etc
ideas for new deliverables
will be AR staff existing stuff like CDEs, Rural EZ, EC, port sector consultants etc
ideas for new deliverables

II. PROCESS FOR MAINTAINING NEW MARKETS EVENTS CALENDARS

III. CORRESPONDENCE AND PHOTOS FROM THE WHITE HOUSE ON THE TRIP

IV. NEW MARKETS DATA/RESEARCH GROUP - EXECUTIVE ORDER

The group is meeting *will be able to list*

V. COMMUNICATIONS MATERIALS - PAPER FOR NEW MARKETS

VI. LEGISLATIVE ISSUES

- Introduction of Legislation *doel w/ companion Broderick Johnson*
- Sponsorship List *8/6 recent*
- Briefings
- Legislative Event (August 5)

VII. OTHER ISSUES/QUESTIONS

3/4 or 3/5 ext. drop legs before b/c Tax bill off sen floor might help to have S or HR # on it. more we have drafts they more we have members amending so constant litigation on our pt w/out HR or S. we are litigating + selling at the same time. we want to drive so that we don't have to litigate anymore.

**AGENDA FOR NEW MARKETS
MEETING**

Room 231 OEOP; 3:00 – 4:00 pm

July 27, 1999

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES – MASTER CALENDAR

- Cabinet Events
- BusinessLINC/The Business Roundtable -- National Announcement (August)
- Possible DC Event
- Arkansas Visit to the Delta (Fall)
- Newark, NJ/New Jersey Nets Event (Fall)
- 2nd New Markets Tour (Fall)

II. PROCESS FOR MAINTAINING NEW MARKETS EVENTS CALENDARS

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V. COMMUNICATIONS MATERIALS – PAPER FOR NEW MARKETS

VI. LEGISLATIVE ISSUES

- Introduction of Legislation
- Sponsorship List
- Briefings
- Legislative Event (August 5)

VII. OTHER ISSUES/QUESTIONS

**AGENDA FOR NEW MARKETS
MEETING**

*Room 231 OEOB; 3:00 – 4:00 pm
July 27, 1999*

I. UPCOMING NEW MARKETS EVENTS/ACTIVITIES – MASTER CALENDAR

- Cabinet Events
- BusinessLINC/The Business Roundtable -- National Announcement (August)
- Possible DC Event
- Arkansas Visit to the Delta (Fall)
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II. PROCESS FOR MAINTAINING NEW MARKETS EVENTS CALENDARS

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IV. NEW MARKETS DATA/RESEARCH GROUP – EXECUTIVE ORDER

V. COMMUNICATIONS MATERIALS – PAPER FOR NEW MARKETS

VI. LEGISLATIVE ISSUES

- Introduction of Legislation
- Sponsorship List
- Briefings
- Legislative Event (August 5)

VII. OTHER ISSUES/QUESTIONS

AGENDA FOR NEW MARKETS MEETING

Room 476 OEOB; 3:00 - 4:00 pm

July 20, 1999

I. REPORT ON TRIP AND STATUS OF THE NEW MARKETS INITIATIVE

II. ONGOING INTERAGENCY WORKING GROUP MEETINGS

→ manipulate met + want this process to keep going

III. MASTER SCHEDULE FOR DELIVERABLES

- Cabinet Deliverables (grant announcements related to New Markets; cabinet visits to the six communities visited on trip, etc.)
- Other Public Sector Deliverables (i.e., Executive Order for New Markets Data Collection)
- Unannounced Corporate Deliverables
- Other Deliverables not Closed Prior to the Tour

IV. CEO FOLLOWUP

V. COMMUNICATIONS MATERIAL ON NEW MARKETS

- Consistency
- Definition of New Markets - *we should have defn next wk*
- Legislative Materials - *want to develop consistent paper on legis*

VI. LEGISLATIVE STRATEGY

Reignition next wk: all bills up. These have put them in dem. 2/15 (Sen + HS - 250,000 has)

- Introduction of Legislation

- Legislative Event (TBD)

*- Plsd W
- SBA's went up 2 weeks ago half - CBC Superfund
- unleash left next wk*

VII. UPCOMING/ONGOING NEW MARKETS EVENTS

- Cabinet Events - POTUS/VP right of first refusal
- BusinessLINC/The Business Roundtable -- National Announcement (August)
- Arkansas Visit to the Delta (August)
- Newark, NJ/New Jersey Nets Event (Fall)
- 2nd New Markets Tour (Fall)
- Process for Maintaining New Markets Events Calendar with Cabinet Affairs

*Rec responsible for initial calendar
Summary of any ext of announcements individual re bty to New Markets
Calendar will be maintained*

*Exec memo. HUD's publication, draft of EO
Formulating the process is imp for group*

*In the coming weeks
worst thing we can do is not follow up*

New MMTs July 20

- ~~It~~ - tax intake fell - Potts said starting in Newark NJ
- principally why - desire for ongoing New MMTs annments

III Deliverables

- New MMTs is @ a 3rd way - trying to encourage port sector deliverables + investment
- In addn to deliverables as country we want to look in follow up as communities we went to

III

Cobents: ⁸⁰⁰⁴ Alvarez + Sec Cohen ext. on Hubzones - promising job creation in underutilized zones. defense going \$
1st why argst wants to do ext
Cob will annment, 200 follow up
annment made in Washington
CBC interested

- Busline ext w/ bus addt in August
NY ext w/ Sumner's (has done)
Nat annment

- Arkansas Delta: August - likely later

↓
• DOT has been why on Delta report



o Newark, NJ: put ^{many} sectors investments there, + sports team
there. Nets merged recently w/ Yankees
Channel profits to youth org.

o 2nd Tour: Tell - are there places to go?

o Mas: Find profitable in NY on youth opportunities

o Tar: not so strategic legislatively. people were so
excited about it - 10% of Americans know the PWS
was on a tour of poor communities

o ALP: — cont Aug 12-13

Sept 15: mas + others happy cont on BUSLINC + Amcard
inspiring

New Mkts Leg. Strategy

- ① Where are we? Status w/ Reps.
- ② - Next Steps - drafting
- ③ - Sponsorship
- ④ - Prospects for intro wed Jul 28 - Intro Bill

OMB needs
① we have draft bill, formal trans letter, bill, section by section
we should not let it drive what we do
transmitted may be different

2 possibilities

① Event where sponsors are ready to intro bill. It looks like
we could be there
people happy w/ lights

^{not} ^{per} will be intro'd in Senate. House unknown
as part of demo before

Staff ready next week

② we don't get event or sponsors + we have a formal
transmission + we should be why towards third and
puts us on the record + we can do a press release
we need a member to intro it even if we transmit

So we should go down both tracks

If event coming we get the est (we will know by
end of week)
we build wk on putting together est

If after 10am finance + wages + means will be hard to
get

many bty for ins. files before est

Spiky person

- agencies will want to
- sponsoring members: & do school / go phard
- CEO

- next person

[FLock up]

+ ex credit coalition

Paper

Communications material on legis