

The original documents are located in Box 7, folder “Brown, Robert J. - General, 1970-1972” of the Stanley Scott Papers at the Gerald R. Ford Presidential Library.

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1. Question: What are your plans upon leaving the Administration?

Suggested Response:

- A. Resume involvement in the private sector -
business in High Point, etc.
- B. Will be considering other private business
opportunities
- C. Would like to make myself available to the
White House on matters of special interest



2. Question: What do you think your office has accomplished?

Suggested Response:

- A. For the first time in any Administration, it
has provided a direct link between the executive
office and the black community.
- B. It has initiated and encouraged greater under-
standings and involvement between the black
community and all aspects of the government.

C. It has provided the executive office with more direct access to the ideas and problems of the black community, and a vehicle for dealing with them.

D. It has provided an opportunity for the White House to affect race relations policies and attitudes in the major branches of the government and armed services.



3. Question: Do you see the office continuing once you have left?

Suggested Response:

A. The functions carried out by this office should definitely be continued.

The reasons are:

1. the progress and gains made with the black community may well be lost.

2. the prospect of a credibility gap regarding the sincerity of this Administration's interest in the black community will be heightened.

3. the access into government agencies on the behalf of blacks which has now begun to open up may become less so again.

4. the progress which has been made in helping agencies deal with the problems of race may be slowed down.



4. Question: Given my desire to reduce White House staff, do you have recommendations as to how the functions identified with your office can be maintained at either the present level or, at best, a smaller staff?

Suggested Response:

A. At best, the staff size should not be decreased.

B. To carry out the functions of the office more effectively, some change in organizational structure of the office is desirable.

C. Recommendations for possible changes

are:

1. in keeping with the original relationship

between this office and the Domestic

Council, I suggest that a Council on

Human Rights, attached to the Domestic

Council, be established to oversee all

matters of special interest to minority

groups. This Council would:

a. assume all responsibilities of my



present office.

b. assume functions currently residing

in Leonard Garment's Office.

2. a second option would be to maintain the

present structure of the office under one

key senior official, but upgrading his

position to that of Assistant or Counselor

to the President. This office:

a. should not have fewer than the present

staff. A more desirable level would

be four staff assistants and one key

official.

b. should assume responsibility for all

minority affairs. Indians may be excepted.



3. a third option which may be considered

separately or in addition to one of the

above recommendations is to place minority

staff within the various offices of the

White House, such as the Office of the

National Security Council
~~Domestic Council~~

5. Question: Do you have recommendations regarding possible

persons who may be considered to assume your re-

sponsibilities?

Suggested Response:

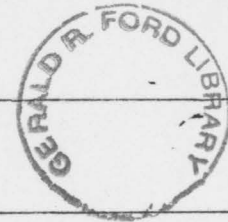


DRAFT

Determined to be Administrative Marking

Date 5/30/01 By W.H.M.

CONFIDENTIAL



MEMORANDUM FOR

COMMISSION

FROM: ROBERT J. BROWN

National Advisory Council on Adult
Education

SUBJECT: Proposed Strategy with Reference to White House Relations
with the Black Community (Game Plan)

National Advisory Council on Minority
Business Enterprise

It is my basic belief that any Administration strategy dealing with
the black community should be based on that segment which we feel is
most likely to be responsive to the Administration. There are and will
be exceptions to this, however, we must assume a role which will assist
us in developing new leadership and more importantly a constituency for
the President.

National Advisory Council on Minority
Business Enterprise

National Advisory Council on Minority
Business Enterprise

Advisory Commission on an All-
American Business Program

National Advisory Council on Education
for Health Professions

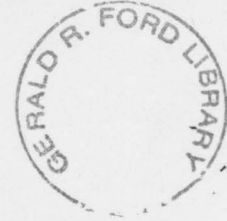
Undoubtedly, a large percentage of black people can be described as
political moderate. They share the same concerns on most of the major
issues, such as crime, drugs, etc., as other Americans. In many instances,
even more so. Generally speaking, they have not been heard from. Among
these groups would be the following:

*The National Baptist Convention of America, Inc., Dr. J. H. Jackson,
President;

Progressive National Baptist Convention, Inc., Dr. E. R. Searcy,
President;

The ELKS, Hobson Reynolds, Grand Exalted Ruler;

National Business League, Berkeley Burrell, President;



National Association of Colored Women's Clubs, Myrtle Ollison,
President;

*Black Elected Republican Officials Organization, John Kellogg,
Chairman;

The Association for the Study of Negro Life and History, Dr. J. Rupert
Picott, President;

The United Mortgage Bankers Association, Dempsey J. Travis,
President;

The National Bankers Association, Edward Tillmon, President;

*The National Bar Association, Judge Edward Bell, President;

The National Association of Real Estate Brokers, William J.
Hamilton, President;

The National Dental Association, James Holley, President;

The American Savings and Loan League, John S. Stewart, President;

Frontiers International, Reverend Phale D. Hall, President;

the LINKS, Dr. Helen Edmonds, President;

The National Beauty Culturist League, Katie Wickham, President;

*National Association for Equal Opportunity in Higher Education,
Dr. Herman Branson, President, (Black College Presidents);

*National Insurance Association, Jesse Hill, President;

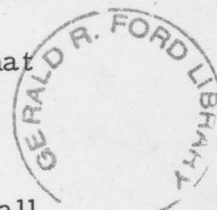
*National Newspaper Publishers Association, John Sengstacke, President;

National Medical Association, Dr. W. T. Armstrong, President

This is not to say we should not meet with other groups. I am simply pointing out what I feel is the area where we can achieve positive results in terms of support for the Administration. For instance, I believe periodic visits by Counsellor Finch, Leonard Garment and myself should be made to various conventions such as the SCLC, NAACP, and Urban League, and also hold meetings with these officials in their offices. This serves to put the Administration in a positive and aggressive stance while at the same time developing and utilizing the potential support from the groups that we are most likely to get it from.

