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NATIONAL BUSINESS LEAGUE

FOUNDED IN 1900 by BOOKER T. WASHINGTON

October 16, 1974

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North Carolina
EARTHA M. M. WHITE
Florida

Dear Stan:

The Awards Committee is pleased to announce that you have been selected to receive The NBL President's Citation for 1974.

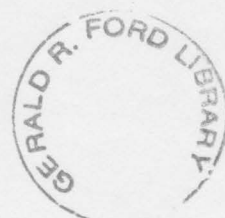
This award will be presented upon the occasion of the Annual Awards Banquet at the 74th NBL Convention, Friday night, October 25 at 7:30 p.m. in the Grand Ballroom of the Marriott Hotel. You must be present to receive the award.

Kindly indicate either in writing or by telephone whether you will be present. A reception will be held beginning at 6:30 p.m. for honorees and other head table guests. You will be notified of the room location.

Sincerely,

Berkeley
Berkeley G. Burrell
President

Honorable Stanley Scott
The White House
Washington, D.C.





NATIONAL BUSINESS LEAGUE

FOUNDED IN 1900 by BOOKER T. WASHINGTON

October 8, 1974

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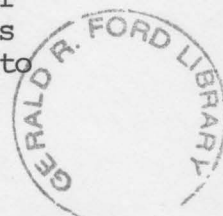
Dear Stan:

NBL was happy to learn that you have been designated by the President to bring his official message to the delegates of the 74th Annual Convention on Friday, October 25 at 7:30 p.m. at the Atlanta-Marriott. It comes at a time when there is much confusion as to the future of the OMBE program as presently constituted.

Currently, efforts to assist minority business development rest in the Department of Commerce under the direction of the Secretary. His authority flows from two Executive Orders: 11458 dated March 5, 1969, and 11625 dated October 13, 1971.

While both orders clearly enunciate establishing, strengthening and preserving minority business with the Office of Minority Business Enterprise, more than 95% of the line item budget has been directed toward establishing new businesses. Since President Ford has not had an opportunity to re-state his commitment to the continuation of this program, our hope is that he will indeed take this opportunity to do so since, historically, an NBL convention continues to be the nation's best forum for such statements.

At the start of the program in 1969, certain economic assumptions were made about a continuing growth economy. While these were reasonable at the time, the economic fact of "stagflation" should dictate a re-thinking of the emphasis of the Minority Business Enterprise Program. As previously stated, both Executive Orders stated goals of establishing, strengthening and preserving. Since the President is now seeking opinions about the cost benefits of all such programs, I would assume that his statement would include the new Administration's best judgment of the near term future in regard to this activity that is so vital to minority communities and more importantly to the nation's much needed productivity increase.



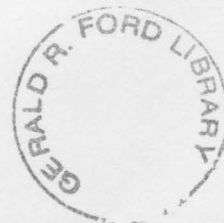
Mr. Stanley S. Scott
October 8, 1974
Page 2

The NBL Committee for National Policy Review, which represents most of the minority business, trade and professional associations, feel that any attempt to continue to place the major portion of available resources toward establishing new businesses is counter-productive. It is a most formidable task in a "stagflationary", high interest loan and non-existent equity climate. In the current climate, strengthening and preserving minority business must become the number one priority if we are not to lose hard won gains. Establishing new businesses requires a search for potential business-persons. Like unborn children, this category represents an expectation, not a fact.

The 320,000 existing minority business persons represent committed assets in operation which should mandate the total efforts of all of us to protect them. They are a fact of American life with SBA loans and other federal assistance. Responsiveness requires that we allocate optimum resources to preserve them for the benefit of the economy.

It is important for the President to recognize that the most effective mechanism that is available to reach them is through minority business and trade associations because these persons have elected to join the association for that purpose. If these associations were adequately funded, they could provide the services that this massive group of persons could then take advantage of since they need such programmatic activity and are the least able to presently finance it for themselves.

Even though trade associations are the only funded OMBE organizations explicitly stated in both orders, currently less than 5% (2.1 million dollars) is appropriated for this purpose while the more than 95% (50 million plus dollars) of the remaining appropriation goes for activities which were based on economic assumptions made in 1969, but are no longer in accord with today's facts. Any cursory examination of the current activity of the responsible agency's thrust would lead to the need for a clear communication by the President to generate a new policy thrust for preserving and strengthening existing brown, red and Black businesses.



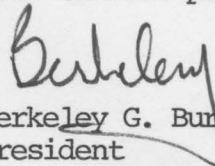
Mr. Stanley S. Scott
October 8, 1974
Page 3

In summary, my advice to the President, after consultation with members of the Committee for National Policy Review, follows:

1. A new Executive Order that would give grant authority for the program that should remain under a cabinet level officer. There should also be an assistant secretary for minority business enterprise.
2. That the entire program thrust be made more responsive to current economic conditions with an inversion of the current resources to avoid any further waste. The President's Advisory Council on Minority Business Enterprise should be made up of persons who can help deliver resources.
3. Maximum efforts be made to assist existing minority business through marketing assistance, research and development, productivity studies to expand the capacity of owners and their managers. Your new order should spell out the mandate for the utilization of existing organizations that can better deliver these needed services.
4. Institutionalize existing minority business and trade associations to a point where they can grow and develop on their own.

