

The original documents are located in Box 16, folder “Opportunities Industrialization Centers, 1972-1975 (1)” of the Stanley Scott Papers at the Gerald R. Ford Presidential Library.

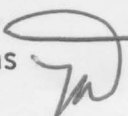
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MEMORANDUM

[Dec. 1972?]

TO: Mr. Stan Scott

FROM: Dr. Maurice A. Dawkins 

SUBJECT:

Because of the importance of a close working relationship between the Nixon Administration and the OIC of America operations, I am writing to clarify for the record the non-partisan position of OIC as far as politics is concerned.

At the same time, I am writing to make clear that as far as Administration policy is concerned, OIC is and has been almost one hundred per cent designed to carry out the kinds of policies that the President has advocated.

For example, on the issues of decentralization and revenue sharing, Dr. Sullivan has advocated publicly, local initiative and local control with self-help as the key to any social and economic action. OICs are designed to make the solving of the problem the responsibility of the people who are closest to the problem in the neighborhood and community in which the problem exists. The need for federal assistance and resources is comparable to providing the boots so that the people who have the needs can pull themselves up by their own boot straps.

A partnership with government equal to our partnership with industry is our objective.

We have, therefore, developed our regional offices in the same cities as the regional offices of the government and trained our local leaders to work cooperatively at state, county, city and regional level with government officials.

Beyond this, Dr. Sullivan is an advocate and genuine believer in the free enterprise system as a means of meeting the needs of Black people and all minorities as well as poor Whites. He is a believer in "The Work Ethic" and the need to take people off of welfare rolls and put them on payrolls. However, more significant is the fact that instead of just talking about his beliefs, he is developing a national network of organizations that are carrying out plans and putting those beliefs into operation.

His communications as a highly visible national leader in the field of economics has made possible a tremendous influence on Black voters and his consistent testimony of the good things done by the President with reference to Black economic development and minority enterprises as well as for OIC itself has resulted in an appreciation for what the President has done that could not be underestimated.

The value of a non-partisan independent voice saying in effect, no matter what criticisms you may make, this President has done the following good things, etc., etc. -- this is a PLUS.



Mr. Stan Scott

-2-

I felt the need to communicate this to you at this time since knowing the nature of the political world, it will be extremely helpful to have interpreters of OIC who understand the facts about the desire of Dr. Sullivan to help the President reach the goals for the nation that he has set.

Thank you for your continued interest in OIC and the progress movement.

Sincerely,

Dr. Maurice A. Dawkins
Executive Vice-Chairman
OIC of America

MAD:cc



CONFIDENTIAL MEMORANDUM

December 1, 1972

TO:

FROM:

SUBJECT: Non-Partisan Independent Assistance to the President

I. REVEREND LEON H. SULLIVAN

A. As a nationally visible and respected Black leader in the area of Economic Development, Manpower Development and Management Development constantly spoke out "for the record" on the good things President Nixon has done.

1. At National Conventions including the Elks, Urban League, NAACP, OIC, he reached millions of listeners through press, radio or TV telling:

- a. What has been done for OIC
- b. What has been done for Minority Business Enterprise
- c. What has been done in terms of Black Appointees
- d. The value of Wage-Price Controls
- e. The value of Revenue Sharing
- f. The value of Welfare Reform
- g. The correctness of the view on "The Work Ethic"

2. In press conferences and press releases including:

The National Press Club
Meet the Press

At the State Dept. re: A.I.D. grants to OIC

At the Commerce Dept. re: grants to OMBE

At the Commerce Dept. re: grants to EDTC

At the Commerce Dept. re: grants to OIC Special Projects

At the Labor Dept. re: grants to OIC National

At the Progress Economic Development Shopping Center

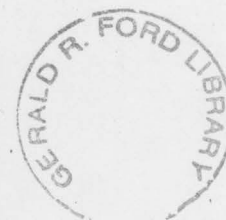
At the OIC Regional Conferences

At the New York Overseas Press Club

At the New York Stock Exchange

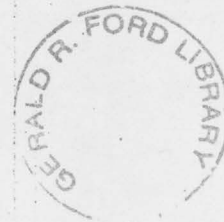
At dedications of new OICs across the country.

He has stated categorically "The Record of Mr. Nixon" re: positive and constructive action benefitting Black people, Chicanos, Indians and poor Whites.



December 1, 1972

3. A review of newspaper clippings will show that for at least two years before the election campaign this non-partisan message was being told pointing out things that Blacks and other minorities were not happy about such as bussing and court appointments BUT AT THE SAME TIME POINTING UP "the good things this Administration has done."
 4. In books and articles that he has written including "Build Brother Build" and "Alternatives to Despair," he has always given the President full credit for what has been done for OIC and other Sullivan projects.
 5. In his 40 cities closed circuit TV spectacular "Everybody Can Be Somebody", he closed the OIC Story with a filmed message from the President. It was applauded in New York City's Waldorf Astoria by viewers who commented: The President is Right About OIC -- He is Right to Support OIC.
 6. In the edited version of this show which is being shown at military bases, foreign and domestic, he specifically points out the value and meaning of Presidential support for a program like OIC.
 7. In the nation's Capitol, The Washington Post and The Washington Star, a clear-cut pro-Nixon public relations effect was achieved simply because the true facts re: Bob Brown and Rev. Guiles and Montgomery County told a story that was favorable to the Administration.
 8. A true test of the assistance given by the "Everybody Can Be Somebody" show was the criticism and suspicion voiced by partisan Democrats that this looks like a pro-Nixon project with Billy Graham, Lionel Hampton, Sammy Davis, Ray Charles and Bob Hope. Such critics were hard-put to make the charge a "negative" because there were Ramsey Lewis, Nancy Wilson, Leslie Uggams, Dick Gregory, Billy Taylor, Carroll O'Connor and others who had not endorsed the President. It was a non-partisan show.
- B. As a creator of "Operation Breadbasket" for Dr. Martin Luther King, Civil Rights Leader, pioneering founder of the "Selective Patronage" technique in a North Philadelphia ghetto, he has impeccable credentials with the Brothers as a man who has paid his dues, cannot be bought and will not be sold.



