

11-11-96

**THE TRIP OF
THE PRESIDENT
TO
SPRINGFIELD, VIRGINIA
AND NASHVILLE, TENNESSEE**

October 27, 1996

Staff Copy

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SCHEDULE OF THE PRESIDENT

FOR

SUNDAY, OCTOBER 27, 1996

FINAL

CLINTON/GORE '96 TRAVEL DAY

SCHEDULING DIRECTOR:

ANNE HAWLEY

HOME: 703-553-8940

OFFICE: 202-456-2823

WHCA PAGER: 4039

C/G SKY PAGE: 161-0604

SCHEDULING DIRECTOR:

STEPHANIE STREETT

HOME: 202-332-5651

OFFICE: 202-456-2823

WHCA PAGER: 4033

C/G SKY PAGE: 161-4673

C/G SCHEDULING DIRECTOR:

CARRIE GOUX

HOME: 202-234-6466

OFFICE: 202-496-1010

C/G SKY PAGE: 161-0609

TRIP COORDINATOR:

NICOLE ELKON

HOME: 202-332-2350

OFFICE: 202-456-6481

WHCA PAGER: 4793

C/G SKY PAGE: 161-0597

PRESS COORDINATOR:

MEGAN MOLONEY

HOME: 202-387-6842

OFFICE: 202-530-2027

C/G SKY PAGE: 212-1203

WEATHER:

Washington DC/Springfield, Virginia

Partly cloudy. Wind southeast at 5 to 10 knots.

Low 52 to 57. High 71 to 76.

Nashville, Tennessee

Mostly cloudy with rain showers and thunderstorms.

Low 55 to 60. High 70 to 75.

**SCHEDULE OF THE PRESIDENT
FOR
SUNDAY, OCTOBER 27, 1996
FINAL**

CLINTON/GORE '96 TRAVEL DAY

NOTE:	All times are standard times. Daylight Savings time has ended.
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NOTE:	Baggage call is 2:00 pm. Please leave bags outside of room 87 1/2. A staff van departs for the Reflecting Pool from the West Basement at 1:30 pm to transport those staff members manifested on Nighthawk Two and Three to Northern Virginia. A staff van departs for Andrews Air Force Base from the West Basement at 3:30 pm to transport those staff members not manifested on the helicopters to Northern Virginia.
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tba **MORNING RUN**

tba **CHURCH**

12:45 pm- **BRIEFING**
12:55 pm **OVAL OFFICE**
Staff Contact: Alexis Herman

1:00 pm- **GREET STAGE PARTICIPANTS AND SIGN**
1:10 pm **"RIBBON OF HOPE"**
 OVAL OFFICE
Staff Contact: Alexis Herman
Event Coordinator: Sarah Farnsworth
WHITE HOUSE PHOTO ONLY

1:10 pm- **ANNOUNCEMENT OF BREAST CANCER RESEARCH AND**
1:40 pm **CANCER SURVIVORS INITIATIVES**
 ROSE GARDEN
Staff Contact: Alexis Herman
Event Coordinator: Sarah Farnsworth
OPEN PRESS

- **The President** is announced into the Rose Garden and proceeds to the Colonnade steps.
- Susan Blumenthal makes remarks and introduces Jane Reese-Coulbourne.
- Jane Reese-Coulbourne makes remarks and introduces **the President**.

-- **The President** makes remarks and presents the "Ribbon of Hope" to Erin Schraibman, nine years old.

-- **The President** works a ropeline and departs.

1:50 pm

THE PRESIDENT proceeds to the South Lawn

Note: This departure is closed to staff and guests.

1:55 pm

THE PRESIDENT departs the White House via Marine One en route Landing Zone at Lee High School Park, Springfield, Virginia
[flight time: 15 minutes]

2:10 pm

THE PRESIDENT arrives Lee High School Park, Springfield, Virginia
OPEN PRESS

Helicopter Greeters: Senator Charles Robb
Mark Warner
State Senator Yvonne Miller
Kate Hanley, Chair, Fairfax County Board of Supervisors
Stage Greeters: Tom Moss, Speaker, Virginia House of Delegates
Stanley Walker, President Pro Tem, Virginia Senate
Alan Diamonstein, Chairman, Democratic Caucus, Virginia House of Delegates

2:20 pm-

3:40 pm

REMARKS TO THE PEOPLE OF VIRGINIA

LEE HIGH SCHOOL PARK

Staff Contact: Craig Smith, David Wofford

Event Coordinator: Nicole Elkon

OPEN PRESS

Note: There is a pre-program.

-- Off-stage announcement of **the President**, accompanied by Senator Charles Robb, State Senator Yvonne Miller and Mark Warner to "Ruffles and Flourishes" and "Hail to the Chief."

-- Kate Hanley, Chair, Fairfax County Board of Supervisors, makes remarks and introduces Yvonne Miller.

-- State Senator Yvonne Miller makes remarks and introduces Mark Warner.

-- Mark Warner makes remarks.

- Senator Charles Robb introduces **the President**.
- **The President** makes remarks.
- Upon conclusion of remarks, **the President** works a ropeline and departs.

3:45 pm-
4:00 pm

**MEET AND GREET
TENT**

Lee High School Park
Staff Contact: Craig Smith, David Wofford
Event Coordinator: Nicole Elkon
CLOSED PRESS

4:15 pm

THE PRESIDENT departs Lee High School Park, Northern Virginia, via Marine One en route Andrews Air Force Base
[flight time: 15 minutes]

4:30 pm

THE PRESIDENT arrives Andrews Air Force Base

4:45 pm

THE PRESIDENT departs Andrews Air Force Base via Air Force One en route Nashville International Airport, Nashville, Tennessee
[flight time: 1 hour, 30 minutes]
[time change: - 1 hour]

5:15 pm

THE PRESIDENT arrives Nashville International Airport, Nashville, Tennessee
OPEN PRESS
CLOSED PUBLIC

Note: **The Vice President will greet the President upon arrival.**

Greeters: Senator Thelma Harper
 Representative Mary Pruitt
 Representative Edith Langster
 Representative Robb Robinson
 Councilman Mansfield Douglas
 Councilman Melvin Black
 Councilman Stewart Clifton
 Councilman Don Majors
 Councilwoman Saletta Holloway
 Councilman Morris Haddox
 Assessor JoAnn North
 Trustee Charlie Cardwell
 Councilman At Large Ronnie Steine
 Councilman At Large Chris Ferrell

5:25 pm

THE PRESIDENT and the Vice President depart Nashville International Airport via motorcade en route Vanderbilt University Medical Center
[drive time: 15 minutes]

5:40 pm

THE PRESIDENT and the Vice President arrive Vanderbilt University Medical Center

Greeters:

Governor Ned McWherter

Noah Liff, Chairman, Steiner Liff Metals Group

Joe Wyatt, Chancellor, Vanderbilt University

Faye Wyatt

Ike Robinson, Vice Chancellor, Vanderbilt University Medical Center

Ann Robinson

Jeff Carr, Vice Chancellor, Vanderbilt University

Ann Carr

Dr. Drew Gafney, Heart Surgeon, Vanderbilt University Medical Center

Shirley Gafney

Marilyn Yager, Director, Health Policy Development, Vanderbilt University Medical Center

Terry Minnen Director, Work Start Learning Center

Gary Jamison, Instructor, Work Start Learning Center

Marcele Coburn, Graduate, Work Start Learning Center

Margie Woddard, Graduate, Work Start Learning Center

5:45 pm-
7:05 pm

REMARKS ON WELFARE TO WORK
LANGFORD HALL
Vanderbilt University Medical Center
Staff Contact: Craig Smith, David Wofford
Event Coordinator: Nicole Elkon
OPEN PRESS

- Off-stage announcement of the **President** and the Vice President, accompanied by Governor Ned McWherter and Noah Liff, Chairman, Steiner Liff Metals Group to "Ruffles and Flourishes" and "Hail to the Chief".
- Governor Ned McWherter makes welcoming remarks and introduces Noah Liff.
- Noah Liff makes remarks and introduces the Vice President.
- The Vice President makes remarks and introduces the President.
- The President makes remarks.
- Upon conclusion of remarks, the **President** and the Vice President work a ropeline and depart.

7:10 pm-
7:15 pm

DRIVER PHOTOS
HALLWAY
Vanderbilt University Medical Center

7:20 pm-
7:40 pm

MEET AND GREET WITH BUSINESS LEADERS
STUDENT RECREATION HALL
Vanderbilt University Medical Center
Staff Contact: Craig Smith, David Wofford
Event Coordinator: Nicole Elkon
CLOSED PRESS

- The President and the Vice President do a photo receiving line.

7:45 pm-
7:50 pm

POLICE PHOTOS
HALLWAY
Vanderbilt University Medical Center

8:00 pm

THE PRESIDENT and the Vice President depart Vanderbilt University Medical Center via motorcade en route restaurant tba [drive time: 5 minutes]

8:05 pm

THE PRESIDENT and the Vice President arrive restaurant tba

8:05 pm-
9:05 pm

DINNER WITH VICE PRESIDENT GORE
RESTAURANT TBA
CLOSED PRESS

9:10 pm

THE PRESIDENT and the Vice President depart restaurant tba via motorcade en route Nashville International Airport
[drive time: 20 minutes]

9:30 pm

THE PRESIDENT and the Vice President arrive Nashville International Airport

Note: The Cumberland University Baseball Bulldogs will greet the President and the Vice President prior to departure and pose for a team photograph.

9:45 pm

THE PRESIDENT departs Nashville International Airport via Air Force One en route Lambert Field, St. Louis, Missouri
[flight time: 1 hour]
OPEN PRESS
CLOSED PUBLIC

10:45 pm

THE PRESIDENT arrives Lambert Field, St. Louis, Missouri
OPEN PRESS
CLOSED PUBLIC

11:00 pm

THE PRESIDENT departs Lambert Field via motorcade en route the Hyatt Regency
[drive time: 20 minutes]

11:20 pm

THE PRESIDENT arrives the Hyatt Regency

BC RON

THE HYATT REGENCY
ST. LOUIS, MISSOURI

HRC RON

PORTLAND, MAINE

October 26, 1996

REMARKS TO THE PEOPLE OF VIRGINIA

Date: October 27, 1996
Time: 2:20pm - 3:50 pm
Location: Lee High School Park
Springfield, Virginia
From: Craig Smith, David Wofford and Darren Peters

I. PURPOSE

To deliver remarks highlighting the importance of the women's vote to the Presidential race and for Democratic candidates throughout the state of Virginia. Your message should underscore the Administration's effort to support women and to encourage women to go to the polls on November 5.

II. BACKGROUND

This event is the kick-off of the "National Clinton/Gore Get Out The Women's Vote Weekend." You, Mrs. Clinton, and Mrs. Gore will participate in events on Sunday and Monday to help promote the success of this effort.

Other GOTV events for this weekend include organized state-wide literature drops to "soccer moms" across Arkansas and Vermont; phonebanking to perspective women voters in New Mexico and North Carolina; and rallies in North Carolina and Maryland; and teams of 2100 women campaigning in counties throughout Georgia and Pennsylvania.

You have an unprecedented record of helping women and their families. Since taking office in 1993, you have tirelessly campaigned for the women's vote. You signed the Family and Medical Leave Act, increased funding for breast cancer research, increased small business loans to women by 86 percent and sponsored the Violence Against Women Act.

The event in Northern Virginia is to help Mark Warner's campaign who has not generated the level of support it needs in this part of the state if he is going to win. Many Democratic voters in Northern Virginia respect Senator Warner's opposition to Oliver North's candidacy for the U.S. Senate and are supporting the incumbent. Mark Warner also needs help with women voters. His campaign is pleased to be a part of an event focusing on women voters.