Among the other items which should be incorporated in our overall strategy plan are:

1. Periodic sessions with top blacks in the **Administration**;
2. Hold a number of casual sessions with selected black leaders on the Sequoia;
3. Hold meetings with top black Republican officials on a regular basis;
4. Hold periodic background sessions with selected black press and general media people;
5. The recognition of special weeks by the President with appropriate ceremonies involved. Example: Negro History Week
6. Mailings should be made to top selected black leaders on Administration policy positions with respect to minority groups;



7. Visit key areas with the President and set up meetings with top blacks, re: explanation of Administration policies and practices;

8. Brochures with appropriate pictures should be developed, with White House assistance and guidance, by the appropriate Republican committee on: blacks in the White House; blacks working in agencies; blacks working in positions never before held by minorities; successes in minority enterprise and black college programs; task force on disadvantaged communities;

9. Periodic meetings of a group which would consist of Robert Finch, John Ehrlichman, Leonard Garment, Herb Klein, Ron Ziegler, Dwight Chapin and myself should be held on strategy plans, current events and crises which have already developed or have the potential of developing;

10. The involvement of top blacks in the Administration in Speakers Bureau activities and television talk shows is a vital ingredient in projecting and selling "believability." Additionally, it is essential that the President be seen accompanied by blacks at meetings; on trips; at athletic events and just chatting with friends and advisors;

11. White House invitations; major appointments; advisory boards and commissions and work with the Republican National Committee and similar actions should be focused at one central point. In order to be effective to top selected black leaders—on Administration

this has to be adhered to very rigidly to make this plan work and this task manageable.

of Administration policies and practices;

appropriate pictures should be developed, with

and guidance, by the appropriate Republican

White House blacks working in agencies

more help by minorities; success

black college programs; task force on disadvan-

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of top blacks in the Administration in Speakers

evision talk shows is a vital ingredient in projecting

Finally, it is essential that the President

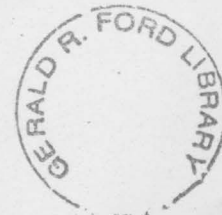
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at the central point. In order to be effective



May 15, 1970

MEMORANDUM FOR

Mr. Donald E. Johnson
Administrator
Veterans Administration

SUBJECT: Proposal to deposit a portion of VA funds in Minority Group Banks

Robert J. Brown has referred for my information a copy of your memorandum of April 29 advising that further study is being made relative to the subject proposal.

Our recently initiated program for depositing Federal funds in minority group banks portends a significant thrust in the Administration's efforts to increase the involvement of minority-owned banks and inner-city citizens in the economic life of the country. Your continuing efforts to assist this program will be appreciated.

Leonard Garment
Special Consultant
to the President



LGRJB:TVW:rm



OFFICE OF
THE ADMINISTRATOR OF
VETERANS AFFAIRS

VETERANS ADMINISTRATION

WASHINGTON, D. C. 20420

April 29, 1970

MEMORANDUM FOR:

The Honorable
Robert J. Brown
Special Assistant to the President
The White House

Pursuant to our conversations concerning the possible change of depositories for VA funds at several locations, further study must be made. Included in the reasons is the fact that if we are to change, it will cost the agency in excess of \$10,000 annually, and for the amount of average monthly deposits this would appear to be an exorbitant price to pay.

Please be assured we are continuing to study the matter and will report to you further at some later date.

DONALD E. JOHNSON
Administrator



VETERANS ADMINISTRATION
Office of the Administrator of Veterans Affairs
Washington, D. C. 20420

April 29, 1970

MEMORANDUM FOR:

The Honorable
Robert J. Brown
Special Assistant to the President
The White House

Pursuant to our conversations concerning the possible change of depositories for VA funds at several locations, further study must be made. Included in the reasons is the fact that if we are to change, it will cost the agency in excess of \$10,000 annually, and for the amount of average monthly deposits this would appear to be an exorbitant price to pay.

Please be assured we are continuing to study the matter and will report to you further at some later date.



DONALD E. JOHNSON
Administrator

May, 25, 1971

Robert J. Brown
Special Assistant
to the President

THE BLACK COMMUNITY AND THE ISSUE OF REVENUE SHARING

For too long black people have allowed their traditional alliances to govern their courses of political action, rather than requiring that their critical evaluation of self interest determine their alliances.

This whole matter of "revenue sharing" is an excellent case in point. With the exception of a few black leaders like Carl Stokes of Cleveland, who have been forced to grapple with the realities of the subject because of the offices they hold, few if any black spokesmen have treated the revenue sharing matter as a point of important public interest. We have the opportunity to drastically reshape local government; we could also, by default, perpetuate the helplessness of local governments for some time to come. The debate which has arisen on this subject is being carried on with little or no black direction or input. On the one hand, this may be because of the apparent lack of "sex" in fiscal questions generally. On the other, it may be because of the particular complexities associated with the revenue sharing concept.

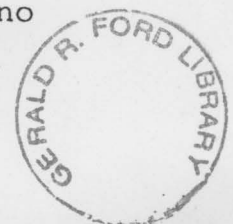


In either case, there are real and compelling reasons why a special black interest should be taken in this issue. Indeed, it might be said that this is one of the important political issues where the interest of black people might be considered strongly at odds with the interest of the liberal white community with which it has been traditionally allied. If we as a people really believe in self-determination then now is the time to transform that belief into something ^(repeat) real and tangible.

Let us then take a look, in the cold light of reason, at what is at stake for black and other minority people in this apparently bland matter of revenue sharing.