December 1, 1972

B. (Cont.)

To have him speak out as he did in Philadelphia and the state of Pennsylvania about "the good Mr. Nixon has done", including "increasing the number of OICs from 39 to 105" may have had no small measure of effect on the Pennsylvania Black vote which was 19% in Pittsburgh and 22% in Philadelphia, etc.

- C. It is difficult to measure what percentage of vote was influenced indirectly by him as the acknowledged leader of a number of outstanding Black leaders in the OIC movement including Vice-Chairman of the Southeast Region, the Rev. William Holmes Borders of Atlanta, Georgia; Vice-Chairman of the Midwest Region, the Rev. L. Venchael Booth of Cincinnati, Ohio; the Mid-Atlantic Region, the Rev. R. C. Eberhardt of Pittsburgh, Pa.; the Northeast Region, the Rev. Edward Guiles of Washington, D. C.; Layman Leroy Jeffries of California, all of whom were visible Republican and Independent spokesmen, campaigning for the reelection of the President. However, these men could point with pride to what Mr. Nixon had done "in fact" for OIC.

Some of the contributions made by these men included:

1. Rev. Borders
2. Rev. Booth
3. Rev. Eberhardt
4. Leroy Jeffries



- D. As the employer of consultants engaged in raising funds from the private sector, his consultants included:

- Charles Fisher of Senator Brooke's campaign
- Alvin Lockhart of The Black Committee to Reelect the President
- James Mack of Robert Brown's firm
- John Silvera of Governor Rockefeller's staff

Tasks performed by these men on behalf of the President included: a variety of activities ranging from speeches to key middle class Black audiences and Chicano groups to organized public relations in local communities to canvassing and precinct community type operations.

- E. Financial support by individuals was forthcoming in a timely manner according to Mr. Ed Sexton at the National Republican Committee who made special note of OIC related people.

December 1, 1972

- F. As the leader of Blacks in Philadelphia who switched 80% from Democrats to Republican in the Mayoralty election, he symbolizes a non-partisanship that is willing to risk the wrath of powerful opposition in the interest of justice and equal opportunity for his people.

The demand for his personal appearances before audiences in OIC cities and non-OIC cities alike did not diminish during the weeks and months preceding election. His voice was heard "telling the facts" in the states of:

Ohio

Texas

Michigan

California

Illinois

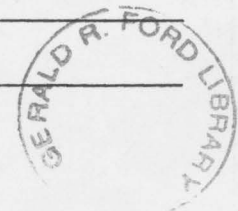
Pennsylvania

New Jersey

Connecticut

New York

Maryland



II. REVEREND MAURICE DAWKINS

- A. As Executive Vice-Chairman to Reverend Sullivan issued a statement that was published nation-wide in defense of Black stars Sammy Davis, etc. (This was re-broadcast several days all across the country - see attached)
- B. Represented Dr. Sullivan in conferences sponsored by OMBE where he publicly praised the President's contribution to minority business quoting from Dr. Sullivan's famous statement: "He's done more than any three Presidents."
- C. Represented Dr. Sullivan in conferences devoted to promoting revenue sharing with safeguards for the rights of Blacks in southern states.
- D. Worked with Black Appointed officials of Mr. Nixon's staff to spread the word of positive contributions made.
- E. Testifying before the Republican Platform Committee and publicizing the testimony.

III. OIC NON-PAID LEADERS (VOLUNTEER BOARD MEMBERS)

- A. All visible and registered Republicans on OIC Boards were encouraged to participate actively in the campaign as were all visible and registered Democrats.
- B. Legislative Education Workshops prepared OIC leaders to reward their friends in the House and Senate who helped promote OIC legislation.

December 1, 1972

- C. Friends of OIC who work on staffs of Republicans were encouraged to speak out about the positive things done for OIC.

IV. NO PARTY POLITICS POLICY FOR OIC WORKERS WAS ADEOPTED AND CIRCULATED.

1. Professional staff members of OIC were reminded of government guidelines re: partisan political involvement and conflict of interest.
2. The difference between the role of a non-paid volunteer Board Chairman and a paid Executive Director was made clear.
3. Republican laymen were free to "tell the world" what the President had done for OIC.
4. Democrat laymen were free to report that even as Democrats, they had to point out the growth of OIC under the President as being three times as great as that under the Democrats.
5. Independent laymen were free to make clear that non-partisan testimony of the good things the President has done for OIC was the most valuable kind of evidence of deeds that can be measured.
6. The widely circulated appeal of Dr. Sullivan for 100 million dollars to train 100 thousand unemployed and place them on 100,000 jobs secured through his contact with 100 business leaders gave OIC speakers a chance to express appreciation for the 32 million dollars already provided by the Nixon Administration.

- V. OIC friends in the Clergy meeting in planning sessions for legislative education workshops were addressed by Mr. Edwin Sexton, Black Vote Coordinator for the National Republican Committee. His opposite leader in the Democrat party was invited but could not attend.

- VI. OIC friends in Industry indirectly spread the message of the good done by the President for this "self-help" project by providing high-visibility to the "OIC Story" e.g. Gulf Oil had OIC spot announcements during the moon shot and the Democrat and Republican Conventions.

Americans were then told through the medium of press coverage of Sullivan's statements of how this OIC project had been helped by the Labor Department, H.E.W., OEO, etc.

- VII. OIC friends in the House and the Senate spread the good word about the OIC Story and the President's support for the OIC concept.

VIII. Conclusion

Without violating the role of non-partisan politics, Dr. Sullivan, his OIC and his National Progress Association for Economic Development, portrayed to the voting public a picture of positive constructive real contributions to Black Americans by the President.



December 1, 1972

All they had to do was tell the truth about what had been done for Sullivan projects by S.B.A., Commerce, Labor, H.E.W. and OEO and they did it.

All they had to do was communicate through publicity surrounding their National Conventions in Seattle and D. C. and nine regional conferences in the last two years the true facts about the good that the President had done and they did it.

To fail to see the value of this kind of non-partisan independent assistance to the President simply because there was no partisan symbolic "endorsement" in the traditional sense is incredibly short-sighted and unbelievably insensitive. A substantive good word about "the record" of Mr. Nixon from a credible and independent voice carried much more weight than a symbolic paper endorsement with the voter.