III. Participants

Others with you on stage:

State Senator Yvonne Miller
State Senator Louis Lucas
State Senator Emily Couric
State Senator Patricia Ticer
State Senator Mary Margaret Whipple
State Senator Janet Howell
Congressman Bobby Scott - 3rd CD
Congressman Norm Sisisky - 4th CD
Congressman L.F. Payne - 5th CD
Congressman Rick Boucher - 9th CD

Pre-program

Senator Charles Robb
Susie Wrenn, Virginia State Party Chair
Lt. Governor Don Beyer
Congressman Jim Moran
Ellen Malcolm, President - Emily's List

Program

Kate Hanley, Chair-Fairfax County Board of Supervisors
State Senator Yvonne Miller, Senior most female State Senator in Virginia
Senate Candidate Mark Warner
Senator Robb

IV. Proposed Sequence of Events

- There will be an off-stage announcement of you accompanied by Senator Charles Robb, state Senator Yvonne Miller, Kate Hanley and Mark Warner to "Ruffles and Flourishes" and "Hail to the Chief".
- The National Anthem is performed by Bruce Hornsby.
- Kate Hanley makes welcoming remarks and introduces Yvonne Miller.
- Yvonne Miller makes remarks and introduces Mark Warner.
- Mark Warner makes remarks and introduces Senator Robb.
- Senator Robb makes remarks and introduces you.
- You deliver remarks.
- Upon conclusion of remarks, you work a ropeline and depart.

V. Press

Open Press.

VI. Remarks

Prepared by speechwriting.

95 OCT 26 P7 :3

**PRESIDENT WILLIAM J. CLINTON
REMARKS TO THE PEOPLE OF VIRGINIA
LEE HIGH SCHOOL PARK
SPRINGFIELD, VA
OCTOBER 27, 1996**

Acknowl: Sen. Charles Robb, Linda Robb (not here b/c of recent surgery), Rep. Jim Moran, Lt. Gov. Don Beyer, State Sen. Yvonne Miller (seniormost State Sen.). Kate Hanley, Chair, Fairfax County Bd of Supervisors; Mr. Dana Kauffman, Supervisor for Lee District, Charles (Chuck) Dolan, CG VA General Chair.

Mark Warner: Will fight for VA's working families; supports FMLA, K-K/portability, 100K cops, DOJ Violence Against Women, DSL/tax cuts for college. Strong advocate, education and preparing workforce for 21st C: leader in communications industry. Knows value of education: first person in family to graduate college.

Women's Issues: Today: \$30 million to fund breast cancer genetic research; new breast cancer website; Office of Cancer Survivorship. Increased SBA loans to women by 300%; record number of women owned businesses -- 1 in 4 of all workers now employed by women; launched nationwide effort to increase homeownership among women; redressed inadequacies in women's health care: clinical trials, increased \$\$ for breast cancer research in HHS alone by more than 95%.

Question: Who can lead America into 21stC? **Campaign**

about: Two very different visions. **Choice:** Bridge to future or bridge to past? Build bridge together or cross alone?

Four years ago: High unemployment, widespread frustration.

Determined to change country: to enter 21stC w/Am. Drm alive for all, coming together not torn apart, still strongest force peace and freedom.

Simple strategy: expand opp, demand resp, strengthen comm.

Then: Took me on faith.

Now, Record: 10.5M new jobs; 238,800 in VA; Unemply - 4.0%, down from 5.4%. Deficit cut 60%. Incomes on rise; median HH inc. up \$1,600 after infl, over 2yrs. Lgst drop child poverty in 20yrs. **This week**, 4.5M new homeowners; longest, steadiest expansion in 3 decades; 15 yr. high. Tax cut 15M. Welfare down 1.8M; 39,842 fewer in VA. **This week:** ch supp up 50%; \$4B more to children. Up 78% in VA - \$113M. FBI: crime @ 10-yr low; still too much. Last few weeks: Min. wage - 79,000 in VA, 10M. K-K, 25M. 48 hrs newborns & mothers. DofEd report: 10M students save avg \$190 each.

America is on the right track to the 21stC. But more to do.

This is an important election.

Your vote decides: Balance budget, protect M, M, E, E, targeted tax cuts: educ; raise child; save for home, pay health care **OR** Risky tax scheme, Medicare cuts, blow hole in deficit.

Passed FMLA, **now vote decides:** Expand to parent-teacher, doc visits; choice to use overtime: in pay or for time w/family.

Passed K-K, **now vote decides**: Whether help people b/w jobs keep insur 6mos.

Passed Brady, AWB, 100K - 815 COPS in VA, **now vote decides**: Whether finish 100K; target violent gangs w/RICO; ban cop-killer bullets.

Passed historic welfare reform, **now vote decides**: Whether create 1M new jobs move ppl welfare to work.

Made air, H₂O, food safer, **now vote decides**: Whether clean up 2/3 toxics by 2000 - 2 sites cleaned up in VA.

Most of all, vote decides: world-class education: All read by 3rd. Classrooms to Internet. **Your vote decides whether we open doors of college opportunity wider, or doors of college swing shut.** Tax cuts for college: 13th & 14th universal as HS; \$1,500 indiv; \$10K fam. [My opponent: Eliminate DofEd. Voted against GSL 31yrs ago; opposed Dir. Lend 3yrs ago. Last yr, budget would cut Pell Grnts for 100s of thous.] **Vote decides whether: 8 - read, 12 - Internet, 18 - college.**

This IS an important election: Your responsibility: Vote on November 5th. Just 15 days: Will you help me build bridge?

October 26, 1996

MEET AND GREET FOR MARK WARNER

Date: Sunday, October 27, 1996
Time: 4:00pm to 4:15pm
Location: Lee High School Park
Springfield, Virginia
From: Craig Smith, David Wofford, and Darren Peters

I. PURPOSE

To meet and greet key supporters of Senate candidate Mark Warner.

II. BACKGROUND

The people attending this meet and greet are contributing to the campaign of Senate candidate Mark Warner.

Recent polling shows Senator John Warner maintaining a double digit lead over Democratic challenger Mark Warner.

Senator Warner recently ran an ad showing a picture of you, Former Virginia Governor L. Douglas Wilder and Senator Robb's body with the head of Mark Warner transposed on it. This was an effort to depict Mark Warner as a liberal. The attempt was exposed and Senator Warner ended up firing his advertising consultant.

Although Mark Warner has millions in personal resources from his telecommunications firm, he has spent over \$5.2 million on campaign advertising -- a record in Virginia. He surpassed the advertising record of \$4 million spent by Oliver North (R) in his unsuccessful campaign against Senator Robb (D) in 1994.

This fundraiser will be an enormous help to his campaign efforts during the final week of the election.

III. PARTICIPANTS

See Attached List.

IV. SEQUENCE OF EVENTS

- You will work a photo and receiving line.
- Upon conclusion of photo and receiving line, you depart.

V. PRESS

Closed.

VI. REMARKS

None.

MEET AND GREET
SPRINGFIELD, VIRGINIA
October 27, 1996

Steve Brady

Steve is the Senior Vice President of Alex, Brown, and Sons. He is also an investment advisor who specializes in bonds.

Neil Byrne

Neil is the CEO of Columbia Capital, an investment banking firm specializing in wireless communications.

Pepper English

Pepper is in governmental relations for the BellSouth Corporation.

David Fensterheim

David is an attorney in Fensterheim and Bean.

Eliot Greenwald

Eliot is a communications attorney with Fisher and Wayland.

Howard Gutman

Howard is an attorney with Williams and Connolly.

Phil and Lisa Herget

Phil is the principal of Columbia Capital, an investment banking firm specializing in wireless communications. Lisa is Phil's wife and a homemaker.

Edie Jardine

Edie is the governmental relations director at Value Behavioral Health, a managed care company.

John Jonas

John is an attorney at Patton Boggs.

Mark and Ann Kington

Mark is the managing director of Columbia Capital, an investment banking firm specializing in wireless communications. Ann is Phil's wife and a homemaker.

Jerry McAndrews

Jerry is the President of Dominion Communication Resources, which invests in telecommunications ventures.

Ken Reichard

Ken is a member of Government Relations, Food and Service Trades Union.

Sam Simon

Sam is the President of Issues Dynamics Inc.

Gary Slaiman

Gary is an attorney with Swindler and Berlin.

Erin Granzow

Erin is the photographer for the event.

October 27, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: CRAIG SMITH, DAVID WOFFORD AND DARREN PETERS

SUBJECT: VIRGINIA POLITICAL BRIEFING

OVERVIEW

Although Virginia traditionally votes Republican, currently public and internal polls show you leading by five to nine points. You have a chance to win this state and undercut Dole's base.

In the U.S. Senate race, Senator John Warner maintains a sizable lead over Democratic challenger Mark Warner.

Mark Warner's campaign has not been able to gain momentum in Northern Virginia. According to pollster Dr. Scott Keeter, Northern Virginians were more likely than voters in any other region of the state to know that John Warner had opposed Oliver North in the 1994 Senate election. This is significant because Virginia Commonwealth University polls indicate that voters who were aware that John Warner opposed North were much more likely than others to favor the incumbent.

1992 RESULTS

Clinton/Gore	1,038,650	41%
Bush/Quayle	1,150,517	45%
Perot/Stockdale	348,639	14%

Electoral Votes: 13

POLITICAL DATA

Governor:	George Allen (R)	Won with 58% of the vote in 1993
Senate:	Charles Robb (D)	Won with 46% of the vote in 1994
	John Warner (R)	Up for re-election
U.S. House:	6 Democrats - 5 Republicans	

State Constitutional Offices

Governor	George F. Allen (R)
Lieutenant Governor	Donald S. Beyer Jr. (D)
Attorney General	James Gilmore (R)
State Treasurer	Ron Tilit (D)

1995/1996 Congressional Delegation

The members of the 1995/1996 U.S. Congressional Delegation are:

Senator Charles Robb (R)	Senator John Warner (R)
Representative Herb Bateman (R-1)	Representative Thomas J. Bliley Jr. (R-7)
Representative Owen Pickett (D-2)	Representative James P. Moran (D-8)
Representative Bobby Scott (D-3)	Representative Rick Boucher (D-9)
Representative Norman Sisisky (D-4)	Representative Frank R. Wolf (R-10)
Representative L.F. Payne Jr. (D-5)	Representative Thomas D. Davis III (R-11)
Representative Robert W. Goodlatte (R-6)	

Clinton/Gore Record In The State

- Unemployment has dropped from 5.4% to 4.4%.
- During the 41 months of the Clinton/Gore Administration, Virginia has been more than 18 times as many private-sector jobs created than in the previous four years.
- The Family and Medical Leave Act benefits more than 1 million workers in Virginia.
- By expanding the Earned Income Tax Credit, the President cut taxes for 333,000 working families in Virginia and 15 million working families nationwide.
- 600,800 students can benefits from the President's reformed student loan program.
- The President's crime bill has funded 729 new police officers to cover the state's streets.
- In Richmond, the rate of reported murders dropped 25% in 1995. In Virginia Beach, the number of reported robberies dropped 21% in 1995.
- Virginia will receive millions in dollars of federal funds to fight crime:
 - \$2.7 million in Violence Against Women Grants
 - \$7.9 million in FY96 for the Safe & Drug Free Schools Program
 - \$350,000 for a Drug Court in Charlottesville
 - \$200,000 in an enhancement grant for Roanoke.
 - \$11 million for the costs of incarcerating illegal aliens

POLITICAL CLIMATE

Virginia traditionally votes Republican in a presidential election. President Reagan won 62 percent of the vote in 1984 and President Bush won 60 percent 1988. Your race against Bush in 1992 was closer -- you received 41% and Bush won with 45%. It is unclear how the decision to have the FDA regulate nicotine as a drug affected the campaign, but we can assume it has done some damage. Also, Governor George Allen (R), a very conservative Republican, has an approval rating of 66 percent. Despite all of these factors showing a Republican-leaning constituency, current internal and public polls show you ahead by five to nine points. In addition, our internal polling shows that more Virginians believe that both the country and the national economy are on the right track than the wrong track -- country (R-49/W-42); national economy (R-57/W-35). University of Virginia political analyst Larry Sabo has predicted that Dole "will have to do just about everything right in order to win even Virginia." Getting out the vote of traditional Democratic constituencies is key to winning this state.

1996 PRESIDENTIAL RACE

Polling

The campaign took an abbreviated poll in Virginia on **October 22**. The voters were asked horse-race questions and favorability, but no issue or message questions. The poll shows you ahead by 5 points, but among "prime voters" -- those who say they are certain to vote -- you lead by 6 points.