The recent Census shows that three-fourths of our population growth in the last ten years came in metropolitan areas. The percentage of black metropolitan growth has been even more dramatic.

If this is a highly metropolitan nation, for blacks it is more specifically an urban nation. Now we must have a more effective strategy for meeting urban problems. Somehow a plan has to be devised which will balance the needs of cities with more adequate financial resources in spite of the erosion of their tax bases. On every hand the population base and commercial base which has previously sustained the costs of our cities are fleeing elsewhere. And no effective means has been devised to fill the breach.



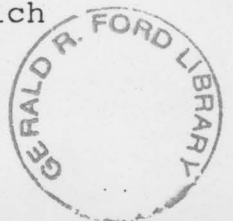
On every hand we see the results of this failure: an increasingly inadequate supply of housing and community facilities; vast wastelands of vacant and decaying buildings; acre upon acre of valuable urban renewal land lying empty; and an estimated 24 million Americans still living in sub-standard housing.

Just what is it that is wrong with our present system of Federal aid? There are two basic problems. First, Federal assistance is excessively fragmented -- it is channeled through many separate and isolated grant programs. Second, spending under each of these programs is excessively controlled at the Federal level.

~~The present system of specific grants-in-aid has grown up over the years by bits and pieces. As each new national goal or concern was articulated, specific new programs were set up.~~

~~The proliferation of separate grant programs has created a difficult situation not only for local governments that wish to utilize Federal development money, but also local groups of citizens and their institutions.~~

Often, mayors as well as citizens are unable even to calculate the overall level of Federal development aid that is coming into their communities. Because of their ignorance, their influence is too often nil even on those items which vitally affect them.

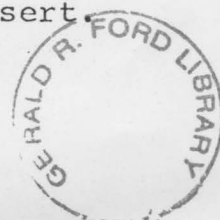


Almost all of our present development grant programs require a local interest to file an extensive application with a mysterious maze of Federal authorities.

The effects of this on black people is obvious. At a time when their local political strength is surging forward, they are simultaneously experiencing the diversion of power to a national rather than local level. Thus, frustrating their access to the resources and decisions that most critically count.

Who can deny that decisions about the development of a local community should reflect legitimate local preferences and meet legitimate local needs? Who can seriously believe that a group of remote Federal officials -- however talented and sincere -- can effectively tailor each local program to the wide variety of local conditions which exists in this highly diversified land? Especially is this so in light of the highly complex and evolving styles and interests in minority communities.

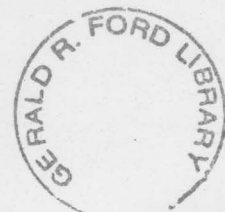
Thus an isolated program conceived of from above, which was established to cure a problem, can actually work to make that problem worse. Witness the plight of the poorer residents of a neighborhood who are often unable to receive relocation assistance until the project actually begins, while the commercial interests which previously serviced them flee to higher ground to avoid the approaching residential desert.



Added to this type of problem is the terrible game called "grantsmanship", in which the winners are those who understand the rules and intricacies of the Federal bureaucracy rather than those who understand the problem that needs to be solved. This means that grantsmen reign supreme. And we all know who is most likely to have those grantsmen at his disposal. And so do local voters who too often find that the official who is most accessible to them can escape from their complaints by saying, "We had to do it this way to qualify for Federal money."

Clearly, this nation can do better than this; and it must do better if our cities are to be revived.

Given the necessity of the black community in particular areas to look beyond the unresponsive confines of its cities and states to find national relief, it has become a tradition to look to Rome instead of home. However, we must avoid the trap of confusing national interest with the necessity of Federal control. We have too easily assumed that because the Federal Government has a stake in meeting a certain problem and because it wants to play a role in attacking that problem, it therefore must direct all the details of the attack. The genius of the Federal system is that it offers a way of combining local insights and implementation with national resources and national goals.



Revenue sharing aims at keeping the local system, which blacks are inheriting from Newark to Gary, financially alive.

~~Atlanta~~ Wash to New Orleans

HOW REVENUE SHARING WOULD OPERATE

	<u>Billions</u>	
General Revenue Sharing		\$ 5.0
Special Revenue Sharing		11.4
Education	\$ 3.0	
Rural Community Development	1.1	
Urban Community Development	2.1	
Manpower Training	2.0	
Transportation	2.6	
Law Enforcement	0.5	
Reserve	<u>0.1</u>	
Total		\$ 16.4



Let's look at the revenue sharing fund with greatest urban impact. Urban Community Development Revenue Sharing.

How would the money be distributed? Because these funds are designed for the most part to achieve the specific purpose of urban development, most of this money would be sent to the metropolitan areas of our nation where the vast majority of Americans live and work. Eighty percent of the Urban Development Revenue Sharing fund would be assigned by formula for use in Standard Metropolitan Statistical Areas (SMSA). The rest would be focused at the discretion of the Secretary of HUD, in those same areas.

The formula according to which the funds would be distributed among the SMSAs and among the cities within them would be "problem oriented" -- so that money would be channeled into the cities which need it most. The formula would take into account the number of people who live in an area or a city, the degree of over-crowding there, the condition of its housing units, and the proportion of its families whose income is below the poverty level.

The remaining twenty percent of the Special Revenue Sharing fund for Urban Community Development would be available to the Secretary of Housing and Urban Development to distribute.

How would cities use this money? For community development purposes -- which could include investments in both physical and human resources.

Cities could thus use their allocations to acquire, clear, and renew blighted areas, to construct public works such as water and sewer facilities, to build streets and malls, to enforce housing codes in deteriorating areas, to rehabilitate residential properties, to fund demolition projects, and to help relocate those who have been displaced from their homes or businesses by any activities which drew on these urban community development special revenue sharing funds.