We await the President's positive reaction to all or some of these requested suggestions, hopefully as you address our delegates.

With warmest personal regards,


Berkeley G. Burrell
President

Mr. Stanley S. Scott
Special Assistant to the President
The White House
Washington, D. C.





NATIONAL BUSINESS LEAGUE

FOUNDED IN 1900 by BOOKER T. WASHINGTON

August 29, 1974

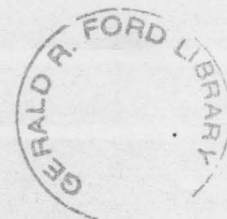
Dear Mr. President:

In our telegram to you on August 21st, we expressed our sincere desire to have you address the more than two thousand delegates who will attend our 74th Annual Convention at the Atlanta Marriott Hotel in Atlanta, Georgia, October 23-26, 1974.

The National Business League is a national federation of individuals, firms and associations engaged in business, trades and the professions. Nationwide, through 114 local chapters representing 37 states and the District of Columbia, and 30 affiliated business and professional associations, the League has long been recognized as the primary organizational vehicle for Black businessmen and women. To be sure, the National Business League is the parent organization of most of the nation's major minority business, trade and professional associations.

The League represents a constituency that cuts across all interest lines that comprise the minority business and professional community. With the exception of the U. S. Chamber of Commerce, no other national business organization can make such a claim.

It is our earnest hope that you will accept our invitation to deliver the keynote address at the Annual Awards Banquet on Friday, October 25, at 7:30 p.m. Traditionally, our Annual Convention provides a national forum for constructive communication between our constituencies and the legislative, governmental and private sectors whose activities have significant impact on our interests.



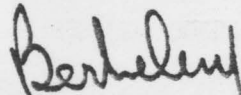
The President
August 29, 1974
Page 2

Mr. President, in our earlier correspondence, we pledged to pursue a course of mutual understanding and cooperation through the difficult days ahead. We re-affirm that pledge today for we stand at a critical point in history, one of great danger, but also of splendid promise. We stand with the Black, White, red and brown, the poor, the disadvantaged and disenfranchised anxiously awaiting the fulfillment of a new promise. It is this segment of the populus which, though uncertain, looks to your Administration to fulfill a promise of equity in the development of economic policies where no segment of the population suffers disproportionately.

Throughout NBL's 75-year history, our programmatic mission has been characterized by a steadfast commitment to translate the rhetoric of free enterprise into Black economic independence. It is America's free enterprise system that is perhaps the final hope for the survival of millions of her citizens. While we recognize and appreciate your hectic and demanding schedule, we are nevertheless hopeful that our mission and the interests of millions of Americans will guide your decision on joining us in Atlanta.

We look forward to an affirmative response.

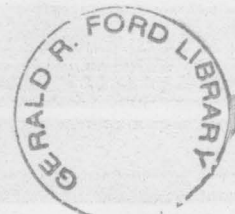
Respectfully,



Berkeley G. Burrell
President

Enclosures

The President
The White House
Washington, D. C.



from the desk of

BERKELEY G. BURRELL

TO September 5, 1974

Per our conversation of September 4.

BGB





NATIONAL BUSINESS LEAGUE

FOUNDED IN 1900 by BOOKER T. WASHINGTON

October 8, 1974

(1) Check on NBA -
(2) Rewrite com in today -



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Mr. Stanley S. Scott
October 8, 1974
Page 2

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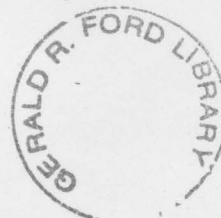
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Will send no 3. \$2.5M

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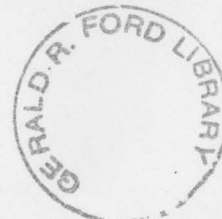
How do we do it.

We await the President's positive reaction to all or some of these requested suggestions, hopefully as you address our delegates.

With warmest personal regards,

Berkeley

Berkeley G. Burrell
President



Mr. Stanley S. Scott
Special Assistant to the President
The White House
Washington, D. C.

October 13, 1974

At this Seventy-fourth annual convention of the National Business League, you give continuity to the work of an organization which has long demonstrated its dedication to the idea that cooperation, know-how and hard work can produce economic strength that benefits all Americans.

I believe, as you, that the answers to many of our problems can only be met and solved through a strong economy and a business community where every American has an opportunity to participate, to grow and to succeed. As a Nation, we have taken strong steps in the past five years to broaden opportunity for every American. I intend to see that we take many more such steps in the years ahead.

All Americans share your own concern about the health of our economy. Inflation does not affect one individual and leave another untouched. Finding solutions to our economic problems is a task that all of us must take up together. I know from your past record that America can count on you for strong leadership and constructive initiative in this critical endeavor. I look forward to working closely with you in the months and years ahead.

STATEMENT SENT TO:

Dr. Berkeley G. Burrell
President -
National Business League
4324 Georgia Avenue, NW.
Washington, D.C. 20011

GRF:Hawek:ear

CC: D.E. Downton/R. Nessen/P. Thois/E. Hasek/W. Rustand/CF

Due: ASAP

Event: Oct. 23-26, 1974 in Atlanta, Ga.