	<u>All</u>	<u>Prime</u>	<u>Women</u>	<u>Men</u>	<u>Blacks</u>	<u>Whites</u>
Clinton/Gore	46%	47%	53%	37%	87%	37%
Dole/Kemp	41%	41%	34%	49%	4%	48%
Perot/Choate	7%	6%	6%	7%	2%	8%

Favorability:

Clinton	56/42
Dole	56/41
Perot	34/60
Gore	63/31
Kemp	62/26
Gingrich	36/57
Mrs. Clinton	48/49
Mrs. Gore	56/22

Some of our strongest supporters are African-Americans (87% to 4%), voters age 25-34 (53% to 36%), seniors (53% to 36%) and single voters (54% to 34%).

A Richmond Times-Dispatch poll taken **October 3-10** of 488 voters shows you ahead by 9 points (margin of error $\pm 4.5\%$):

Clinton/Gore	45%
Dole/Kemp	36%
Perot/Choate	3%
Undecided	16%

A Virginia Commonwealth University Poll taken **October 2-9** shows you leading Dole by 7 points. The telephone poll included 1,011 registered voters who said they were likely to vote this November. Margin of error $\pm 4\%$:

	<u>Oct. VCU Poll</u>	<u>July VCU Poll</u>	<u>Independents</u>
Clinton/Gore	48%	51%	46%
Dole/Kemp	41%	38%	29%
Perot/Choate	6%		
Undecided	5%		

	<u>Fav/Unfav</u>	<u>Men</u>	<u>Women</u>	<u>Black</u>	<u>White</u>
Clinton	54/38	47%	50%	85%	42%
Dole	51/38	44%	38%	8%	47%
Perot		6%	5%	2%	6%
Undecided		3%	7%	5%	5%

	<u>Married M</u>	<u>Married W</u>	<u>Single M</u>	<u>Single W</u>
Clinton	42%	43%	57%	59%
Dole	49%	46%	36%	28%
Perot	6%	4%	6%	7%

Campaign Structure

Our general chair for the campaign is Chuck Dolan. Wallace Williams is the state director. The press secretary is Tyler Beardsley. We will be working closely with the state party chair Sue Wrenn and her team. The coordinated campaign director is Julie Copeland. Senator Chuck Robb is the honorary chairman, and Gerald L. Baliles, Douglas Wilder, and Sue Wrenn are honorary vice-chairs.

Clinton/Gore Travel

Neither you nor the Vice President have traveled to Virginia since the National Democratic Convention.

- The Vice President spoke at a GOTV rally for U.S. Senator Chuck Robb and U.S. Representative James Moran in Alexandria on **November 7, 1994**.
- On **September 30, 1994**, the Vice President attended a fundraiser for U.S. Senator Chuck Robb in Roanoke and for U.S. Representative Payne in Charlottesville.
- In **January 1994**, Vice President Gore gave a speech about religious freedom at the Commonwealth Capitol in Richmond.
- The Vice President christened an aircraft carrier, the *John C. Stennis*, in Newport News in **November 1993**.
- In **July 1993**, the Vice President met with the Air Combat Command in Langley and held a town hall meeting on the base.
- Vice President Gore attended a Democratic Senatorial retreat in Jamestown in **April 1993**.

Dole/Kemp Travel

- On **October 20**, Dole visited the Nauticus Museum in downtown Norfolk. He appeared in front of approximately 2,000 supporters with the Norfolk harbor as the backdrop. Dole was accompanied by his daughter Robin, Governor George Allen, U.S. Senator John Warner, the Attorney General and other Republican elected officials. Dole's remarks, which lasted about 15 minutes, focused on defense and military spending and his record in the military.
- On **October 9**, Robin Dole attended a rally at the Norfolk Republican Headquarters. She spoke to about 75 volunteers.
- Bob Dole was in Springfield on **September 23**, where he visited the Interstate Van Lines company for one of his "Listening to America" forums. He attacked you on economic issues and accused the Administration of having a hidden liberal agenda. Approximately 400 people were in attendance. Reports from inside the event said Dole concentrated on his plan for tax relief, showcasing supportive small business owners who asked questions of Dole and Senator Warner. With a convoluted display chart of the supposed Clinton Administration's health care plan as backdrop (used by Senator Spector during the health care reform debate), Dole, with the help of Senator Warner, attacked you on welfare reform, health care and economic issues.

Media Buys & Satellite

Soundbites featuring you, Ann Lewis and Jesse Jackson Jr. on the economy, minimum wage and crime were sent to African-American radio stations into Harrisburg on **October 22**.

Date	Market	Democrats	Republicans
10/18-21	Roanoke		750 (D/K)
	Norfolk		750 (D/K)
10/22-28	Roanoke		1250 (D/K)
	Norfolk		1250 (D/K)

Dole's Economic Plan

On August 20, Senator John Warner (R) stated that he would not support Dole's economic plan/tax cut if it raises interest rates or increases the federal budget deficit. Warner said he still supports Dole, but that Virginia's interests come first.

Endorsements

The Richmond Times Dispatch has endorsed the Dole/Kemp ticket.

U.S. SENATE RACE

The race is strongly leaning to Republican incumbent **John Warner**. Democratic candidate **Mark Warner** is considered a strong contender but has not been able to cut the incumbent's lead to single digits. Given Virginia's proclivity to support GOP presidential candidates and John Warner's own strengths, Senator Warner is likely to win. Nonetheless, the recent debacle with a doctored photograph in a John Warner ad may hurt him. On October 9, Senator Warner's campaign admitted to doctoring a photo in a TV ad in order to make it look like businessman Mark Warner was shaking hands with you and ex-Virginia Governor Doug Wilder (D). The picture substitutes Mark Warner's face for that of Senator Chuck Robb (D). Mark Warner spokesman Eric Hoffman said: "Does John Warner think the people of Virginia are stupid? This is a dirty political trick." Senator Warner's campaign initially denied responsibility for the content of the ad, then issued a statement blaming the ad company, Greg Stevens & Company -- which is also one of the main ad companies for Bob Dole. The campaign's statement echoed that of Robert Reed, a Stevens partner, which said "Senator had instructed that no ad refer to Robb, who is a friend. The firm took the instructions too literally and made a technical adjustment in the edit suite to that photograph." John Warner's campaign fired Greg Stevens & Company on October 10 and John Warner said he accepted full responsibility for the episode. Mark Warner has begun running television spots highlighting the incident and questioning John Warner's ethics. The National Republican Senate Committee has responded with an ad featuring women talking about how they trust Senator Warner.

There are some other factors that also may help Mark Warner. His name will appear first on the ballot, which is an advantage since the ballot does not identify the candidates other than by name. Another factor is Mark Warner's money. He has millions in personal resources from his telecommunications firm, and he plans to spend this money on the campaign. As of October 8, Mark Warner had spent \$5.2 million on campaign advertising -- a record in Virginia. He surpassed the advertising record of \$4 million spent by Oliver North (R) in his unsuccessful campaign against Senator Robb in 1994. On October 7, Mark Warner said, "I have not approached North's overall campaign spending of \$20 million, and I won't get there." Also, former Governor Doug Wilder has been helping Mark Warner reach the minority vote.

Senator John Warner did not attend the Republican Convention, using the time to campaign in 20 cities and counties. UVA political analyst Larry Sabo said that Warner "is viewed by conservatives who dominate the state party as an errant son because he refused to support Republican nominees Oliver North for U.S. Senate and Michael Farris for lieutenant governor." Yet, the Senator's problems with the conservatives may serve him well with moderate Republicans. Mark Warner's campaign believes that many voters, including some Democrats, still want to use their vote to thank Senator Warner for his opposition to North two years ago.

The two candidates met in two debates this past month. The first occurred on September 29 in Williamsburg and the second on October 18 in Reston. The Williamsburg debate was sponsored by the state's public television stations, WETA-TV and Landmark Newspapers in Norfolk and Roanoke. The Reston debate was sponsored by the Fairfax County Chamber of Commerce.

Mark Warner received the endorsement of the Virginia Independent/Reform Party of Ross Perot after he signed a pledge to reform government. The Democrat also was endorsed by the National Council of Senior Citizens and its Virginia affiliate. The organization has about 510,000 members nationwide and 6,000 members in Virginia. They chose Mark Warner because John Warner voted to cut Medicaid and Medicare. Senator John Warner has received the endorsements of the U.S. Chamber of Commerce and the Virginia chapter of the National Federation of Independent Businesses. Agricultural leaders representing poultry, fertilizer, peanut and tobacco interests also endorsed John Warner.

Mark Warner has criticized Senator Warner for voting against motor voter legislation. On October 7, standing outside the Department of Motor Vehicles headquarters in Richmond, Mark Warner said, "(John Warner) has voted against making it easier for Virginians to register to vote and opposes new opportunities for people to participate in our democracy." Senator Warner has been using his incumbency by stating that if re-elected he would use his position on the Senate Transportation Subcommittee to work for federal funding for the proposed Route 288 extension in western Richmond. Although he claimed the October 23 announcement was non-political, the news conference in Richmond had political coloration.

A Richmond Times-Dispatch poll of 488 registered voters between **October 3-10** shows Senator John Warner leading by 20 points. However, this is the first poll which John Warner's percentage fell below 50 percent (margin of error $\pm 4.5\%$):

John Warner (R)	48%
Mark Warner (D)	28%

A Virginia Commonwealth University Poll taken **October 2-9** shows Senator John Warner leading Mark Warner by 17 points. The telephone poll included 1,011 registered voters show said they were likely to vote this November. Margin of error $\pm 4\%$:

	<u>All</u>	<u>Men</u>	<u>Women</u>	<u>Black</u>	<u>White</u>
John Warner (R)	52%	58%	47%	22%	58%
Mark Warner (D)	36%	32%	39%	64%	31%
Undecided	12%	10%	14%	13%	12%

U.S. HOUSE OF REPRESENTATIVES RACES

There currently is a challenge to the 3rd Congressional District. Plaintiffs in a lawsuit argued to a panel of federal judges in Roanoke on September 11 that the district must be redrawn to comply with recent Supreme Court decisions. The 3rd Congressional District is represented by Representative Robert C. Scott (D), the first black elected to Congress this century. He is up for re-election and is unopposed. The court is not expected to rule on the lawsuit before the November election.

1st Congressional District

This is a solid Republican district with six-term incumbent **Herb Bateman (R)** running for re-election. This district includes the Virginia Peninsula and both shores of the Chesapeake Bay. Russell Axom, a union leader at Newport News Shipbuilding, entered the race briefly, but withdrew. Bateman, 68, is in questionable health, and stronger candidates may be biding their time.

2nd Congressional District

This district which covers Norfolk and Virginia Beach will most likely go Democrat with incumbent **Owen Pickett (D)** running against Republican challenger **John Tate**, who has ties to Pat Robertson's and the Christian Coalition.

3rd Congressional District

Incumbent Representative **Bobby Scott (D)** is challenged by **Elsie Goodwin Holland**, an African-American woman, in this black-majority district that is being challenged in the courts. Scott is very popular in the district, which stretches from Norfolk to Richmond, and he is expected to win easily.

4th Congressional District

U.S. Representative **Norman Sisisky**, a six-term Democrat, is challenged by **A.J. (Tony) Zevglois** (R) in this district, which runs along the eastern end of Virginia's border with North Carolina, then turns north just west of Richmond. Sisisky, a wealthy bottling company owner, is not expected to have difficulty.

5th Congressional District

This is Virginia's only open seat, owing to the retirement of U.S. Representative L.F. Payne (D). The south side and central Virginia district, home to many tobacco farmers, is one of the state's most conservative. Popular Democratic state Senator **Virgil Goode** (who opposed Senator Charles S. Robb in a Democratic Primary in 1994) faces Republican **George Landrith** this year, and most experts give Goode the edge. Virginia Independent Party (Perot) candidate Gary Thomas is not expected to be a factor in the race.

6th Congressional District

Democrat **Jeffrey Gray**, an attractive young union official, is challenging second term incumbent Republican **Bob Goodlate** in this Shenandoah Valley District. The area is generally considered Republican, although Goodlate took office after Democrat Jim Olin retired in 1992. Gray, with scant funding, has found campaigning difficult.