No federal approval would be required. Cities would simply be asked to indicate how they plan to use their funds and to report periodically on how the money was expended.

The important thing

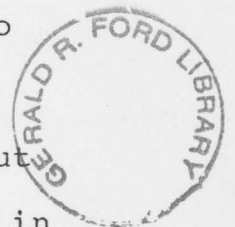
There could be no discrimination in the use of these funds. The rights of all persons to equitable treatment would be protected. Any monies expended under this program would be considered as Federal financial assistance within the meaning of Title VI of the Civil Rights Act of 1964.

WHAT THIS PROGRAM WILL AND WILL NOT DO

Unlike isolated and specific grants, this new plan would allow local leaders to marshal Federal and local dollars according to a simple, comprehensive plan which could be rationally formulated and then intelligently adjusted as conditions change.

Instead of spending their time trying to please Federal officials in Washington so that money will continue to flow, local leaders would be able to concentrate on pleasing the people who live in their city so that the money would do more good.

These plans would necessarily have to be hammered out in the full glare of local public attention rather than in the far-off back rooms with few federal wheelers and dealers where the sunshine of local debate is seldom enjoyed to clarify the specific social and racial impacts of decision.



General Revenue Sharing would provide still more new dollars for these local governments. Cities would get back their discretionary power over the money they were previously spending on matching funds.

Similarly, there is little reason to fear that the problems of impoverished areas would somehow be neglected under this plan. Some ask, what evidence suggests fairer treatment to minorities at the local level? The political leverage of those who live in poverty areas has increasingly been focused on local governments in recent years -- and it often has greater impact in such places than when it is diluted at the national level.

Some will argue against such a program by contending that a number of State and local officials will prove to be unresponsive or irresponsible. But this is no reason to reject revenue sharing. Whenever one is dealing with thousands of local officials, there is always a danger that some will prove to be less worthy of one's confidence than others. That is always the risk of moving toward greater freedom -- it necessarily becomes more difficult for any one authority to guarantee how the many will behave.

PROGRAM THRUSTS

Revenue sharing can clearly mean a great deal for our people and the entire nation. It will have to move money and power closer to people if it is to mean anything, while



safeguarding their civil rights. It should also respond more quickly to the needs of the people in a number of areas such as:

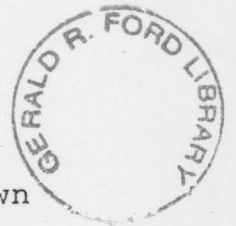
Education ✓

- assistance in programs and projects designed to meet the special educational needs of educationally deprived children in school attendance areas having high concentrations of children from low-income families; initiation, expansion, and improvement of programs at the preschool, elementary, and secondary level designed to meet the special educational needs of handicapped children; and materials and services including the purchase of school textbooks and educational equipment; supplementary educational centers and services, training, strengthening of educational agencies.

✓ Rural Community Development

- While the black people have been leaving rural America by the millions, often improving their own and their families' situations, many have chosen to stay. Part of the thrust of revenue sharing will be aimed at relieving those who remained behind.

In rural America itself, the loss in human resources has compounded the problems of diversifying the economy and fostering a vigorous and progressive



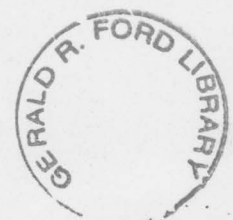
community life. Those who have chosen to stay have found it harder and harder to pay for and provide services such as good schools, health facilities, transportation systems, and housing. The very size and density of many of our largest cities has produced new problems. As never before, urban America has a vital stake in the well-being and progress of rural America. Revenue sharing could be the vehicle through which this interest could be made real.

✓ Law Enforcement

-- This plan must deal with all segments of the system -- fair law enforcement by the police, justice in the courts, and corrections and rehabilitation of those in prisons, treatment of drug and alcoholic addiction, plus such priority areas as organized crime. Blacks are now aware of their need for protection through law enforcement as never before.

✓ Urban Community Development

-- Cities could thus use the money to acquire, clear and renew blighted areas, to construct public works such as water and sewer facilities, to build streets and malls, to enforce building codes in deteriorating areas, to rehabilitate residential properties.



Racial discrimination in the use of these funds would be prohibited, and the rights of all persons to equitable treatment would be protected. Greater emphasis will be placed on programs which involve annual incremental funding, such as the Neighborhood Development Program.

and
↓
Manpower Training

- This new reliance on local flexibility and local initiative should benefit citizens and communities across the country. This Act would allow city governments to bring jobless ghetto residents onto city payrolls in education, health safety and anti-pollution work while preparing them to move into permanent jobs.
- This Act would allow State governments to reach out to isolated rural poor people with training and job programs shaped to their special needs.
- This Act would allow county governments to provide skills training and transitional employment to welfare recipients to move them toward self-support and new dignity.

Needless to say, black support for the adoption of any form of legislation as dramatic and as enduring as this one is not to be given without some serious and inquiring study.



*National Assn
of Real Brokers*

August 31, 1971

MEMORANDUM FOR DAVE PARKER

FROM: ROBERT J. BROWN

**SUBJECT: Attached Telegram regarding Presidential
Meeting with National Association of
Real Estate Brokers**

Dave, will this be possible, either here in Washington
or at San Clemente?

I strongly support such a meeting. Willis Carson
is a long-time supporter of President Nixon. Will
you please let me know as soon as possible.

As always, thanks.