It is clear that the President was not given credit for the positive things he had done for Blacks. The Sullivan testimony consistently (and not Johnny Come Lately) has to be recognized as a significant help to correct this.



opportunities industrialization centers of america

18 W. Cheltenham Avenue, Philadelphia, Pa. 19144

FRANK LLOYD WRIGHT



United States 8



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





THE WHITE HOUSE

WASHINGTON

October 10, 1972

MEMORANDUM FOR: BOB BROWN
FROM: JOHN EVANS
SUBJECT: Opportunities Industrial Centers (OIC)

In FY '72, OIC was funded at \$20 Million.

In FY '73, Leon Sullivan asked for \$100 Million but DOL only budgeted OIC for \$18 Million. OEO was supposed to have funded OIC for an additional \$6 Million so that OIC would have received a total of \$24 Million, but OEO withheld their funding.

The Department of Labor, therefore, was required to pick up an additional \$2 Million to restore OIC to the \$20 Million level plus the \$6 Million which was dropped by OEO.

Therefore, OIC is funded for FY '73 at \$26 Million. It is the opinion of the Department of Labor that OIC could not effectively manage any additional moneys. At the \$26 Million level, they will be able to double their participants with a considerably tightened program.

cc: John Campbell



FROM
THE WHITE HOUSE
WASHINGTON, D.C.

Confidential

TO: STAN SCOTT

FROM: BOB BROWN

For your information.

*Received
6/29/73
en*

*Att:
Mr. Leonard Garment*

OPPORTUNITIES INDUSTRIALIZATION CENTERS

N.G.C.R. SERVICE

June 25, 1973

M E M O R A N D U M

TO : Mr. Paul O'Neill
OMB

FROM : Dr. Maurice A. Dawkins
OIC

SUBJECT : I. CURRENT DILEMMA OF OIC FUNDING AS PER JUNE 30th
EXPIRATION OF CONTRACTS

II. REQUEST FOR SPECIAL ASSISTANCE IN TRANSITION TO
100% DECATEGORIZATION STATUS



A. BACKGROUND

1. Dr. Leon Sullivan meeting with Mr. Leonard Garment, yourself and Mr. Cavanaugh outlined a critical danger that more than half of the OIC Centers would face elimination as a result of the "transition" of OIC funding to Mayors as announced in January by the Labor Department.
2. Consensus was that exact financial picture on a city by city basis was needed to be specific about dollar amounts of money required and dates when they would be required.
3. Mr. Garment, on the next day, the date of the OIC Pilgrimage, met with me and Ministerial representatives from the National Baptist Convention, the National Progressive Baptist Convention, the African Methodist Episcopal Bishop's Council, the Catholic Bishop's Conference, the National Synagogue Council, the Church of God in Christ and The National Council of Churches.
 - a) He indicated that Dr. Sullivan's OICs would somehow be helped sufficiently to not go out of business on June 30, 1973.

- b) He indicated that the "transition" period to "decategorization", though complex, would be dealt with through the good offices of O.M.B. and the Domestic Council.
- 4. I telephoned you to discuss follow-up process as per counsel of Bradley Patterson of Mr. Garment's office. I agreed to get a memorandum to you with the "salient points" clearly delineated.
- 5. Mr. Koldberg, Asst. Secretary of Labor, visited personally with Dr. Sullivan in Philadelphia and a "broad brush" picture was discussed re: OIC survival, following which the OIC National Director, Mr. Elton Jolly, met with the Labor Department Contracting Officer, Mr. McCannon, to work on "facts and figures".
- 6. The Senate, Labor and Welfare Committee voted to report out S-1559 which includes provision for OIC to "survive" in the Manpower Revenue Sharing funding method and function effectively with Mayors and local governments.
- 7. The time factor finds OIC "agreed upon" as being
 - a) A good, cost-effective program which should continue to operate
 - b) A program that Mayors such as Mr. Rizzo of Philadelphia are willing to include in MRS and help make the President's Manpower Revenue Sharing work.
 - c) A program that nonetheless may "go out of business" in 50 cities or more because of the need for "12 months turn-around time" to get ready for Manpower Sharing.
 - d) A national network of Manpower Development Centers that can serve as R. & D. or demonstration project for making the President's "Reprivatization" and "New Federalism" concepts work well in spite of community skepticism.

B. THE CURRENT FACTS

- 1. June 30th OICs Scheduled to Run Out of Funds:



<u>CITY</u>	<u>AMOUNT</u>
1) New York, N.Y.	\$ 1,518,753
2) Princeton, Maine	160,000
3) Allentown, Pa.	100,029
4) Charlottesville, Va.	100,511
5) Huntingdon, W. Va.	125,000
6) Philadelphia, Pa.	2,856,880
7) Richmond, Va.	100,000
8) Roanoke, Va.	510,793
9) Washington, D.C.	1,185,171
10) Atlanta, Ga.	266,640
11) Birmingham, Ala.	130,006
12) Columbia, S.C.	125,000
13) Montgomery, Ala.	100,000
14) Detroit, Michigan	300,000
15) Grand Rapids, Michigan	125,000
16) Seattle, Washington	1,197,000
17) Yakima, Washington	156,050



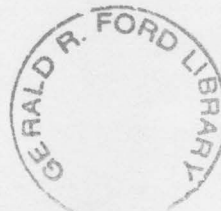
2. A total of 17 cities representing 10 states and the District of Columbia will be immediately affected by the end of this week.
3. A total of \$9,056,923 is involved as of July 1, 1973.
4. Although some of these cities have received written assurance that the funds will be forthcoming from the Mayors:
 - a) The Mayors are not at all certain as to when the checks will be available and no bank letters of credit will be issued unless a specific "piece of paper" is in hand.

- b) Some Mayors are not including OIC in their budgets for the amounts required to continue functioning at the level the Labor Department reached in 1972-73.
- c) Some Mayors are not including OIC at all.
- 4. No OICs are guaranteed of June 30 funding as of Friday, June 22, 1973.
(No piece of paper that can be taken to the bank and used to get a letter of credit, etc.).
- 5. The Regional Manpower Administrators of the Department of Labor are calling the National OIC Institute field office as of today, Monday, June 25, asking if OIC National can extend monies to the locals as of June 30th.
 - a) OIC National has no such money available
 - b) The Secretary of Labor apparently has no such funds available.