7th Congressional District

Republican incumbent Representative **Tom Bliley** has scarcely bothered to campaign in this conservative district, which includes the cigarette factories in Richmond and stretches north into hunting country. Democrat **Roderic Slayton**, a young attorney and former mayor of the town Orange, challenged Bliley head-on by favoring the classification of tobacco as a drug by the FDA. But Slayton has had difficulty raising money and he, too, has found campaigning difficult.

8th Congressional District

Three-term incumbent Democrat Representative **Jim Moran** is challenged by Republican **John E. Otey** and several independent and third-party candidates. Moran won comfortably in 1994 despite a challenge that many perceived to be stronger than he faces this year. The district includes Arlington County, Alexandria, and two parts of Fairfax County; it is urban and populous.

9th Congressional District

Incumbent Democrat Representative **Rich Boucher**, who has served six-terms from this district in the south western mountains is challenged by Republican **Patrick Muldoon** and a VIP candidate. Boucher, who usually wins easily, broke with the Democrats in the 104th to back block grants for police (his district got just four officers) and to cap damages in civil suits.

10th Congressional District

Democrat **Robert Weinberg**, a retired founding partner of the Williams & Connally law firm is challenging seven-term incumbent Republican Representative **Frank Wolf** in this Northern Virginia district. Wolf, who has a reputation for protecting the interests of federal workers, is considered unbeatable, and Weinberg has had difficulty getting traction.

11th Congressional District

U.S. Representative **Tom Davis (R)**, the former Chairman of the Fairfax County Board of Supervisors, defeated Democrat Leslie Byrne to take away this new (1992) seat two years ago, and has sought to consolidate his gains. Democrat candidate Tom Horton has sought to tie Davis to Gingrich, but free media is difficult to obtain in Northern Virginia, and Horton is believed to be trailing.

SPRINGFIELD AND FAIRFAX COUNTY

At A Glance

Chairman, Board of Supervisors: Katherine K. Hanley (D)

Board of Supervisors: Dana Kauffman (D) -- Lee District (where you are)

Sharon Buloca (D)	Stuart Medelsohn (R)
Robert Dix, Jr. (R)	Penelope A. Gross (D)
Gerald Hyland (D)	Gerald Connolly (D)
Elaine McConnell (R)	Michael Frey (R)

U.S. Representative: Thomas Davis III (R)

- 1995 Fairfax County population of 879,401; Lee District population of 93,513.
- County -- 71.6% White; 7.8% African-American; 11.2% Asian/Pacific Islander; 8% Hispanic; 1.4% Other.
- County employment rate for 1995 (ages 16 or older): Women 75%; Men 85%.
- County 1993 per capita income of \$32,422; Median family income of \$66,000.
- In 1994 for the county, 95% had high school degrees, and 57% were college graduates.
- County budget \$1.5 million (6/95-7/96).

Political Background

Fairfax County is governed by a ten-member Board of Supervisors. The current make-up of the Board is six Democrats and four Republicans. The Chairman of the Board is elected at large by the public in a general election, as are the other members, who represent the nine districts in the county. You will be in Lee District -- Dana Kauffman is the Supervisor. U.S. Representative Thomas Davis III (R), a star of the 1994 House freshman Republican class, was previously the Chairman of the Board of Supervisors.

General Background

Fairfax County is one of the fifteen counties and cities that comprise the Washington, D.C. Metropolitan Statistical Area (MSA). The county continues to grow with the rest of the MSA -- the estimated population for 2010 is 1,054,014.

Fairfax County is commonly known as a suburb of Washington, D.C., and indeed, approximately 49% of the county residents work outside the county. Nonetheless, Fairfax County has an economic base of its own. Approximately 100 internationally owned firms are located in the county, making Fairfax County a leader in fiber optics, telecommunications and information technology. In addition, its location to D.C. makes the county a prime location for government contractors -- more than 650 firms received nearly \$3.5 billion in defense prime contracts in FY94.

The service sector is the largest industry in the county, followed by trade, government (local, state and federal) and construction. According to the 1987 census, there are approximately 1,214 minority-owned businesses and 1,722 women-owned businesses. Some of the Fortune 500 companies with facilities in Fairfax County are Freddie Mac, General Dynamics, Lafarge, and Mobil.

Fairfax County has the tenth largest school district in the country, and the largest in Virginia. Approximately 51 cents from each Fairfax County tax dollar goes to the public schools. This money has helped make Fairfax County one of the best school districts in the nation. It is home to the Thomas Jefferson Magnet School (science and mathematics).

The county is the safest of its size in the country and has fewer police officers per 1,000 residents than any other suburban area. Nonetheless, it has the highest level of police service at the lowest per capita cost in the D.C. area.

Local Issues

- **Transportation.** This event is taking place near the "mixing bowl," the interchange of I-95, I-495 (the beltway), and I-395. Transportation is always an issue in Northern Virginia, but no more so than at this intersection. Traffic in Lee District is expected to increase seven-fold by 2020. According to Supervisor Kauffman's office, although more than 50 percent of Lee District workers work in the county, the transit system focuses on moving people in and out of Washington, D.C., and not around the suburban area. In addition, more than one-third of the commuters at the Mount Vernon Metro Station are from Maryland (they cross the Woodrow Wilson Bridge).
- **Baseball Stadium.** Two of the stadium sites proposed for use by the Houston Astros if they had moved to Northern Virginia were in Lee District. This issue is dormant now because the Astros decided to stay in Houston. However, if the Houston area votes down the initiative in this election, the issue may be revived. Supervisor Kauffman opposed the Lee District stadium sites partly because they would have been paid for by taxpayers.

VIRGINIA AT A GLANCE

- 1990 total population of 6,187,358
- 77% White, 19% Black, 3% Hispanic, 3% Asian or Pacific islander
- 1993 per capita income of \$21,653.

VIRGINIA HOT ISSUES

EPA Sues Smithfield Foods

Smithfield Foods, a major pork producer in Smithfield, Virginia, was notified last week (October 21) by the U.S. Environmental Protection Agency that the agency will seek \$3.5 million in fines for its pollution of the Pagan River in Isle of Wight County, continuing a fight between EPA and the Administration of Governor George Allen (R). EPA officials have accused Virginia's Department of Environmental Quality (DEQ) of going easy on polluters, including Smithfield Foods (which is a major contributor to Republican campaigns). Environmental groups recently charged that the DEQ filed suit against Smithfield after previously refusing to do so in order to protect the company from more stringent penalties from EPA. It is unclear at present whether the two lawsuits are seeking penalties for those same violations.

Head Start Funding

The last week of September, the state restored \$1 million in Head Start funding that was cut earlier this year by a now defunct state council executive on day care. The project was jeopardized this summer when Elizabeth Ruppert, the executive director of the Council on Child Day Care and Early Childhood Programs, terminated the state funding.

Christian Coalition

The Christian Coalition lost a tough fight in the Senate race by trying to unseat Senator Warner. It will still be very powerful in the state -- it has distributed voter guides, operated phone banks and conducted polls. On August 7, state Attorney General Gilmore's office announced that he would examine the legality of the Christian Coalition's involvement in state and local elections. However, on August 14, the Attorney General's office declined to offer an opinion on whether the group's activities complied with state election laws because the state was in litigation on similar issues involving the Virginia Society for Human Life, and did not believe that it could offer a formal opinion on legal issues that are pending before a court.

VMI To Admit Women

At least thirty female cadets will enter the Virginia Military Institute next year. The state college is admitting women for the first time in its history due to a June 1996 U.S. Supreme Court ruling that held its all-male admission policy unconstitutional. VMI was bitterly disappointed with the decision -- it had argued successfully in a lower court that a cadet program for women at a nearby school was an adequate fix. The decision about whether to admit women or try to go private caused controversy among alumni and the school's Board of Visitors, which voted only last month to admit women on a close vote. How VMI will treat its female cadets remains a controversial issue. An October Richmond Times-Dispatch poll showed that 80 percent of those polled believed that female cadets should be treated exactly the same as the male cadets, and that the schools rigorous physical training program should not be relaxed for women.

PRESIDENT CLINTON'S ACCOMPLISHMENTS:

Virginia

EXPANDING ECONOMIC OPPORTUNITY FOR ALL:

- **Unemployment Down to 4.0%:** The unemployment rate in Virginia has declined from 5.4% to 4.0% since 1993.
- **238,800 New Private Sector Jobs:** 238,800 new private-sector jobs have been created in Virginia since 1993 -- over 16 times as many as during the previous four years.
- **332,266 Receive Tax Cut:** Last year, 332,266 Virginia residents received a tax break through the Earned Income Tax Credit, which helps working families make ends meet.
- **79,000 Have Received a Raise:** 79,000 Virginia workers have benefited from the increase in the minimum wage by \$.90 over two years, which went into effect on October 1, 1996. 118,000 more will receive a raise on September 1, 1997.
- **Over 1 Million Protected By Family & Medical Leave:** Approximately 1,050,000 Virginia residents are now covered by the Family & Medical Leave Law, which allows workers to take up to 12 weeks unpaid leave to care for a new baby or ailing relative.
- **Business Failures Down 14%:** Business failures have dropped 14% per year since 1993, after increasing 24% per year during the previous four years. Additionally, bank lending has increased by \$6.7 billion -- after declining by \$8.6 billion during the previous four years.

FIGHTING CRIME AND VIOLENCE:

- **815 More Police:** The President's 1994 Crime Bill has funded 815 new police officers to date in communities across Virginia.
- **\$3.1 Million to Combat Domestic Violence Next Year:** Through the Violence Against Women Act, Virginia will be able to utilize \$3.1 million in federal funds in FY97 to establish more women's shelters and bolster law enforcement, prosecution, and victims' services. Virginia received \$2.8 million under VAWA in FY96.
- **Nearly \$8 Million to Keep Drugs & Violence Out of Virginia's Schools:** Virginia received \$7.9 million in FY96 for the Safe & Drug Free Schools Program, which invests in school security and drug prevention programs.

MOVING VIRGINIANS FROM WELFARE TO WORK:

- **39,842 Fewer People on Welfare:** There are 39,842 fewer people on welfare in Virginia now than there were at the beginning of 1993 -- a 21% decrease.
- **Child Support Collections Up 78%:** Child support collections have been increased by nearly \$113 million -- or 78% -- in Virginia since FY92.

EXPANDING ACCESS TO EDUCATION:

- **Nearly \$49 Million in Head Start Funding:** In FY95, Virginia received \$48.9 million in Head Start funding, benefitting over 11,100 students.
- **600,800 Get Access to More Affordable Student Loans:** Approximately 600,800 students -- 420,600 current borrowers and 180,200 new borrowers in the next few years -- will be able to take advantage of the new direct lending loan program and will benefit from lower interest rates and increased repayment options.
- **Over \$6 Million in Goals 2000 Funding:** Since 1993, Virginia has received \$6.2 million in Goals 2000 funding. This money is being used to raise academic achievement by raising academic standards, increasing parental and community involvement in education, expanding the use of computers and technology in classrooms, and supporting high-quality teacher professional development.

PROTECTING THE ENVIRONMENT:

- **2 Toxic Waste Sites Cleaned Up:** Since 1993, the EPA has completed 2 Superfund toxic waste cleanups in Virginia, in Richmond and Chatham. Only 3 sites were cleaned up during the previous twelve years combined.

SPEARHEADING URBAN AND RURAL RENEWAL EFFORTS:

- **\$6 Million For Job Creation:** Accomack and Norfolk were both designated Enterprise Communities in December, 1994 and were awarded \$3 million each to create more jobs, housing, and economic opportunity for area residents.

PROTECTING ACCESS TO HEALTH CARE:

- **Access to Health Insurance Protected for Nearly 441,000:** As many as 441,000 Virginians in families with a worker who changes, loses, or leaves a job with health insurance will be guaranteed continued access to their health insurance under the Kennedy-Kassebaum bill the President signed into law on August 21, 1996.

PROVIDING DISASTER ASSISTANCE:

- **Over \$72 Million in Disaster Assistance:** Virginia has received over \$72 million in federal emergency assistance since 1993. This has helped the state recover from the severe storms in the winters of 1993, 1994 and 1995, the Blizzard of 1996, and Hurricane Fran in September 1996.