RJB:WB:ljh

The White House
Washington

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ROBERT J BROWN, DLR, DONT PHONE

WHITE HOUSE ROOM 179 WASHDC

DEAR BOB: MR WILLIS CARSON THE NEWLY ELECTED PRESIDENT OF THE
NATIONAL ASSOCIATION OF REAL ESTATE BROKERS AND MYSELF ARE
DESIROUS OF PRESENTING THE OFFICERS OF THE NATIONAL ASSOCIATION
OF REAL ESTATE BROKERS TO PRESIDENT NIXON. THESE OFFICERS WISH
TO EXPRESS THEIR FEELINGS REGARDING THE PRESIDENT'S RECENT
ANTI-INFLATION REPORT AND HIS STAND ON THE HOUSING SITUATION.
THERE ARE TWO ITEMS THE GROUP (NAMES ATTACHED) WISHES TO DISCUSS
WITH PRESIDENT NIXON. ITEM (1) ~~HOUSING~~ SECRETARY OF HOUSING
GEORGE ROMNEY WAS A GUEST BANQUET SPEAKER AT THE NATIONAL ASSOCIATION
OF REAL ESTATE BROKERS CONVENTION RECENTLY HELD IN ATLANTA
GEORGIA AND GAVE A MOST INSPIRATIONAL SPEECH. ITEM (2) THE
NATIONAL ASSOCIATION OF REAL ESTATE BROKERS WISHES TO EXPRESS





TO THE PRESIDENT, THEIR SUPPORT OF HIS ANTI INFLATION PROGRAM
AND WE HEARTEDLY CONGRATULATE HIM FOR HIS STAND AND WOULD
LIKE TO MEET HIM AT HIS SUMMER WHITE HOUSE. BOB, I FEEL THIS
IS A GREAT OPPORTUNITY TO MAKE IN-ROADS TO GET A TWO PARTY
SYSTEM IN THE MINORITY RANKS AND I TRUST THAT I WILL HAVE YOUR
SUPPORT AND ASSISTANCE IN THIS MATTER. SINCERELY



OFFICERS OF NATIONAL ASSOCIATIONS OF REAL ESTATE BROKERS:

MR WILLIS E CARSON 4000 VENICE BLVD LOS ANGELES CALIF MRS KAY

³ MURRAY 6925 SOUTH NORMANDIE AVE LOS ANGELES CALIF 90044

MR OTIS E THORPE 866 HUNTER ST SOUTHWEST ATLANTA, GEORGIA 30314

MR ALDON MCLEOD 2037 MADISON RE CINCINNATI OHIO 45208

MR DANIEL SPAULDING 1613 WEST NORTH AVE BALTIMORE MARYLAND

² 21217

MRS ANNIE TOLLIVER 1025 VERNON SUITE 1111 WASHINGTON DC - MR



JAMES M WOODS 614 NORTH TAJAUTA COMPTON CALIF

JAMES M WOODS CHAIRMAN BOARD OF DIRECTORS JMW/PC ATTACHMENT
AND CG WILLIS CARSON.

(1) (2) 4000 6925 90044 866 30314 2037 1613 21217 1025 1111
JMW/PC.

[1972]

THE WHITE HOUSE
WASHINGTON

ROUTING SLIP

DATE _____

☒ ROBERT J. BROWN

____ PAUL LAVRAKAS

____ NORRIS SYDNOR, JR.

____ ROSALEE DANSAN

____ BRENDA TAYLOR

____ LEOLA THOMPSON

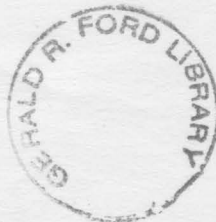
☒ ROSEMARY MANARIN

*do you
know this
guy?*

PL

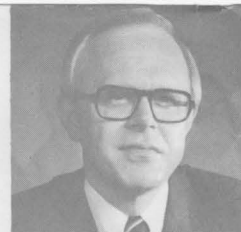
ACTION:

Send 15⁰⁰



A BETTER CHOICE FOR SOUTH DAKOTA

JOHN
Vickerman
REPUBLICAN CANDIDATE FOR CONGRESS



Dear Sir,

The South Dakota Republican Party is in financial trouble!!! We are fighting a battle with McGovern's National Democratic Party and Big Labor. COPE is determined to carry this state-- if no other--for George McGovern. Money seems to be no object.

I share your concern with the economic and social developments that have been happening in the United States. I know that you realize the importance of electing men and women to office who represent your point of view...no matter what state they are from.

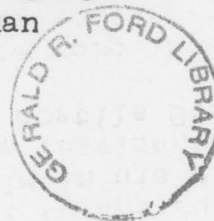
The President, in the next four years, is going to propose far-reaching legislation that will effect the quality of life in this country for many years. It is vital to the success of his programs that the Congress support him in his efforts. I don't believe that it is enough to elect a President and leave the Congress in the hands of foot-dragging, hostile Congressmen.

In South Dakota, political contributions have more impact per dollar than in any other state in the Union. Concurrently, it is more difficult to raise money in South Dakota. Therefore, I must turn to people like yourself, who realize the importance of supporting candidates throughout the country, who share your views.

So, I must ask you to consider the importance of this election, the impact of your contribution, and the need to defeat once and for all, George McGovern and his camp followers. Please send as much as you can--our success depends on you.

Sincerely,

John Vickerman
John Vickerman



CAMPAIGN HEADQUARTERS 104 NORTH PHILLIPS AVE. SIOUX FALLS, S. D. 57102

"A copy of our report filed with the supervisory officer will be available for purchase from the Superintendent of Documents, United States Government Printing Office, Washington, D. C. 20402."