C. REQUEST FOR EMERGENCY ACTION BY THE OFFICE OF MANAGEMENT AND BUDGET

- 1. To avoid a tragic closing down of OICs because of problems of cash flow and mechanics of funding, it is essential that the Office of Management and Budget authorize expenditures by the Secretary of Labor to extend the life of OICs as their contracts expire.
- 2. There are 17 OICs whose contracts are scheduled to expire on June 30, as well as those that will expire July 31 and August 15, (the last OIC sub-contract will expire on August 15).
- 3. A telegram authorizing the extension of credit to the OIC National which will enable them to extend credit to the locals might be the mechanism that will serve the purpose at this time.

MAD/s



THE WHITE HOUSE
WASHINGTON

June 29, 1973

MEMORANDUM FOR JIM CAVANAUGH

SUBJECT: OICs

Maurice Dawkins is bringing this paper to O'Neill and in talking with Dawkins this morning I said I would show a copy to you.

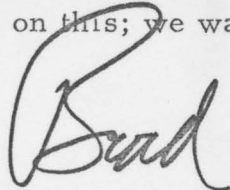
From DoL (Mr. McCannon) the story seems to be that as long ago as February, DoL warned the OICs to cut back their rate of spending 10%. Noticing that they were not complying, DoL wrote them in April again warning them to stretch their funds to last until September 15, their contract anniversary date.

Still they did not, and 17 of them are now broke. Four of these 17 have been vetoed by the local CAMPS committees, but even the other 13 are apparently out of luck until Manpower Revenue-Sharing becomes law by September 15, or MDTA is extended or continued in some way, or unless some other emergency relief is found.

Labor points out that SER and Urban League (the two other privately managed national categorical manpower programs) both complied with their 10% cutback; these OICs didn't and now they are in grief. With MDTA running out, McCannon says they have neither money nor authority to help after Saturday.

Of course Dawkins and co. are working on Schweiker and Perkins, as well as bringing their case to the Executive Branch.

Leonard and I make no recommendation on this; we wanted to bring it to your attention however.



Bradley H. Patterson, Jr.

cc: Garment
O'Neill

attachment



Att:

Mr. Brad Patterson

OPPORTUNITIES INDUSTRIALIZATION CENTERS

N.G.C.R. SERVICE

June 25, 1973

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Belmont
3717
900 1726 M

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15) Grand Rapids, Michigan	125,000
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17) Yakima, Washington CAMPS 110 - 100 OVERPAID	156,050



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MAD/s



VANCE HORTKE, INC.
HERMAN E. TALMADGE, GA.
JENNINGS RANDOLPH, W. VA.
HAROLD E. HUGHES, IOWA
ALAN CRANSTON, CALIF.
CLIFFORD P. HANSEN, WYO.
STROM THURMOND, S.C.
ROBERT T. STAFFORD, VT.
JAMES A. MCCLURE, IDAHO

FRANK J. BRIZZI, STAFF DIRECTOR
GUY H. MC MICHAEL III, GENERAL COUNSEL

United States Senate

COMMITTEE ON VETERANS' AFFAIRS

WASHINGTON, D.C. 20510

June 27, 1973

The President
The White House
Washington, D. C.

Dear Mr. President:

Opportunities Industrialization Centers (OIC's) operate a manpower development program that puts into practice the principles of self-help and private enterprise that you have advocated in your proposals for Revenue Sharing and the New Federalism.

However, despite a cost-effective track record and fine relationships with business and industry, the program is in danger of becoming a casualty. More than half of the OIC's face an uncertain future unless the Office of Management and Budget and the Secretary of Labor can find ways of providing adequate funds during the transition from categorical funding methods to Manpower Revenue Sharing.

It is our understanding that many OIC sub-contracts with the Department of Labor will expire on June 30 and July 30, and that all will expire by September 15. To avoid crippling cutbacks and even total elimination of the newer OIC's, the Secretary of Labor should have sufficient emergency funds budgeted to maintain the funding level originally reached in Fiscal Year 1973.

There is a real need for the self-help approach of OIC's in the manpower training area, and we urge you to carefully consider their current plight.

With best wishes and kindest regards,

Respectfully,

Strom Thurmond
Strom Thurmond

John Tower
John Tower

ST:yo



[Oct. 1973?]



A PROSPECTIVE AND A PROJECTION

OIC, the Opportunities Industrialization Center, began in 1964 in an old abandoned jailhouse in the main poverty section of Philadelphia, as a "self-help" program to help the unemployed and the unskilled to get good jobs. Since that time the OIC has spread rapidly across America and is now operating in more than 100 cities. Also, requests for the establishment of OICs have come from 200 additional cities and rural sections. OIC serves the entire American population: Blacks, Chicanos, Whites, Orientals and Indians. Since its beginning OIC has trained 200,000 people for useful jobs and has actually placed 130,000 of these trainees in skilled, well paying occupations; thousands of others have found their own work as a result of their training on their own and are not included in our placement totals. Although OIC deals with the most difficult and needy cases principally in the inner city, still the placement rate is perhaps the highest of all manpower training programs, in excess of 60% and in some of the OIC cities, as high as 99%.

The average income of OIC trainees, before their training is \$1800 a year, and after their training and placement the average income is \$5,500 per year. One-third of all persons coming to OIC are on relief rolls. Already OIC has taken 50,000 people off the relief rolls. The annual combined income of OIC trainees now working on new jobs in America today is \$1 Billion Dollars.

The annual cost for training an OIC student is remarkably low, at an average of \$900 for training and an average cost of \$1500 for training and placement. Since 1965 when the Federal Government began its support for OIC, the United States Government has invested \$100 Million Dollars in OIC programs. It is hoped the United States will "build on" that investment. Also volunteer support for OICs from the private sector, citizens, businesses, unions and foundations, has totalled over \$25 Million Dollars.

OIC has the most extensive support from business and industry. An Industrial Advisory Council consisting of Chief Executive Officers of 30 American leading businesses (such as General Motors, General Electric Company, IBM, Metropolitan Life Insurance Co., A.T. & T., etc.) meet quarterly to assist OIC programs in assuring industrial and business support in our OIC communities where programs are operating. More than 10,000 businesses, large and small, support the OIC work in some degree across America.