EXPANDING FUNDS FOR TRAVEL IMPROVEMENT:

- **Over \$61 Million to Improve Mass Transit:** The FTA has provided over \$61 million since 1993 to fund improvements in mass transportation in northern Virginia.
- **\$1.6 Billion in Highway Funding:** Since 1993, Virginia has received over \$1.6 billion in federal highway funding. These funds are helping generate approximately 66,206 jobs, both "direct" (on- and off-site highway construction jobs) and "indirect" jobs (in supply industries like cement and steel).
- **Nearly \$96 Million in Airport Improvement Funds:** Washington Dulles Airport and Washington National Airport in Virginia have received funds totalling approximately \$96 million over the past three and a half years. This money has gone to fund improvements at these airports, including runway and taxiway rehabilitation and constructing new terminal buildings.

ECONOMIC PROGRESS IN VIRGINIA UNDER PRESIDENT CLINTON

President Clinton's strategy to strengthen the economy is based on reducing the federal budget deficit, lowering trade barriers, and empowering workers, families, businesses and communities to succeed. Here are some of the results for Virginia after the first three years of the Clinton Administration:

Improved Economic Conditions in Virginia:

- The unemployment rate has dropped from 5.3% to 4.6%.
- Over 4 1/2 as many new jobs **per year** -- 74,182 vs. 15,200 average during the previous 4 years. In 35 months, Virginia has added 204,000 total jobs, after adding 60,800 during the previous 4 years combined.
- Almost 19 times as many new private sector jobs **per year** -- 74,655 vs. 3,950 average during the previous 4 years. In 35 months, Virginia has added 205,300 private sector jobs, after adding 15,800 during the previous 4 years combined.
- 6,900 manufacturing jobs **LOST** in 35 months -- after 20,200 lost during the previous 4 years combined.
- New business incorporations have increased **8% per year**.
- Bank lending has increased by \$13.6 billion -- after declining by \$8.2 billion during the previous 4 years.
- Bankruptcy filings have dropped **8% per year** -- after increasing **14% per year** during the previous 4 years.
- Business failures have dropped **24% per year** -- after increasing **24% per year** during the previous 4 years.
- Consumer confidence has increased **58%**.

What President Clinton's Accomplishments Have Achieved for the People of Virginia:

\$15,000 OF REDUCED FEDERAL DEBT FOR EVERY FAMILY OF FOUR IN VIRGINIA: The national debt will be **more than \$1 trillion** lower over 7 years than was projected before the passage of the President's economic plan. That's about \$15,000 of reduced federal debt for each family of four in Virginia.

10 TIMES MORE VIRGINIA FAMILIES RECEIVE A TAX CUT THAN A TAX INCREASE: As a result of the expanded Earned Income Tax Credit, 332,266 working families in Virginia will receive a tax cut. This compares to an increase in the income tax rate for only the 31,689 wealthiest taxpayers in Virginia.

TAX CUT FOR 29,899 SMALL BUSINESSES IN VIRGINIA: The President helped entrepreneurs, proprietors, and other small businessmen and women by expanding the annual expensing allowance from \$10,000 to \$17,500. About 29,899 small businesses in Virginia are likely to benefit from the expansion of the expensing allowance this year alone *and many more will benefit over the coming years.*

1,050,000 VIRGINIA WORKERS PROTECTED BY FAMILY AND MEDICAL LEAVE ACT: The Family and Medical Leave Act allows workers to take up to 12 weeks of unpaid leave for the birth of a child, to care for a sick family member, or if they become too sick to work. This law covers about 1,050,150 workers in Virginia, and protects the jobs of 63,087 workers in Virginia who are likely to use unpaid leave this year alone.

600,800 STUDENTS AND FORMER STUDENTS IN VIRGINIA WILL BE ABLE TO BENEFIT FROM STUDENT LOAN REFORMS: Approximately 600,800 Virginia borrowers -- 420,600 current borrowers and 180,200 new borrowers in the next two years -- can take advantage of the new direct student loan program by participating directly in the program or by consolidating guaranteed loans into direct loans. Some will benefit from lower interest rates, and all will benefit from more repayment options, including income contingent repayment.

THE WHITE HOUSE
WASHINGTON

October 25, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: ANN WALKER

RE: Local Issues Briefing -- Springfield, VA

CRIME

Missing Manassas Girl May Have Been Abducted

A Manassas toddler was reported missing on October 21 after the child disappeared from the family's front yard. Authorities believe that two year old Karynne Sheldon was abducted because neither her footprints nor any other physical evidence have been uncovered in nearby areas. More than 700 trained search and rescue volunteers have thoroughly covered 5.5 square miles of nearby forest and brush. A bloodhound tracked the child's scent to a nearby road, but then lost the trail.

Survey Finds Heavy Gang Presence in Northern Virginia

A recent survey of law enforcement officials identified 260 youth gangs in Virginia, with more than half located in the Washington suburbs. In Northern Virginia, 148 gangs were identified, including 90 ethnic gangs in Alexandria and Fairfax and Arlington Counties.

EDUCATION

Dispute Over Virginia's Failure to Seek School Funds

Local officials, including members of the Fairfax School Board, recently criticized Governor Allen's decision not to apply for federal grants under the School-to-Work Opportunities Act. The decision will result in a loss of \$40 million lost over 5 years for public education. Allen has defended his decision, stating the application was not completed because local school boards are not ready to meet the federal grant requirements.

DEVELOPMENT

Washington Metro Area Makes Fortune Cities List

The Washington metro area was recently ranked eighth out of 15 cities on Fortune magazine's list of the best cities in which to work and live. This is the first time the Washington area has ranked on the list, and the ranking is largely due to the lobbying efforts of regional businesses and local governments to promote the area to expanding companies.

THE WHITE HOUSE
WASHINGTON

OCTOBER 25, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: KITTY HIGGINS *Kitty*
SUBJECT: HOT ISSUES -- NORTHERN VIRGINIA

Vegetation along Colonial Pipeline Right-of-Way: On October 24, an article appeared in the *Alexandria Journal* discussing concerns raised by Fairfax residents over a decision by Colonial Pipeline to forego its annual clearing of trees, grass, and other growth along its segment of the pipeline running through Fairfax County. Residents claimed the decision was confusing in light of Colonial's record of keeping the right-of-way clear. Some also claimed that the lack of clearing will increase pollen levels and attract more snakes and rodents. Colonial made this decision to offset losses resulting from a June 27 spill in Simpsonville, South Carolina. (DOT)

School to Work Controversy: On October 25, the *Washington Post* ran a story describing a dispute between Fairfax County school officials and Governor Allen on the Governor's refusal to apply for school to work funds under the 1994 School to Work Opportunities Act. School officials claim the governor did not apply due to ideological opposition to the program, while the Governor's office claims that an application was not submitted because local school boards were not ready to meet the federal grant requirements. Officials estimate that the grant monies which would have gone to Virginia amount to \$40 million. (DOEd)

Sallie Mae Memo on Student Loan Programs: The *Washington Post* reported on October 25 that the Fairfax County Democratic Party filed a formal complaint against Congressman Thomas Davis for allegedly receiving an improper campaign contribution from a federally funded corporation. The charges concern a packet of information faxed to Mr. Davis' Capitol office by an official of the Student Loan Marketing Association outlining ways to respond to attacks on his voting record on student loans. These materials were used in a debate and distributed to audience members. Sallie Mae officials have apologized and ordered an internal investigation. (DOEd)

October 26, 1996

REMARKS ON WELFARE TO WORK

Date: Sunday, October 27, 1996

Place: Langford Hall

Vanderbilt University Medical Center

Time: 5:45 p.m. - 7:05 p.m.

From: Craig Smith and David Wofford

I. PURPOSE

You and the Vice President will give remarks on the future of welfare reform, emphasizing the need for a partnership with the business community in support of moving people from welfare to work.

II. BACKGROUND

Because of the need to reach swing voters in Tennessee, the message delivered today should reinforce your goal of ending welfare as we know it. Prior to your remarks, the Vice President's remarks will focus on several Tennessee programs that have been successful in moving people from welfare to work.

Your remarks should reinforce a tough welfare message -- that we will implement strict time limits and move people from welfare to work. In addition, you will announce the formation of a group of Tennessee business leaders who have come together to pledge to hire former welfare recipients. As you know, the Republicans maintain that we signed the welfare as a campaign gesture and that once re-elected your Administration will undo key provisions of the bill. It is important you dispel any notions that we will be returning to the failed welfare system of the past.

Langford Hall seats approximately 1,100 people. It will be at full capacity. The audience is comprised of participants of welfare-to-work programs in Tennessee, business leaders who support the Administration's proposals on welfare-to-work programs and guests of the Clinton/Gore campaign and the state Democratic Party.

III. PARTICIPANTS

On stage:

Vice President Al Gore

Governor Ned McWherter

Noah Liff

In the audience:

Business Leaders who support welfare reform

Participants in Tennessee WorkStart program

Guests of the Clinton/Gore campaign and the Tennessee Democratic Party

IV. SEQUENCE OF EVENTS

- Off stage announcement of the President, accompanied by the Vice President, Governor Ned McWherter and Noah Liff.
- Governor McWherter gives welcoming remarks and introduces Noah Liff..
- Noah Liff gives remarks and introduces the Vice President.
- The Vice President gives remarks and introduces you.
- You give remarks.
- Upon conclusion, you join the Vice President to work a ropeline and depart.

V. PRESS PLAN

This event is Open to the press.

VI. REMARKS

Remarks prepared by speechwriting.

NOAH LIFF

Noah Liff is the chairman of Steiner Liff Metals Group, a recycling firm in Nashville, Tennessee. He has been very supportive and out front on the issue of moving people from Welfare to work. He has already employed two workers off Welfare. Noah was at least eight jobs opening up and perhaps as eighteen pending a current outstanding contract. He is very well known in Nashville and has business holdings in the recycling industry around the country.

ACKNOWLEDGEMENTS FOR REMARKS ON WELFARE TO WORK EVENT

Vice President Al Gore

Former Tennessee Governor Ned McWherter

Noah Liff

U.S. Representative Bob Clement

U.S. Representative Bart Gordon

Pauline Gore, the Vice President's mother

MEMORANDUM TO THE PRESIDENT AND VICE PRESIDENT

FROM: Karen Skelton ^{LES}
Elaine Kamarck

RE: Tennessee Welfare Reform Speech

DATE: October 26, 1996

The purpose of your speech in Nashville today is to reach the white suburban voters who live in counties surrounding the city of Nashville. Our polling indicates that these mostly moderate Republican and Independent voters are not supporting us in as large of numbers as we need to win the state. Polling also indicates that the issues most important to these voters in particular are economic growth and welfare reform.

Today's event is designed to address both the economic growth and welfare reform issues.

As you know, the Republicans maintain that we signed the welfare bill as a campaign gesture and that once re-elected your Administration will undo key provisions of the bill. It is important that you dispel any notions that we will be returning to the failed welfare system of the past. You should emphasize that the old way of administering the welfare program is gone and the new way is through a combination of 1) tough work requirements and time limits, and 2) a partnership with business, exemplified by the approximately 43 Tennessee businesses committing today to hire welfare graduates.

We are running approximately 5% ahead of Dole among all voters in the Nashville media market (Clinton 46 / Dole 41 / Perot 6). However, when you look at all voters in the suburban counties, excluding the city of Nashville, we are running behind Dole by between 5% -10%. When you take out the black voters and look at only the white voters in these suburban counties, we are losing by approximately 20 points.

In Tennessee polls conducted by Penn & Schoen on September 22, 28, October 14 and 18, voters were asked to choose from the standard issues list "the issue they would most like to hear discussed by the Presidential candidates." In each poll, approximately 25% of all likely voters statewide chose "economic growth programs" and "programs to reform welfare such as time limits and work requirements." (The next closest issue was "programs to cut down on teen crime and drug use" at about 14%). In particular, 28% of the undecided white voters in the suburban Nashville counties considered welfare reform the number one program they would like to hear discussed.