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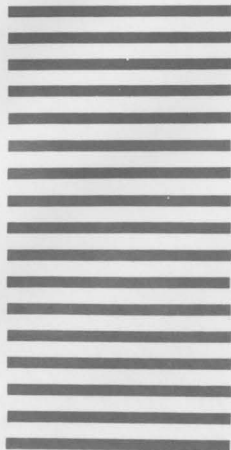
Business Reply Mail

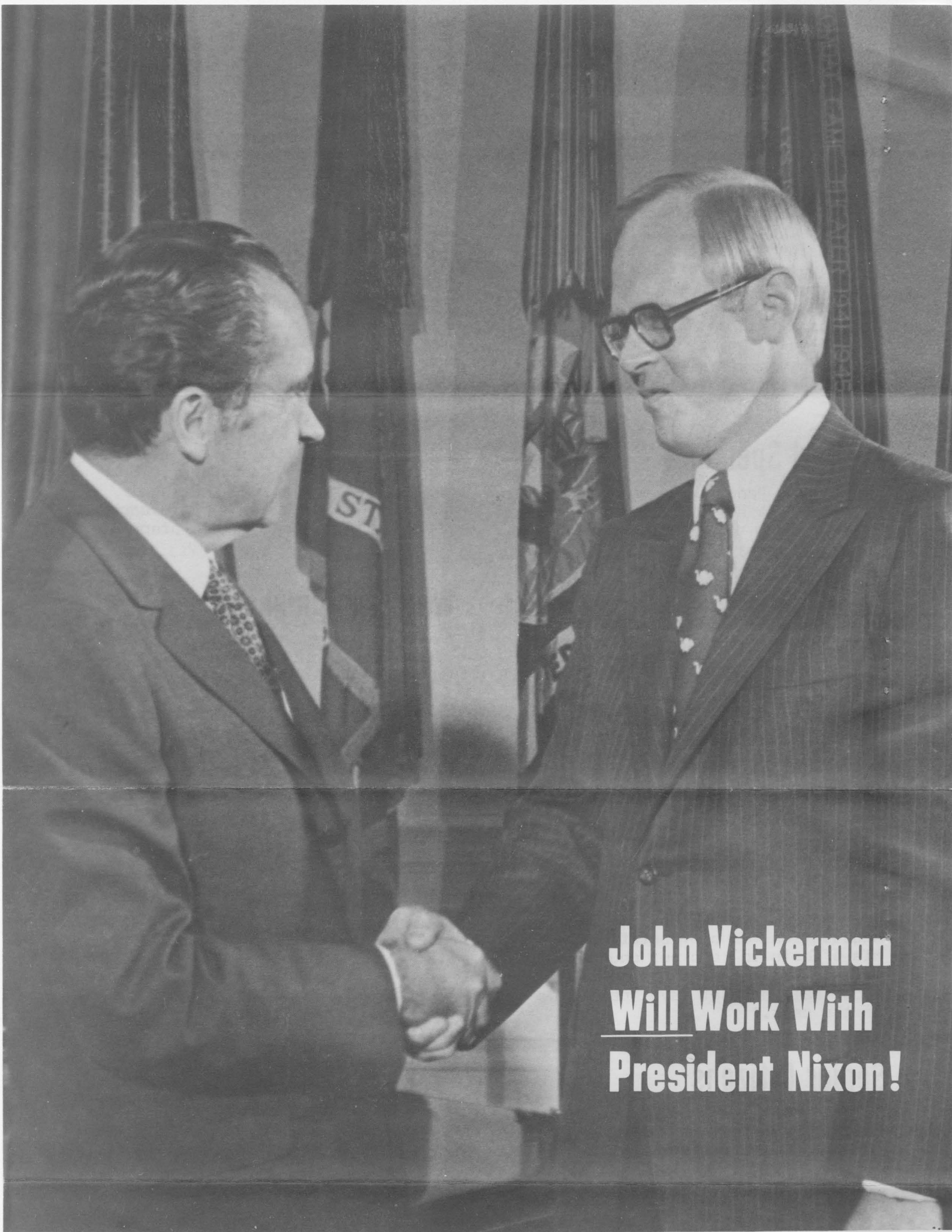
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Vickerman
REPUBLICAN CANDIDATE FOR CONGRESS

104 SOUTH PHILLIPS
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**John Vickerman
Will Work With
President Nixon!**

VOTE JOHN **Vickerman**

NOV. 7

REPUBLICAN FOR CONGRESS



South Dakota's Economy

"Creating new business and new jobs for South Dakota's people is crucial in order to raise individual income and keep more young people in the state. New jobs will mean more income for everyone. I want to use the staff, the resources and the prestige of our congressional office to help bring new business and new jobs to South Dakota and help our existing businesses to expand. That's one of the best ways of helping South Dakota grow in the right direction."

Federal Spending

"Excessive federal spending is the greatest single cause of inflation which steals hard-earned dollars from every American. Tax relief at the federal level will come only with a reduction of spending and a reordering of priorities. It's time that Congress realizes that this country simply can't afford to appropriate funds for every project in the world, and that our greatest obligation is to the American taxpayer."

Foreign Policy

"I support the President's Nixon Doctrine which provides that our allies must assume the major burden of their own defense. I commend President Nixon's efforts to bring a lasting peace by substituting negotiation for confrontation, and his efforts to keep our country strong while opening new doors to those nations that have opposed us in the past."

Senior Citizens

"The greatest need facing our older citizens is income maintenance. I support legislation that would tie social security increases to the cost of living, and take the social security pro-

gram out of politics. I regret that my opponent voted against a social security increase last year and then voted for increases during this election year. This type of politics is what's wrong with our senior citizen programs."

Taxes

"Tax relief is our biggest need. The cost of government has continued to rise, and the greatest part of that increase has come on the state and local level. The federal government can do two things to help reduce taxes. The first is to save money by cutting out non-essential spending, and the second is to allocate a percentage of federal revenues to be returned to the states and local governments in the form of revenue sharing, to be used to cut property taxes."