OIC has successfully cooperated with "Administrative Revenue Sharing Objectives." Of the 110 OIC Programs in operation six months ago, already 102 of them have been included in local manpower revenue sharing plans. This was possible due to an exceptional performance of OIC programs and the broad base nature of OIC community support.

As of this time a million Americans have indicated their support of OIC by their signatures and addresses and have indicated a willingness in a voluntary way, to help OIC however possible.



Anticipated Further Development of OIC Programs

An "Academy for Management Training" is being established in Philadelphia with seed support initially from the Pew Memorial Trust, to provide training and retraining on whatever scale might be necessary for OIC Management, Executives and Board Personnel, for development of additional OICs. The General Electric Company has already instituted an OIC Executive Training Program at the Crotonville General Electric Training Center to strengthen the capability of all OIC Executives, currently and those to follow.

By 1976 it is our desired goal to have 300 active OICs functioning in urban and rural areas and in that Bicentennial year it is our plan to bring to Philadelphia, for a Bicentennial National OIC Convocation, at least 200,000 OIC Alumni to point up the importance of training, productivity and self-help in America, and to stress the importance of Americans of all races, colors and creeds working together towards manpower training and economic goals.

OIC has a 30 year projection of service to America.

The period from 1970 to 1973 is regarded as the initiation phase.

The period from 1973 to 1976 is regarded as the demonstration phase.

The period from 1976 to 1980 is regarded as the developmental phase.

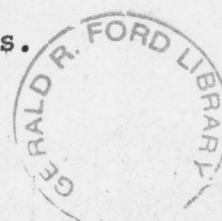
The period from 1980 to the year 2000, is regarded as the productive phase. During these phases it is our desire to develop volunteer and self-help activity around manpower training and economic development programs in as many urban and rural areas as feasibly can be met. We are in no hurry beyond capability, but



we do want to move with measured speed pointing towards the year 2000 when skill training will be available for every American Citizen who wants a skill, and when there will be a job available for every American citizens who wants to work. It is possible for this to be accomplished by the year 1980.

Immediate Concerns:

1. The intensifying and the promotion of support to OIC programs existing and to those, hopefully, to be developed.
2. Include OIC in some kind of demonstration category in new manpower legislation with assurances of support from appropriate Executive Agencies, making it possible for OIC to serve urban and rural communities in manpower training and "Job Creation" economic development projects.
3. Consideration for legislation such as a "Domestic Enterprise Bank" as introduced by Senator Javits, (June 21, 1973, S. 2050) to provide "significant" capital resources to assist in the development of employment and business enterprises in urban and rural areas; including capital backup support for community investment cooperatives, as exemplified in the "10-36 Plan" in Philadelphia.
4. Need for a liason and support from the Domestic Council in providing assistance and resources for OIC and our other economic development self-help objectives and goals.



THE WHITE HOUSE

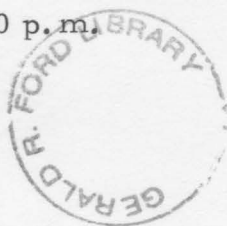
WASHINGTON

1/18/74--3:00 p.m.

Stan:

Reminder: 1

Call Under Sec. Richard Schubert,
Dept. of Labor, Room 3126,
14th & Constitution Ave. Phone No.
is 961-5472 re: Rev. Leon Sullivan
(Sullivan cannot meet 1/29, 1/30, 1/31
or 2/1) Any other time.



F+I

Rev. Sullivan Nos. 215/223-5460
H 215/848-7563

1300

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The White House
Washington



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PMS STANLEY SCOTT, DLR

WHITE HOUSE

WASHINGTON DC

THANK YOU FOR EVERYTHIN YOUR INVALUABLE ASSISTANCE IS DEEPLY
APPRECIATED DOCTOR DAWKINS WILL BE CONTACTING YOU TO FOLLOW
UP ON DETAILS SINCERELY

REVEREND LEON SULLIVAN OIC OPPORTUNITIES INDUSTRLIZATION CENTERS

NNNN



O.I.C. GOVERNMENT RELATIONS SERVICE

1625 "I" STREET, N.W., WASHINGTON, D.C. 20006 • (202) 833-8308

REV. LEON H. SULLIVAN
Founder & Chairman of the Board

MR. ELTON JOLLY
*Executive Director
OIC of America*

DR. MAURICE A. DAWKIN
National Director

January 21, 1974

Mr. Stanley Scott
The White House
Washington, D.C. 20500

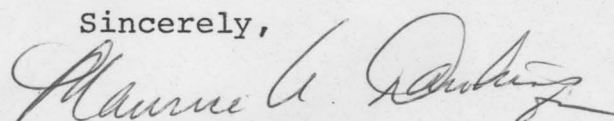
Dear Friend Stan Scott:

Your orchestration of the historic meeting with the Vice President of the United States and a selected group of key leaders in the Black community, was superb.

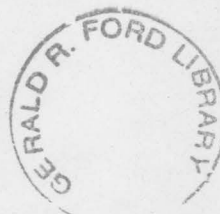
Know that you can count on me in any and every way to support your efforts in any followup developments. I am certain that there will be criticisms as well as praise for what was done. However, for the first time since Lyndon Johnson, a Vice President of the United States has held a meeting designed to concentrate on the needs of the Black community with a cross-section of citizens with different points of view, Republicans and Democrats, conservatives, moderates and liberals.

Not only are you to be commended but, of course, the Vice President deserves high marks for his new initiatives. Thank you again.

Sincerely,



Dr. Maurice A. Dawkins
National Director



O.I.C. GOVERNMENT RELATIONS SERVICE

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*Executive Director
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DR. MAURICE A. DAWKINS
National Director

M E M O R A N D U M

January 21, 1974

SUBJECT: OIC and the Energy Crisis From the Point of View of
Dr. Leon Sullivan

Dr. Leon Sullivan has given some careful and prayerful consideration to the needs of the American people for Federal intervention to relieve the hardships, suffering and humiliation created by technological employment resulting from the slowing down and/or closing down of industries affected by the energy crisis.

Assuming that the diagnosis of government and industry about the scope of the dislocation that can be expected is correct, he has three basic concepts in his "prescription".

I. BACKGROUND:

A long range "30 Year Plan" referred to in a speech to the NAACP in February 1972, "Agenda for Forgotten America."