Because of the need to reach these white suburban voters, the message delivered today should reinforce your goal of ending welfare as we know it. The enthusiastic and non-partisan interest of the business community in providing jobs to welfare graduates should be described in terms of a partnership leading to more economic growth in Tennessee. The business community

is especially pleased with the tax credit provisions of the reform package.

Prior to introducing the President, the Vice President's remarks will focus on several Tennessee programs, including Vanderbilt Medical Center's WorkStart program, that have been successful in moving people from welfare to work. (Press clips are included in your packet). The Vice President will applaud the state's welfare reform plan, "Families First," as an initiative that could become a model for the national movement to end welfare as we know it. These remarks will emphasize that your Administration provided Governor Don Sundquist (whose popularity is quite high) the waiver he requested to implement Tennessee-specific welfare reform.

Your remarks should reinforce a tough welfare message - that we will implement tough time limits and support strict training requirements in an effort to move people off welfare and help people become self-sufficient. The message would be enhanced by reminding voters that Tennessee and the federal government will reserve very limited public resources for those who cannot fend for themselves. In addition, you will announce that a coalition of approximately 43 Tennessee businesses have committed to hire former welfare recipients. These businesses range from Gaylord Entertainment (the 2nd largest employer in Tennessee and the parent of Opryland, the Grand Ol' Opry, and The Nashville Network), Lockheed Martin Energy Systems, Magnetek, Inc., (a Fortune 500 firm headquartered in Nashville), Arista Records, and Cumberland Mountain Arms, a gun and hunting rifle manufacturer.

ENDING WELFARE

Reform starts well, but hard work looms

To: Karen Skelton

Fr: Tom Jurkovich

THE COMMERCIAL APPEAL

MEMPHIS, MONDAY, OCTOBER 21, 1996

THE SENSIBLE response to the first month of welfare reform in Tennessee is "so far, so good, but keep your fingers crossed."

Gov. Don Sundquist, understandably, took a more enthusiastic approach. Families First, as the state's reform plan is called, is his initiative and could become a model for the national movement to "end welfare as we know it."

But one month does not a success make.

And Tara Young, a dramatic early example, may not be as representative of welfare mothers as reformers would like to think.

Families First is bound to run into difficulties. The reform is still an experiment. State officials have to be sensitive to complaints, quick to respond and dedicated to solving problems as they arise.

Sundquist invited Young to his office last week to help him report that "Families First is working exactly as we expected and intended." His "September snapshot" showed that 12,606 heads of welfare households have signed personal responsibility contracts with the state. Most are receiving job training or working.

Of the state's 90,523 welfare cases, 14,432 were screened for Families First. Among the results: 1,826 households left the welfare rolls, including 250 who found work and no longer qualify, 695 who refused to sign personal responsibility contracts and 881 who quit without explanation.

Even for those who rejected training and work, the state's welfare net will remain active. Most of the households remain eligible for food stamps and TennCare health insurance. The state also will send nurses to the homes to check on the children.

Sundquist's major focus fell, of course, on the 12,606 families, including Young's, that went immediately from welfare (Aid to Families With Dependent Children) to

Families First. They will receive child care, transportation, monthly cash grants, health insurance, counseling and training for up to 18 months.

Young, the mother of two preschoolers, enrolled in a pre-nursing program at Vanderbilt University. At first, she said, she was skeptical that government bureaucrats would "know what we needed or what was going on in our lives." Now, she's a strong advocate.

Families First, she said, is "a good start for people. Some people need a push. It's helping me."

Many Tennesseans among the 90,000 welfare families will have a much harder time, however, for various reasons, from disabilities to an inability to adjust to a new way of life and learn the skills necessary to be productive.

About one-third of the 12,606 families Sundquist cited are unlikely ever to become independent. They qualify for exemptions from the limits on state assistance because the head of household is disabled, or is a grandparent caring for minor grandchildren, or takes care of disabled family members full-time, or is functionally illiterate.

It will be up to the state to make sure that no children fall between bureaucratic cracks, that adults who try as hard as they can won't be summarily thrown out on their own when training fails them or they can't find a job, and that officials retain the will and the political support they need to keep reforming the reform until it works acceptably for everyone.

Welfare reform will be much tougher and, at first, more expensive than keeping the old system in place. The purpose is to help people become self-sufficient, when possible, and to reserve limited public resources for those who can't be expected to fend for themselves. That's a proper goal. But it won't be easy to reach.

The Nation



Pearl Friction used to braid hair at home. After getting business training, she opened Pearl's Pearl Braid Shop in Nashville. (Photo courtesy of The New York Times)

What Works

Farewell, Welfare State

By RONALD SMOTHERS

WHEN the deadline approached for states to file their plans for complying with the new Federal welfare legislation, Tennessee was ready. Submitting a 60-page plan that reflected its reputation for innovation in improving and cutting costs in programs for the poor, the state was one of only 25 that met the Oct. 1 deadline. Most others, including New York, are going to be late.

And it's not just those states that aren't ready. Seronya Bell, a 21-year-old mother of two in Nashville, sees denial all around her. "This welfare reform is for real, but some people are playing it off like it isn't going to happen," she said.

Anticipating the End

"Ms. Bell completed a program here, privately run and subsidized by the city and state, that trains welfare recipients to be cashiers and store clerks. It began three

designated "empowerment zones."

Cities that fell short of the big prize would be eligible for a \$3 million prize that could also be spread over 10 years, although most cities would want to collect it far faster. Most of the cities that applied reasoned that, having already done the hard work of assembling their resources, they might as well go forward with a more modest scheme.

It was a decision that Federal planners hoped they would make. Even without the grand prize, Nashville and 84 other cities now have job development programs that run mostly on their own power with state and private funds and with just a little Federal grease.

"Nashville is getting \$3 million in Federal money which they have leveraged into more than \$20 million in funds for the enterprise community," said Andrew Cuomo, the assistant secretary for economic development in the Federal Department of Housing and Urban Development, which oversaw the competition.

Tennessee has been a leader in programs for the poor. Its two-year-old TennCare program has received high marks for pro-

baby-sitting and baking — into legitimate operations.

Then the city relocated these programs to South Nashville, an area of about 14,000 people in the shadow of the elevated roadways of Interstate 40, where 42 percent of the residents live in poverty and 12 percent are unemployed. There, the city set up satellite branches of the police, fire and code enforcement departments, plus offices for the case workers from the Tennessee Department of Human Services.

It became apparent, after the city organized community planning meetings, that the enterprise center should also include locally owned businesses. The Dollar General Store, with its built-in training program for people on welfare, agreed to serve as an anchor for the center.

Like the Old Days

Jesse Clark, a retired airline baggage handler who has lived in the community for 32 years, recently stood in Charles Jackson's newly opened dry cleaning store at the center, recalling neighborhood streets once alive with nightclubs, markets, clothing

The training project has not only been adapted and broadened for the new welfare law, but it has also been made a part of another new program: the Federal Empowerment Zone/Enterprise Community Program, which channels funds to economic development in poor neighborhoods.

For some officials, Nashville, with its South Nashville Enterprise Community, is an advertisement for the Federal program, which both Vice President Al Gore and his opponent, Jack Kemp, lauded in their debate Wednesday.

Began two years ago, the empowerment zone program challenged cities nationwide to compete for funds by bringing local money and businesses together to promote jobs and economic independence. The grand prize, \$100 million in Federal aid that could be drawn over a 10-year period, would be earmarked for six urban areas to be

In Nashville, the enterprise program brought together several ideas that had already proved successful. The local housing authority, which runs the enterprise community program, approached the directors of a job training and employment program for welfare recipients run by Dollar General Stores, the discount chain, and the Nashville Y.W.C.A. This program, which started out as a simple literacy program for residents in a public housing project who received welfare, had blossomed into a larger effort that had successfully trained 88 people like Ms. Bell, now a full-time employee of Dollar General.

Nashville also brought in a small-business training firm, Total Redirection and Commitment, which had a four-year-old program called "Working Smart." This program was already helping welfare recipients turn some of their homegrown and often illegal businesses — hair braiding,

got the opportunity to do better, and you can't blame them for that," Mr. Clark said. "But it looked like everything just went down, and the businesses just couldn't make it anymore. But this is good, the cleaners. I think a lot of people will start coming here instead of driving two or three miles to the next nearest one."

The new storefronts also house a graduate of the "Working Smart" program, Nell Pearl Frierson, who received help with business skills and in setting up a business and finding commercial space. Her business, Pearl's Pearl Braid Shop, is next to Mr. Jackson's shop.

For about 15 years before that, Ms. Frierson said, she was doing braids at home or depending on welfare payments so she could be with her young children. Recall that time, she said that not only was limiting "but there was hair everywhere in my house."

TO BE FORWARDED

October 26, 1996

MEET AND GREET WITH BUSINESS EXECUTIVES

Date: Sunday, October 27, 1996

Place: Student Recreation Hall

Vanderbilt University Medical Center

Time: 7:20 p.m - 7:40 p.m.

From: Craig Smith and David Wofford

I. PURPOSE

You and the Vice President will participate in a meet and greet with Tennessee business leaders who have agreed to meet your challenge of moving people from Welfare to work through their business.

II. BACKGROUND

The Tennessee business leaders gathered have been organized by the campaign and have given their broad support for the Welfare-to-work programs the Administration has proposed. However, you should be aware that they have not given a firm commitment to specific programs or to fully participate -- either by establishing quotas to hire Welfare recipients or committing funds to worker retraining.

III. PARTICIPANTS

The Vice President

A full list of participating business leaders is attached.

IV. SEQUENCE OF EVENTS

- You and the Vice President will enter the room and participate in a photo receiving line.
- Upon conclusion of the photo receiving line, you and the Vice President will depart.

V. PRESS PLAN

This event is closed press.

VI. REMARKS

No prepared remarks required.

Tennessee Business Leaders
Committed to Support the President's Welfare-to-Work Jobs Challenge
(In attendance)

1. Noah Liff, Chairman, Steiner Liff Metals Group, Nashville, TN
A recycling firm that is very supportive of the welfare-to-work initiative. They have already employed 2 workers off of welfare and will be hiring as many as 8 new jobs soon.
2. Gordon Fee - President, Lockheed Martin Energy Systems, Oak Ridge, TN
Lockheed is a Fortune 500 company with a major facility in Oak Ridge. The plant is responsible for environmental restoration and waste management, as well as nuclear defense weapons development and production. The Oak Ridge facility employs approximately 10,000 workers.
3. John Steiner - Executive Vice President, Magnetek, Inc., Nashville, TN
One of two Fortune 500 firms headquartered in Nashville with \$1.2 billion in sales. The firm is traded on the NYSE; it is an electrical products manufacturer with plants across the state and the country. Magnetek employs 12,000 nationally, 4,000 of them in TN. Magnetek faces a lack of trained available workers and has jobs that can be filled with properly trained workers.
4. Charlie Martin - Chairman, OrNda HealthCorp, Nashville, TN
The nation's third largest hospital company. OrNda recently purchased George Washington University Hospital and signed a letter of intent to be bought by Tenet Healthcare out of Dallas, the second largest for-profit hospital company in America. Martin will be Vice Chair of Tenet upon completion of the merger.
5. Allen Hall, VP Corporate Communications, Gaylord Entertainment Company
Nashville, TN
Gaylord has more than 10,000 employees. Its holdings include: Opryland Hotel & Convention Center, Grand Ol' Opry, Opryland Theme Park, CMT (Country Music Television), TNN (The Nashville Network), ZTV (new Christian music video TV), WSM AM, WSM FM, WW TM. The Ryman Auditorium, Opryland Golf Course. 4200 employees are in the hotel related sector servicing 2900 rooms and dozens of restaurants. They have constant challenges filling employment openings, and provide housing, transportation, daycare and extensive training. You can receive a B.A. through a joint program they offer on campus through Belmont College and Volunteer State Community College. In the hotel industry, many people at the top of the business worked their way up from the bottom. For instance, Jack Vaughn, the Hotel's Senior Vice President, started as busboy.
6. Dr. T. B. Boyd, President & CEO, National Baptist Publishing Board
Nashville, TN
A prominent African-American business leader. Publishing is the second largest industry in Nashville after health care.