Why I'm Running

"Your congressman has the responsibility to represent you both by voting and by initiating legislation to help our state. He has the responsibility for communicating with you, to advise you of how government programs will affect you, to find out your opinion on how he should represent you, and finally to report back to you and tell you what he has done, how he has voted, and why."

"None of these responsibilities has been met by the incumbent. We need people in Washington who will truly represent you in all these areas--and that's why I'm running."

The Job in Congress

"Let's face it, South Dakota can't afford do-nothing representation any longer. If a Congressman can't produce, we can't afford him, and that's the situation we've got today. We have to elect people who can work as a team--together in Congress, and with the Nixon Administration, to get a job done for South Dakota."

Vickerman for Congress Committee, Elmer Anderson, Canton, Treasurer



John Vickerman
Republican For Congress
The Man To
Vote For
On Nov. 7

August 23, 1972

Dear Mr. Sterling:

In Mr. Brown's absence, I am responding to your letter of August 14.

I regret to report that it will prove impossible for Mr. Brown to attend the Development Council's press conference on September 6. However, if he might assist your organization in some other fashion at a later date, he would be pleased to try to do so.

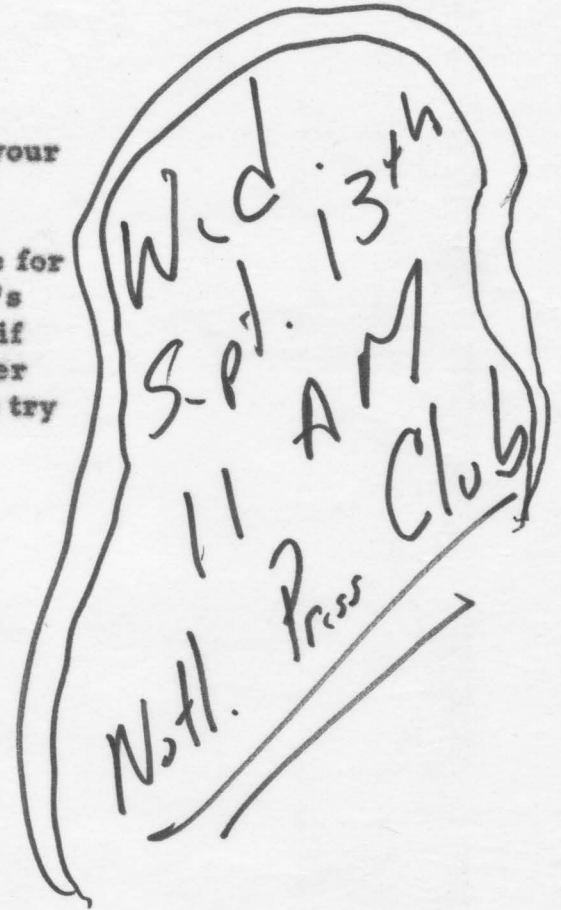
With our best wishes,

Sincerely,

Paul A. Lavrakas
Assistant to
Robert J. Brown

Mr. Charles A. Sterling
Director, The Development
Council
Suite 516, 1028 Connecticut Avenue
Washington, D.C. 20036

PL:rm



The Development Council

SAMUEL S. BEARD, President

New York Office

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Five Beekman Street
New York, N.Y. 10038
(212) 349-3650

Washington, D.C. Office

Suite 516
1028 Connecticut Avenue
Washington, D.C. 20036
(202) 347-3841

Mr. Stan Scott
Assistant Director of Communications
The White House
2600 Pennsylvania Avenue
Washington, D.C.

Dear Stan:

As per our conversation, I am enclosing our profile booklet and a few newsclippings on The Development Council and its achievements. The concept began as a local operation here in New York City some years ago and was originally known as Capital Formation.

We have now expanded our operations on a national scale that currently includes twenty Local Development Corporations in major cities across the country, with more in the planning stages.

Our rationale for selecting Mr. Brown's office to announce a new "One (1) Billion Dollar Impact Program" for low-income communities is that, (a) the impetus for The Development Council really vaulted when we were charged with the President's Minority Bank Deposit Program (clippings enclosed), (b) as the top black-man in the administration Mr. Brown would provide an attractive force to the minority groups, and (c) we need a neutral ground to gather representatives of the many government agencies that can relate to our program (focusing on the several offices with which we are in continual contact, such as SBA, OMBE, HUD, etc.).

We would like Mr. Brown to "chair" the conference dais that will seat myself and Sam Beard, heads of successful projects that we initiated, the representatives of government agencies and community leaders. A cross section of the press will be called upon to attend.

The main thrust will be to get our message across to big businesses AND to the general community, seeking their moral support in our efforts to formulate economic frontiers for minority groups. We also would like to underscore that we are definitely non-profit and that our services are available to persons of any and all minority groups without cost or fee.

Sept. 6^{or} 7th 1972
KAG
N.H. Friss
Club



(2)

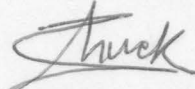
Mr. Stan Scott

July 24, 1972

We are requesting that the event take place on August ^{8, 9, or 10th}~~3rd~~, at
11 a.m.

Jackie Hayes and I would like to come to Washington to meet with
you to answer any further questions and to refine the details.
We both send our best.

Sincerely,

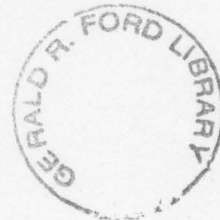


Charles A. Sterling
Director

CAS/jtc
Enclosure



THE DEVELOPMENT COUNCIL



5 Beekman Street
New York, N.Y. 10038
(212) 349-3650

1028 Connecticut Ave., N.W.
Room 516
Washington, D.C. 20036
(202) 347-3841

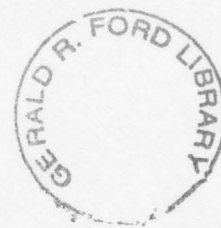
The Development Council, a national, non-profit organization was created in April 1972 to improve conditions in low income areas of the United States through mutual self interest partnerships of community, business, labor and government.