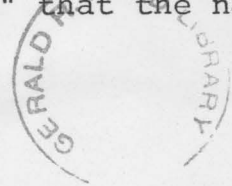
"Pointing towards the complete rebuilding of our cities by the year 2000 and the development of comprehensive unique plans of opportunity in our rural areas by utilizing the skills of the people who live there themselves..."

"Recommending a broad scale legislation to the President and the Congress of the United States, for the implementation of this 30 year goal.

"As the United States created a Commission to deal with the reconstruction of Germany after the last war, so let the United States take whatever action is necessary to focus all the resources at its disposal on the rebuilding of the ghettos, the barrios, and the hollows of America.

"Let the American people have the opportunity to join in the purchase of bonds for this purpose.

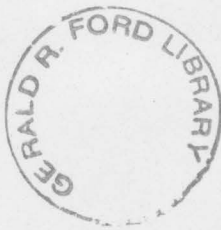
"The industrialization of the rebuilding of the cities, could create a new era of prosperity for the nation, creating millions of new jobs for the Inner City, and make it clear to "Forgotten America" that the nation does care."



- A. Dr. Sullivan has since that time designed a plan to establish a Progress Community Investment Corporation as a mechanism to work in rural America and urban America and foster a combination of economic development and skills training with government and industry cooperation.
- B. Dr. Sullivan is recommending that a National Citizens Energy Emergency Committee or Commission be established to deal with all phases of all problems with specific regard to the energy crisis as it affects poor people.

II. THREE CONCEPTS

- A. Urban Focus. A job creation plan in the Inner City based on the physical rehabilitation of housing and supportive services involving the participation on a self-help basis of the residents in the area affected.
 - 1. Dr. Sullivan has a plan for taking a one-mile square radius in the heart of the North Philadelphia ghetto and making a demonstration project or prototype on how this can be done on a cost-effective basis.
 - 2. A plan that could be legislated immediately as he sees it, would be to have 10 regional pilot projects in the cities where the Federal government has regional offices and a coordinated comprehensive plan utilizing the resources of all of the agencies necessary, for example, Transportation, HUD, Public Works, HEW, Labor, and EDA. (This proposal is in draft form and has been submitted to EDA by Dr. Sullivan.) The key to the plan would be the involvement of industry and non-governmental sources of money that would be triggered by the federal money to make such a project on a massive enough scale to require large numbers of employees and the related training and retraining programs to prepare them to do the work.



B. Rural Focus

BACKGROUND: Dr. Sullivan has stated in a proposal submitted to the Department of Commerce, Secretary Peter Peterson, "One of the greatest challenges and needs facing the nation has to do with the problem of poverty and unemployment in rural America. If we fail to deal successfully with the problems in these areas the conditions of the cities will become more and more intolerable. It is imperative, therefore, that a national focus be placed on manpower training combined with economic development in rural America. I would call it Opportunities Ruralization Centers as contrasted with Opportunities Industrialization Centers. The economic development combined with training in rural America is a necessary requisite to the solution of the problems of the cities. The out-migration from rural areas must be stemmed and if possible, reversed, given the scope and magnitude of the energy crisis. This in turn would cut down on the in-migration into urban

centers and the ever increasing welfare rolls and density of population creating overcrowded slum conditions with the correlaries of delinquency, crime, drug abuse, broken homes and mounting frustration which are the seeds of violence and conflict and destruction of vital human resources as well as physical resources. The rural sections of the nation must be made economically and socially attractive for people to remain there or to return. We believe this is possible to accomplish. An Opportunities Ruralization Centers plan, especially designed for this purpose, can serve as a major vehicle toward this end. Several OIC projects, supported by EDA, have already demonstrated OICs ability to serve rural areas such as OIC San Jose, California; and OIC Montgomery County, Alabama.

"We know of the effective capability of OIC, therefore, to deal with these problems. We believe that by broadening our imagination and OIC objectives, and by making vitally needed additional kinds of linkages with American industry, that a rural OIC concept can provide significant successes in alleviating the socio-economic crisis created by the energy problem before that crisis becomes a disaster.

"Any rural American OIC plan "Opportunities Ruralization Centers", must of necessity, link manpower training with economic development and coordinate its efforts with the Department of Agriculture as well as the Department of Commerce. Obviously the Department of Transportation and the Public Works resources of the nation would be involved."

The objective is to raise the social and economic desirability of the areas by motivational and basic training, development of realistic agri-technical economic development combined with improvements of services and communications industry.

- 
1. This plan would take a target area of a 50-mile radius and assume the involvement of community-based organizations in a comprehensive plan followed up by a developmental phase and an implementation phase.
 2. This plan could conceivably ride piggy-back on the Appalachian Regional Commission Economic Development Plan in 13 states as a pilot project whereby the location of small industries or plants by American corporations would encourage the development of the "Satellite" Plan of Rural-Hub type development.
 3. This plan could be geared to the Regional Planning Commissions of the entire nation and encourage inter-governmental planning between cities, counties and states.

4. A Technical Skills Center at the hub of the 50-mile area would provide motivational and basic computational and communications outreach feeder courses. In the Hub Center site, the training skills taught would reflect whatever occupational opportunities exist. For example, a frozen food plant established in the Hub Center would receive vegetables and crops grown in the surrounding rural area and brought to the food processing center where they would be prepared and frozen and then shipped by transportation to markets in the urban centers. New jobs would be created by establishing the processing plant, for example, Del Monte, and be reactivating the growing of crops that Del Monte would can or freeze in the surrounding rural areas. Cooperation with the Department of Agriculture would make possible the use of agri-technical skills and expertise from agricultural colleges and the Agriculture Department's Research Centers to deal with nature of the soil in a given geographic location and the kind of crops that could be produced in that soil and, therefore, the kind of food processing plant and the kind of company that would want to establish a plant in that particular geographical area. By creating the plant at the center of the Hub and the Training Center at the center of the Hub, the spokes would go out from that Training Center to Satellite Centers and Recruiting Centers on the circumference of the 50-mile radius circle. Once the economic development in terms of production and jobs, is linked up with the growth of the crops and the transportation of the crops to the market, the supportive services for the people who are doing the work in the area would also be established, for example, health services, rural housing development, urban-rural public works facilities such as sewage, drainage, water supply, heating supplies, would be necessary. Educational facilities, recreational facilities and social and community development resources would also result. Thus a plan of job development and job training would be combined with economic development and community development with the provision for personal services and personal development of individuals.
5. An Opportunities Mart, rural type farmers market--shopping center component for consumer and merchandising outlays would be developed at the Hub of the circle. This would provide opportunities for sale of farm products grown by the farmers to the people who live within the 50-mile radius as well as to the truckers, etc.