7. Dr. Charles Roos, Chairman, National Recovery Technologies.
National Recovery Technologies was started with a SBIR (Small Business Innovative Research) grant from SBA & Depart. Of Energy. They just received one of SBA's 40 "Tibbets Awards" -- one of 40 companies chosen as a model of excellence. They have developed computerized technology that allows "pickers" at recycling plants (those that sort recyclable materials by category) to monitor the line and sort materials from a remote location using touch sensitive computer screens. Workers in the future, including those who have left welfare could be in a professional environment rather than on the factory line -- at location close to where they live and day care facilities.
8. Irby Cooper, Chairman, Cooper Companies, Nashville, TN
Owns and operates Holiday Inn's, Hilton's, The Hermitage and Garden Plaza hotels. The hotel industry in general offers many opportunities for welfare recipients seeking employment.
9. Joe Wimberly, III, Owner and Chairman Emeritus, I.C. Thomas & Associates
Nashville, TN
Engineering firm with extensive business partners and associates who are major contractors with jobs available. The engineering firm also has job opportunities with individuals with proper computer skills.
10. Fletcher Foster, Vice President of Marketing, Arista Records
Nashville, TN
Arista is one of the top labels in size and prominence in the music industry in Nashville. Top Artists include: Brooks & Dunn (CMA top award winner "Entertainer of the Year"), Alan Jackson, Pam Tillis.
11. John Tighe, President & CEO, St. Thomas Hospital
Nashville, TN
One of the largest hospitals in Nashville -- known for family friendly policies.
12. Clark Jones, Vice President, Jones Ford Nissan, Savannah, TN
Largest Ford dealership in West Tennessee. Clark Jones served on the President's Commission on Small Business.
13. W.E. "Big Buddy" Perry, President, Cumberland Mountain Arms,
Winchester, TN.
A hunting rifle manufacturer that plans to hire additional entry-level workers and machinists and appreciates the tax credit proposal.
14. Bill Mountcastle, Director, VA Medical Center
Nashville, TN
15. James Powers, Chairman and President, Clearidge, Inc. Nashville, TN
Clearidge is a bottled water company. Powers also has investments in a variety of businesses around the country. Tracking down info on other businesses.
16. Frank Crosslin, Owner, Crosslin Supplies, Smyrna, TN
100 employee business that is supportive of the welfare-to-work effort.

17. Andy Dodson, President, Fastrans Trucking, Waverly, TN
150 employee business that needs qualified workers; he is interested in tax credit and this effort.
18. Barbara Finney, Owner, K&B Grocers, Decherd, TN
5 employee business that has hired welfare workers and would appreciate the President's tax credit.
19. Pace Cooper, President, Cooper Companies, Inc., Memphis, TN
20. Joe Wimberly, IV, President, I.C. Thomas & Associates, Nashville, TN
21. Jerry Futell, Administrator, Columbia Smith County Memorial Hospital
Carthage, TN
22. Steven McGraw, Administrator of Vencor Hospital, Chattanooga, TN
23. Jennifer Albrecht, Assistant Vice President at Tennessee Hospital Association,
Nashville, TN
24. Edward Pearson, Executive Vice President & CFO, Criterion Health Strategies,
Nashville, TN
25. Brent Teveit, President & CEO, Criterion Health Strategies, Nashville, TN
26. Ms. Joe Federspiel, Owner and President, Deason International, Inc., Nashville,
TN
27. Knox Pitts, Owner, Knox Pitts Supply Company, Shelbyville, TN
28. John Pitts, Owner, Knox Pitts Supply Company, Shelbyville, TN
29. John Murphy, Owner/President, Murphy Tractor Company, Jackson, TN
30. Richard Fulton, The Fulton Group, Nashville, TN
31. Gail Boyd, President and owner, All Points Travel, Murfreesboro, TN
32. Walter Durham, President and owner, Durham Manufacturing, Gallatin, TN
33. Bob Bernstein, Owner, Bongo Java & Fido, Nashville, TN (Restaurant)
34. Daniel Collier, Collier Realty & Auction, Waverly, TN
35. Becky Davidson, Owner, Cuttin-Up, Nashville, TN
36. John Hobbs, Owner, Hobbs Construction, Nashville, TN
37. Richard Bangert, Director, Vanderbilt Psychiatric Hospital, Nashville, TN

38. Dr. Sidney Barnwell, Chief of Staff, Alvin C. York VA Hospital, Nashville, TN
39. Arden B. Schlesinger, VP of Special Services, McKendree Village, Nashville, TN

(Other Business Leaders Meeting the President's Commitment

40. Randy Rayburn, Owner, Sunset Grill, Nashville, TN
41. David Hill, Owner and President, Hill Plumbing, Memphis, TN
42. Doug Horne, Horne Properties, Knoxville, TN
43. Joan Carlson, CEO, St. Joseph's Hospital, Memphis, TN
44. Russell Gwatney President, Gwatney Chevrolet, Memphis, TN
Largest auto-dealer in the Mid-South— \$240 million in sales last year. We don't have confirmation that Gwatney will attend, but we can use his name and they are supportive of this effort.
45. Gene Hooper, Bank of Putnam County, Cookeville, TN
46. Jesse Turner, President/CEO Tri-State Bank, Memphis, TN
Tri-State is one of the largest minority owned banks in TN, and Turner is also Chairman of the Board of Black Business Association.
47. Jim Byrd, Owner/operator of several McDonalds franchises, Memphis, TN.
McDonalds has a strong history on this issue and many opportunities.
48. George Jones, Owner/operator, McDonalds, Memphis, TN

October 26, 1996

**PHOTO OPPORTUNITY WITH CUMBERLAND UNIVERSITY
BASEBALL BULLDOGS**

Date: Sunday, October 27, 1996
Place: Tarmac
Nashville International Airport
Time: 9:45 p.m.
From: Craig Smith and David Wofford

I. PURPOSE

To have one photograph taken with the Cumberland University Baseball Bulldogs, a collegiate baseball team.

II. BACKGROUND

Winning Wilson County is important to our Tennessee strategy. Wilson County is one of the ring counties surrounding Nashville and Davidson County. It has 54,000 registered voters and a recent voting history that slightly leans Republican. It is a prime swing market for our Tennessee campaign.

The Cumberland University Baseball Bulldogs are a big deal in Wilson County. They have been invited to play in the Fifth Annual Championship of World Club Champions, hosted by the Pan American Baseball Confederation. The Baseball Bulldogs will be the sole representative of the United States and will play teams from Pan American countries including El Salvador, Honduras, Mexico and Cuba.

This photo will most certainly run in the local Wilson County press and most likely in the Nashville sports papers.

III. PARTICIPANTS

Please see attached for a full list of participants.

IV. SEQUENCE OF EVENTS

- You will meet the team on the Tarmac for a team photograph.
- You will board Air Force I.

V. PRESS PLAN

This event will be **open** to press.

IV. REMARKS

No prepared remarks are required.

CUMBERLAND UNIVERSITY

South Greenwood Street
Lebanon, Tennessee 37087
615-444-2562 / Toll Free 1-800-467-0562
Fax 615-444-2569

Official Roster

Cumberland University Baseball Team for
Pan American Club World Championships
Villahermosa, Tabasco, Mexico

Name:	Position:
1. Steven Corey	Director of Athletics
2. Ronald (Woody) Hunt	Head Baseball Coach
3. Scott Cormari	Assistant Baseball Coach
4. Barry Eddings	Assistant Baseball Coach
5. David English	Athletic Trainer
6. David Sherman	Sports Information Director
7. Jody Atwood	Player
8. Merlin "Spence" Chitwood	Player
9. Mark Conner	Player
10. Mike Dutton	Player
11. Mike Ford	Player
12. Brian Foster	Player
13. Jason Franklin	Player
14. Bobby Joe Gibbs	Player
15. Jay Goehring	Player
16. Steve Greer	Player
17. Richard Gregory	Player
18. Angel Hermoso*	Player
19. Moises Mandelbaum	Player
20. Tim Miller	Player
21. Sandy Roga**	Player
22. Chris Schrock	Player
23. Kyle Shedron	Player
24. Jeremy Shope	Player
25. Chris Slaughter	Player
26. Chris Spann	Player
27. Marc Suarez	Player
28. Alex, Tairos	Player

*citizen of Venezuela

**citizen of Aruba

October 26, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: CRAIG SMITH AND DAVID WOFFORD

SUBJECT: TENNESSEE POLITICAL BRIEFING

OVERVIEW

The Presidential campaign will be very competitive this fall, although the mood of the electorate has improved dramatically since the devastating 1994 state elections. The most recent statewide poll conducted by The Memphis Commercial Appeal on October 13-16 shows Clinton/Gore with an 15-point lead over Dole/Kemp, 51% to 36%; but the Mason-Dixon poll taken this week shows you with an 8-point lead. Our internal polls are more conservative showing Clinton/Gore leading by 6 points. A poll in Knox County, the heartland for Republicans, shows you and the Vice President leading Dole/Kemp 47% to 40%. These numbers suggest that Dole's support is weak among Republicans. Clinton/Gore internal polling shows you and the Vice President with an 6-point lead in a survey taken October 24. All of the fundamentals for a good campaign are in place: a strong Clinton/Gore and coordinated campaign team, a pool of dedicated Democratic workers, an energized base, an evenly divided electorate and a strong financial base. Many Tennessee Democrats are conservative, however, and will need to be given a reason to support the Administration. These are the same Democrats that defected the Democratic Party in 1980 to give Ronald Reagan a victory in Tennessee (primarily east and rural west Tennessee).

Early voting in Tennessee started October 17th and you kicked off a Get-Out-The-Vote bus trip on October 16 in Blountville. According to the Associated Press wire, "if early voting totals are any indication, turnout will be heavy during next month's presidential elections." Election officials statewide report that early voting totals almost 1,000 people per day. More than 300,000 people are expected to cast their ballots by the October 30th early voting deadline.

An article in the October 13 Washington Post highlighted the economic progress made in Johnson City in the past 20 years. In a Wall Street Journal article the week of October 7, University of Tennessee economist Matt Murray predicted that Tennessee would see the strongest employment growth in the southeast. He estimates that the state will see a 3.4% increase in nonagricultural jobs from October through December.

1992 PRESIDENTIAL RESULTS

Clinton/Gore	933,521	47%
Bush/Qualye	841,300	42%
Perot/Stockdale	199,968	10%

Electoral Votes: 11

POLITICAL DATA AND STATISTICS

Governor:	Don Sundquist (R)	Won with 54% in 1994
U.S. Senate:	Fred Thompson (R)	Won with 61% in 1994 - up for re-election
	Bill Frist (R)	Won with 56% in 1994
U.S. House:	5 Republicans and 4 Democrats	

The current standing in the state Senate is 18 Democrats and 15 Republicans. All seats from even-numbered districts are up this year. Republicans are targeting the Senate heavily. There are a few major retirements on both sides, and the final outcome of the election is very much up in the air. Current Lieutenant Governor John Wilder (D) is up for re-election by the state Senate, and should easily be re-elected.

The state House is currently split 59 Democrats and 40 Republicans. All 99 seats are up in 1996. The House/Senate Democratic Caucus feels that they should maintain control and possibly gain two or three seats. There are a few retirements and vulnerable seats, but Democrats should come out on top. Current Speaker of the House Jimmy Naifeh (D) should easily win re-election.

1995/1996 U.S. Congressional Delegation

Senator Fred Thompson (R)	Senator Bill Frist (R)
Representative James H. Quillen (R-1)	Representative John J. Duncan (R-2)
Representative Zach Wamp (R-3)	Representative Van Hilleary (R-4)
Representative Bob Clement (D-5)	Representative Bart Gordon (D-6)
Representative Ed Bryant (R-7)	Representative John Tanner (D-8)
Representative Harold E. Ford (D-9)	

CLINTON/GORE RECORD IN THE STATE

Economy

- Unemployment in Tennessee has dropped 6.4% in 1992 to 4.4% in October 1996 -- an 18-year low.
- Since 1992, 269,200 new jobs have been created in the state, more than in the previous four years.
- The median household income in Tennessee increased more than \$2,541 between 1993 and 1996.
- Clinton/Gore reduced the burden of the national debt for every family of four in Tennessee by \$15,000.
- By expanding the Earned Income Tax Credit, the Administration cut taxes for 384,000

working families in Tennessee.