"Working partnerships between the public and private sectors offer the only real alternative to provide resources for low income communities. To be sustaining, these partnerships must be based on the self-interest of each partner. This means profits for business, jobs for labor and services for communities. This is the only way to bring the 30 to 50 million low income people into the mainstream of America. Everyone will benefit and the economy will expand by a quantum jump," Samuel S. Beard stated, as he assumed the Presidency of the Development Council.

The Development Council has a permanent staff of sixteen and includes a corps of unpaid co-directors in 35 cities across the country. The organization is headquartered at 5 Beekman Street in New York City and maintains a Washington office.

The Council is set up to continue, on a national level, the catalytic impetus of the original organizations founded by Mr. Beard:

. In March of 1968 Samuel S. Beard and a group of professionals established First Horizon Associates, an innovative investment partnership whose profits were used for social change.



. In October of 1968 the group established Capital Formation, Inc., a non-profit organization set up to stimulate minority economic development.

Prior to the founding of The Development Council, the group had already produced successful public-private partnerships which include:

\$242.2 Million Transfer of deposits from the private sector into minority banks.
Mr. Beard was the National Co-Chairman of the Program which was supported by President Nixon.

300 New Job Opportunities in the Greenpoint - Williamsburg section of Brooklyn
were made available by a large office furniture manufacturer, Vanguard Diversified, which moved back to this poverty area in a \$2.1 million financing, using a combination of Prudential Life Insurance Company and government dollars.

\$4 Million Investment Fund for Minority Based Local Development Corporations
which arranged financing for a medical center in the South Jamaica section of Queens (making available comprehensive medical services for the expansion of minority owned businesses in the New York City and New Jersey areas)



THE DEVELOPMENT COUNCIL - GOAL: \$1 BILLION IMPACT

I. NATIONAL PROGRAMS

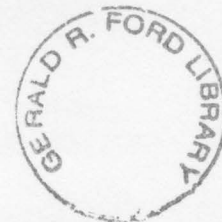
The Development Council is now undertaking major national programs including:

A. National Local Development Corporation Program:

Through a grant of \$178,000 made by the Small Business Administration, The Development Council is working with local development corporations in low income communities nationwide to increase or preserve 25,000 jobs in disadvantaged areas. By using the leverage capacity of direct, low-cost government financing to attract large-scale private financing, The Development Council is serving as the catalytic agent in forming partnerships between communities, which need new services and jobs, local and federal agencies, which provide long term risk financing, and corporate investors who can only make loans on a competitive basis. The goal in this program is to catalyze 325 such projects, representing \$130 million in loan investments, affecting a projected 25,000 jobs in 20 cities by June 1973.

B. National Workshops:

A four man team is operating in twenty cities and/or rural areas to demonstrate nationally the power of mutual self-interest partnerships.



The workshops identify a specific community development project and then bring together business, labor, community and government on a self-interest basis to obtain the necessary results. The Development Council is working to generate \$100 million of specific projects.

These include:

Atlantic City, New Jersey -- McKissick
Parke Towne

\$10 - 15 million high rise project with 500 housing units for low income residents to include commercial and recreational facilities. Projected initial construction -- Summer 1972.

Minneapolis, Minnesota -- \$4 million Low
Income Housing and Shopping Center.

The Northside Residents Redevelopment Council, the Plymouth Avenue Businessmen's Association, and the Plymouth Avenue Development Corporation invited the organization into the community to assist in developing a \$3 million, 150 unit low income housing project and a community shopping center. Construction is scheduled to begin Summer 1972.

Cambridge, Massachusetts -- Minority Purchasing

Harvard University formally entering minority purchasing into their administrative and affirmative action sheets. To be implemented immediately.



C. National Minority Merchandising Program:

In combined efforts with the National Minority Business Directory and Capital Formation, The Development Council is approaching major

corporations, labor unions, social welfare organizations, and local governments to increase sales to minority-owned businesses. At a joint press conference on Friday, February 4, 1972, Honeywell, Inc. announced that they will do 1%, (\$3.9 million) of their total purchasing through minority suppliers.

II. FUTURE PLANS

The Development Council is preparing additional programs which include:

Day Care Centers:

The Development Council has tested an approach whereby banks, contractors and corporations can join with community mothers and federal financing under Title IV of the Social Security Act to provide day care facilities across the country. The proposal is being considered by the National League of Cities and the Conference of Mayors of the United States and could affect \$100 million of financing.

Health Maintenance Organizations:

The Development Council is exploring fixed fee plans whereby the private sector can join communities and government to provide lower cost, higher quality medical services to communities.



The Development Council

SAMUEL S. BEARD, *President*

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(201) 347-3841

August 28, 1972

On Wednesday, September 13 at 11 a.m. at The National Press Club Washington, D. C., The Development Council will announce a goal of \$1 billion of specific projects designed to bring into the economic mainstream a significant number of the 30 to 50 million low income and disadvantaged Americans.

As a leader in our society, your presence is urgently needed at the announcement of this concerted effort in the field of minority economic development.

Mr. Robert J. Brown, Special Assistant to President Nixon will participate at the press conference, and will be joined by key non-partisan members of business, labor government and the community.

The purpose of The Development Council is to demonstrate that direct self-interest is the only major motivation to attract large scale resources to meet low income problems in the United States. Working mutual self-interest partnerships can produce: results for communities and government, profits for business, job opportunities and expanding economy for labor. This concept is being translated into programs for housing, health, day care, manpower training, education and total community economic development.

We hope that you will be able to join us for this significant event.

Sincerely,