C. Supplemental Assistance/Training Focus

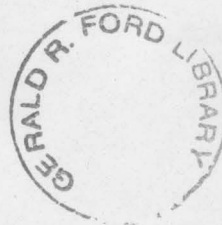
A supplemental assistance plan for the working poor aimed at the "middle class" white and Black unemployed who have high levels of education and have become technologically unemployed by the energy crisis. A system for providing money for a period of training that will anticipate reemployment a year or two years later by the same industry that had to let them go after that industry has retooled and reorganized to new production by new contracts, et ., that they have already projected, even during the period of economic recession.

III. SUGGESTIONS RE: ENERGY CRISIS AND POOR PEOPLE

As a result of 10 years research and development activity OIC is uniquely prepared to retool its existing national network of training centers to meet the new needs created by the energy crisis in 15 industries that appear to be affected.

Those persons technologically unemployed in 15 industries directly affected by the oil shortage are in areas where the OIC system can fit, namely:

- A. Cosmetic & cleaning supplies. (Laundry and cleaner business)
- B. New construction - (Bricklayers, cement workers, hod carriers, building trades craftsmen).
- C. Air transportation (Airline Clerks & Hostesses).
- D. Water and sanitary services.
- E. Tobacco products.
- F. Food products.
- G. Chemical products
- H. Local suburban and
- I. Electric utility.
- J. Plastic materials.
- K. Real Estate
- L. Drugs
- M. Water transportation
- N. Motor vehicle manufacture
- O. Railroads.



Devise a way whereby persons unemployed as a result of the energy crisis can be issued vouchers to obtain oil, gasoline and other heating fuel requirements until re-employed.

Utilize community-based organizations supported by government funds to recruit and train workers to participate in public works assistance plans.

IV. USE OF EXISTING OIC EXPERIENCE IN WHICH GOVERNMENT HAS ALREADY INVESTED MONEY.

A. In the urban focus:

1. The Philadelphia Prototype can be supplemental by models in other regions:

Northwest	-	Seattle	-	Aerospace
Northeast	-	New York	-	Airlines
Southwest	-	Oklahoma City	-	Oil
Southeast	-	Atlanta	-	Construction
Midwest	-	Detroit	-	Autos
West	-	Los Angeles	-	Housing

2. Ways and means of using the OIC experience to retrain persons uprooted by technological change and who have not started out with the handicap of being economically disadvantaged, have been tested by OIC and could conceivably prove to be an asset to the Energy Chief in meeting the new needs created by the energy crisis.



January 22, 1974

MEMORANDUM FOR: BICK BURRESS

FROM: STAN SCOTT

SUBJECT: Meeting, January 22--
The Vice President and Rev. Leon H. Sullivan

The Rev. Leon H. Sullivan, Pastor of the Zion Baptist Church, Philadelphia, Pennsylvania, heads the Opportunities Industrialization Centers of America. This self-help organization, developed to train minorities and other disadvantaged Americans for gainful employment, presently has chapters in 100 cities.

The Nixon Administration has supported OIC and Dr. Sullivan to the tune of more than 30 million dollars last year and similar sums in the years prior to that. The recent Labor Department Manpower Training Legislation signed by President Nixon includes a special proviso to assure that OIC will continue to gain Administration support.

The meeting today with Vice President Ford is to gain support for expansion of OIC.

Attachment

SScott:ph



Stan

THE WHITE HOUSE
WASHINGTON

TO STAN SCOTT

STAN, THIS GENT
IS OBVIOUSLY VERY
PUT OUT, BUT HE
DEFINITELY DID NOT GET
THIS FALSE BIOGRAPHICAL
INFO FROM ANY CALL
TO EITHER TERRY D'DINNEL'S
OFFICE OR MING. NOTE
THAT HE DOES NOT INDICATE
WHO TOLD HIM THIS INFO.

WE DID MAKE A REASONABLE
BUT UNSUCCESSFUL EFFORT
TO GET SOMETHING THERE.

THIS IS FYI IN CASE
OF FURTHER CONTACTS.

THANKS

JSC



PITTSBURGH OPPORTUNITIES INDUSTRIALIZATION CENTER, INCORPORATED
ADMINISTRATIVE OFFICES: 1901 FIFTH AVENUE
PITTSBURGH, PENNSYLVANIA 15219

WALTER C. WORTHINGTON
CHAIRMAN OF THE BOARD

(412) 391-9630

BILL W. JOHNSON
EXECUTIVE DIRECTOR

January 24, 1974

Mrs. M. Rawlins
Appointments Department
White House
1616 Pennsylvania Avenue
Washington, D. C. 20510

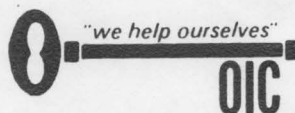
Dear Mrs. Rawlins:

First and foremost, I am taking this form of communication to express my personal appreciation and on behalf of the Pittsburgh OIC for the concern, cooperation, energy and effort which you and members of the White House staff afforded this organization. It is very gratifying that the consideration of the President, as well as his assistants, was present, irrespective of subsequent results; regarding the Pittsburgh OIC fund-raising luncheon for the industrial community.

However, per our most recent conversation, (and strictly in humorous light), I must express a dubious pride for having in common with our President, an almost overwhelming creditability gap based on uncanny and circumstantial events; albeit at extremely different levels.

To recapitulate (for the express sake of attempting to clarify my own understanding) I was under an impression (until January 21, 1974) that this organization was in a very good position to receive a speaker in the form of an assistant to attend our luncheon.

As I recall; on or about January 5, 1974, I spoke to you concerning a speaker for our affair, specifically requesting the President. Although you indicated that it was doubtful, you would submit the request and would consider the possibility of a staff member. Approximately a week later, you stated that it was impossible to consider the President, but would look for an assistant. On or about January 15, 1974, you indicated that you (or the staff) were having a problem, not in securing an individual, but in securing an individual which would be suited for this luncheon; therefore, I understood that the problematic process was selection, not security.



APPROVED FOR VETERANS EDUCATION—CERTIFIED BY PENNSYLVANIA STATE DEPARTMENT OF EDUCATION



Mrs. M. Rawlins

-2-

January 24, 1974

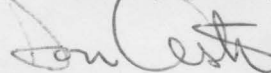
The uncanny events occurred at this time. I personally placed a call to you and was told that you would be out for an hour or so, afterwhich I explained who I was and what information I was attempting to secure. I was told that an individual was in fact selected and that I would receive a biography. I indicated that it would be best (in the interest of time) if I could receive it over the phone ... in which case the following was relayed:

"David T. Callan, 29, Administrative Assistant to the President for Domestic Affairs; a graduate of Business Administration, Purdue University and holds a LLD from Texas Technical. Before joining the White House staff, Mr. Callan served as Administrative Assistant to the U. S. Secretary of State and is a member of the Bar, State of Maryland"

I could very well understand that the information could have been relayed on the error that the individual was going to speak and that it was the wrong party being informed, but it is very difficult to understand how I received information on an individual that does not exist, or for that matter, never did.

As I have previously indicated, the foremost purpose of this communication, is to thank you for your cooperation, however, if you could at all find the time or inclination I would appreciate any clarification you could offer. If there are any other questions I could answer, please do not hesitate to contact me. In the meantime, I will look forward to a positive reply.

Sincerely yours,



Donald C. Asto
Director of Community Services

DCA/jmj



O.I.C. GOVERNMENT RELATIONS SERVICE

1625 "I" STREET, N.W., WASHINGTON, D.C. 20006 • (202) 833-8308

Rev. Sullivan

REV. LEON H. SULLIVAN
Founder & Chairman of the Board

DR. MAURICE A. DAWKINS
National Director

MR. ELTON JOLLY
Executive Director
OIC of America

M E M O R A N D U M

DATE: May 15, 1974

TO : Mr. Stanley Scott

FROM : Dr. Maurice Dawkins

SUBJECT : Dr. Leon Sullivan re: Labor Department and OIC Funding

I. BACKGROUND

As a follow-up of Vice President Ford's visit to OIC-Philadelphia, Dr. Sullivan agreed to proceed with his request for funds to cover OIC development in 100 cities.

A proposal was submitted through Undersecretary Schubert to Assistant Secretary for Manpower, Kolberg. It could not be approved, according to Mr. Kolberg, because the new manpower Law is not consistent with the kind of direct funding that was requested.*

Dr. Sullivan is, therefore, now redesigning for submittal for the Secretary's approval, a plan that dovetails with Title III of the new manpower Law.

Under Title III, the Secretary has funds for special projects.

OIC has a "track record" in each of the areas where the Secretary has funds:

1. Migrant workers
2. Indians
3. Veterans
4. Ex-drug addicts
5. Ex-offenders
6. Youth

* *Relief Recipients + Chronic Unemployed*

A proposal to cover these areas indicated in 100 communities, will be ready for submittal next week.

The amount of money involved was \$5 million for developmental start up projects (100 @ \$50,000 each).

*See Kolberg letter attached.



The proposal ultimately would reach a total of \$15 million.

II. THE ISSUE

- A. The evidence over the past 4 years has been that the Secretary of Labor indicates his (moral support for) and his desire to provide funds for OIC then indicates that
1. He has no money to allocate because OMB has cut down his money.
 2. All the money he has is earmarked for on-going projects.
 3. He would have to take from another organization to give to OIC.
- B. The action needed is to give OIC "priority status" because it is carrying out the President's program effectively.
- it is the only institutional training national network in manpower of its kind.
 - it is serving Blacks ^{AND OTHER MINORITIES} who otherwise would not be served.
- C. The commitment of the Vice President and yourself to what OIC stands for is a clear indication that the purposes of the Administration can be well served by OIC.
- D. The Secretary of Labor, under the Law, also has discretionary funds that might be used for OIC as we interpret the law.



U.S. DEPARTMENT OF LABOR
OFFICE OF THE ASSISTANT SECRETARY FOR MANPOWER
WASHINGTON, D.C. 20210



17 APR 1974

Reverend Leon H. Sullivan
Chairman and Founder
OICs of America, Inc.
100 West Conliffe Street
Philadelphia, Pennsylvania 19144

Dear Reverend Sullivan:

Reference is made to your recently submitted proposal requesting consideration of the allocation of \$5,000,000 to permit the Opportunities Industrialization Centers of America (OIC) to issue "start up" grants for 100 new local OIC's and \$450,000 to expand the present national OIC contract in order to provide additional technical assistance.

The proposal has been reviewed in depth by members of my staff and while I fully understand the interest on the part of OIC to expand its network of locally operated programs, I regret that the Manpower Administration is not in a position to consider this proposal for funding.

The philosophy underlying the Comprehensive Employment and Training Act of 1973 (CETA) is based on the principle of local determination as to the utilization of manpower resources. With this in mind, each local sponsor under CETA has the prerogative to include an OIC component as part of its overall comprehensive manpower plan at any time.

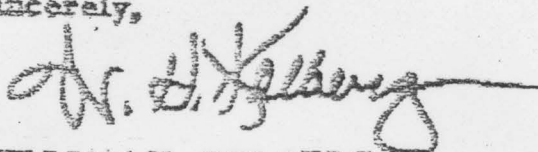
However, for the Manpower Administration to provide national funds to the OICs of America to establish 100 new local programs would in our judgment be contrary to the intent of the legislation and would be unfair to other organizations who have an equal claim to compete for funding through local prime sponsors.



We also have a concern that to use funds at the national level to establish new programs at the local level would in effect impinge on the options of the Prime Sponsor now and in the future.

I would like to suggest, therefore, that you continue your efforts to encourage local prime sponsors to consider the funding of OIC projects as provided for in your present Technical Assistance Contract. I feel certain that your efforts in this area will ultimately result in a substantial expansion in the network of local OICs of America programs.

Sincerely,



WILLIAM H. KOLBERG
Assistant Secretary for Manpower