- Because the Administration supported the minimum wage increase, 142,000 workers in Tennessee received a pay raise on October 1, 1996. Over the next two years, 242,000 workers in Tennessee will benefit from the minimum wage increase.
- 806 SBA backed loans in FY95 will help to create or sustain nearly 5,376 jobs in Tennessee over the next four years. Of these loans, 269 went to women-owned small businesses.
- The Administration provided over 25,658 Tennessee small businesses with a tax cut this year by expanding the annual expense allowance from \$10,000 to \$17,500.
- There are 62,449 fewer people on welfare. The total number of AFDC recipients in Tennessee has decreased 19%, from 320,709 in January 1993, to 258,260 in June 1996.
- In FY95, Tennessee distributed \$156.9 million in child support collections, up from \$84.8 million in FY92.
- There are 111,713 fewer people on food stamps. The average number of persons who participated in the Food Stamp program per month decreased from 773,727 in FY93 to 662,014 in FY95.

Crime

- The Crime Bill has funded 865 police officers for Tennessee's streets.
- The state's murder rate dropped 7.5% in 1994.
- In Chattanooga, the number of reported robberies and aggravated assaults dropped 12% in 1995.
- Tennessee will receive millions in federal funds to fight crime:
 - \$2.3 million by December 1996 in Violence Against Women grants
 - \$7.7 million in FY96 for the Safe and Drug Free Schools Program
 - \$26,250 for a Drug Court in Nashville
 - \$9 million for the costs of incarcerating illegal aliens
 - \$4.4 million for crime victim programs in FY96 under the Victims of Crime Act

Families and Healthcare

- The Family and Medical Leave Act protects 898,000 workers in Tennessee.

- In Tennessee, as many as 478,000 in families with a worker who changed, lost or left a job with health insurance will be guaranteed continued access to health insurance under the Kennedy-Kassebaum Health Insurance Bill.

Education

- By vetoing the Dole/Gingrich Budget, the Administration prevented the following from occurring in Tennessee:
 - 3,490 children would have been denied Head Start
 - 314 schools would have been denied federal funding
 - 143 school districts would have lost funding for Safe & Drug Free Schools Program
 - The cost of a college education would have gone up for 106,900 students
 - 7,000 students would have been denied Pell Grants
 - 870 Vice-Presidenting people would have been denied the opportunity to serve in AmeriCorps
 - 8,256 youths would have been denied summer jobs
- The Administration's reformed student loan program can benefit 285,700 students in the state
- 14,213 student benefited from Head Start Funding in 1995
- Tennessee will receive \$14.19 million to fund Goals 2000 between 1993 and 1996

Seniors

- Dole-Gingrich budget cuts would have increased Medicare premiums at least \$3,850 per beneficiary. Each of Tennessee's 774,667 Medicare beneficiaries would have paid at least \$3,850 more in premiums and co-payments over seven years; couples would have paid at least \$7,700 more. The combined Medicare and Medicaid cuts would have reduced Federal health care dollars to Tennessee by \$12 billion over a seven-year period. Loss in Medicaid funding to the state would have had a devastating impact on the state's current 939,000 recipients. Tennessee would have been forced to eliminate coverage for as many as 246,000 recipients in 2002, many of whom may be elderly, nursing home residents, or home care recipients.
- Because the Administration supported the Retirement Savings and Security Act, 160,000 Tennessee small business workers will be offered expanded opportunity for pension coverage. Currently, about one-fifth of workers in the over 90,000 small businesses in Tennessee with under 100 employees have pension coverage. Your Retirement Savings and Security Act offers expanded opportunities for pension coverage to over 160,000 workers at those small businesses in Tennessee who have no pension plan today.

POLITICAL CLIMATE

Democrats have high hopes and a renewed spirit this year, which is a 180 degree change from only a year ago. Going into the 1994 election, Democrats held the Governor's office, both U.S. Senate seats, seven of nine U.S. House seats, and majorities in both houses of the state legislature. After November 8, the Republicans had won major victories across the board. Nashville Mayor Phil (D) Bredesen was defeated (55%-45%) in his bid to be Tennessee's Governor by U.S. Representative Don Sundquist. U.S. Senator Jim Sasser was defeated by political neophyte, Dr. Bill Frist (57%-43%). U.S. Representative Jim Cooper was soundly defeated by attorney/actor Fred Thompson (62%-38%) in the race to serve the final two years of your Senate term. The four incumbent Democratic Representatives won re-election by varying margins. No Democrat won election to the U.S. House of Representatives for an open seat. The only good news to come out of Tennessee in 1994 elections was that the Democrats maintained narrow majorities in both houses of the state legislature.

The effect of the anti-incumbent, anti-Democratic, anti-Administration trend was boosted by the low voter turnout statewide (39%), especially by low turnout in traditionally strong Democratic counties (Davidson and Shelby). Fred Thompson's Senate campaign was able to capture the mood of the electorate with a down-home, anti-Washington message and a grassroots effort that gained the attention of Republican voters and attracted many undecided voters. His campaign provided coattails for many of the other Republican candidates.

Although the Bredesen and Sasser campaigns were well-financed, their campaigns were not very effective in moving voters to the campaign. They lacked a good field operation, which hurt grassroots support and turnout. Senator Sasser ran a traditional incumbent's campaign, ignoring his opponent's many attacks until late in the election. His decision to emphasize his experience and his tenure in the Senate played right into the hands of the Frist campaign. Frist hammered Sasser with the slogan "18 years is enough." Jim Cooper's campaign emphasized his record opposing the Administration and stressing his conservative positions on many issues. In the end, this tactic alienated his base and failed to attract new voters.

While the 1994 election outcome was not inevitable, Democrats in Tennessee failed to see their common needs and ran more as independents than as part of a larger team. No Democratic campaign caught fire and energized voters.

State voter registration is at an all time high in Tennessee. It has topped 3 million -- it was only 2.7 million in 1992. Governor Sundquist was ranked the 9th most popular governor in a recent Mason Dixon poll of all 50 governors -- Sundquist had a favorability rating of 66% and 17% of those gave him an excellent rating.

The political climate has improved dramatically since 1994 when Tennessee Democrats suffered a major reversal of fortune. In the August internal Clinton/Gore poll, on the economy, 39% of Tennessee voters say they are better off since 1992 compared with 15% who say they are worse off. Yet only 26% believe the economy is improving compared to 21% who say it is getting

worse. In the October 24 Clinton/Gore poll, more people believed the country was on the wrong track (47%), rather than the right track (45%), however, more people believed that the national economy was on the right track (R-53/W-40). According to an analyst from the Mason Dixon research firm, Tennessee voters are worried about the economy and jobs, healthcare, a balanced budget, government spending and education.

1996 PRESIDENTIAL ELECTION

Primary

Clinton/Gore	117,874	89%
Other	15,151	11%

Polling

Internal Clinton/Gore polling in Tennessee (**October 24**) shows you and the Vice President with an 6-point lead over Dole/Kemp, but among "Prime Voters" -- who say they are definitely going to vote -- Clinton/Gore has only a 3-point lead. The following numbers are from October 12-13 polling, unless noted otherwise. Approximately five hundred voters were polled:

	<u>Oct.24</u>	<u>Oct. 19</u>	<u>Oct. 14</u>	<u>Sept.29</u>	<u>Sept. 25</u>
Clinton/Gore	47%	46%	48%	47%	46%
Dole/Kemp	41%	41%	40%	38%	38%
Perot/Choate	5%	6%	5%	6%	6%

	<u>Prime</u>	<u>Women</u>	<u>Men</u>	<u>Blacks</u>	<u>Whites</u>
Clinton/Gore	47%	54%	40%	87%	41%
Dole/Kemp	44%	39%	43%	7%	46%
Perot/Choate	5%	1%	9%	5%	5%

	<u>Democrats*</u>	<u>Republicans*</u>	<u>Independents*</u>
Clinton/Gore	91%	11%	33%
Dole/Kemp	4%	86%	34%
Perot/Choate	2%	1%	16%

*Self-described, not by voter registration.

Favorability:

Clinton	52/47
Dole	53/45
Perot	34/58
Gore	67/29
Kemp	55/31
Gingrich	34/56
Mrs. Clinton	50/45
Mrs. Gore	66/23

Some of the strongest Clinton/Gore supporters are African-Americans (87% to 7%), young voters 18-24 (59% to 27%) and 35-49 (46% to 35%), seniors (54% to 43%) and single voters (62% to 34%). Clinton/Gore leads Dole/Kemp in all the media markets: Nashville (46% to 41%); Memphis (55% to 37%); Knoxville (43% to 40%); Chattanooga (46% to 45%); and Tri-Cities (48% to 44%).

The voters rank the following as the most important national issues (October 21 data):

- Economy and jobs (25%)
- Crime (12%)
- Education (8%)
- Balancing the budget (7%)
- Drugs (5%)
- Taxes (5%)

They also choose the following as the presidential election messages they would like to hear the most (October 21 data):

- Economic growth (28%)
- Welfare reform (22%)
- Programs to reduce teen crime (15%)
- Improving public schools (7%)
- Tax breaks for college (6%)

When asked in the September 29 poll whether the Administration's support of the Welfare Bill made the voter more or less likely to vote for Clinton/Gore, 60% said more likely and 30% said less likely.

The Clinton/Gore lead increased after the following Tennessee messages were read to the voters (September 13 data):

- Clinton/Gore is pro-family and against crime (e.g., FMLA, Brady Bill) - 21 points
- Dole is for the elimination of DOE (impact on Oak Ridge implied) - up 15 points.

Responses to questions on the regulation of tobacco indicate that this is a slightly controversial issue in Tennessee. Regarding the FDA regulations generally, 77% were in favor of the regulations and 20% were against them. The voters were then given two positive arguments for tobacco regulation, against a single argument on the harmful economic and social effect of FDA regulation (September 13 data):

First Statement

- 31% preferred -- "The regulations will be especially harmful to the economies of tobacco producing states, will result in thousands of jobs lost, dislocation and an end to a traditional way of life", versus
- 62% preferred -- "These regulations are designed solely to protect children to whom

tobacco companies are not supposed to be selling anyway and we need to stop 3,000 children a day from becoming addicted to this deadly habit.”

Second Statement

- 23% preferred -- “The regulations will be especially harmful to the economies of tobacco producing states, will result in thousands of jobs lost, dislocation and an end to a traditional way of life”, versus
- 63% preferred -- “There will be a strong market for tobacco and underage smokers represent only a small portion of that market.”

The Administration’s positions made voters more likely to vote for him on all of the following issues (September 13 data):

	<u>More Likely</u>	<u>Less Likely</u>
Brady Bill	69%	37%
Extend Brady Bill	62%	34%
Choice	51%	43%
Minimum Wage	52%	43%

When asked in the October 14 poll whether having the Vice President on the ticket helps you, 55% responded it does, while 38% said it did not help.

Initially, voters favored Dole’s tax cut plan 61% to 41% when the plan was described to them. But when they heard arguments for both the Dole plan and your plan for targeted tax cuts, 64% preferred targeted tax cuts, while 24% were for Dole’s tax cut plan. The reason cited most often for rejecting the Dole plan was fear that it would lead to cuts in Medicaid, Medicare, education and the environment. The second most popular reason was concern that it was too risky and would threaten the economic progress made to date (e.g., 10.5 million new jobs and lower interest rates) (September 13 data).

A Mason-Dixon poll taken **October 23-24** of 812 regular voters has you with a 5-point lead (margin of error $\pm 3.5\%$):

	<u>Oct.</u>	<u>Sept.</u>
Clinton/Gore	47%	48%
Dole/Kemp	42%	37%

A poll by the Memphis Commercial Appeal of 696 registered voters between **October 13-16** shows Clinton/Gore ahead by 15 points (margin of error $\pm 4\%$)”

Clinton/Gore	51%
Dole/Kemp	36%
Perot/Choate	5%

A **September 18-23** poll of 419 Knox County voters, done for the county Republican Party, shows Clinton/Gore ahead by 7 points (margin of error $\pm 5\%$):

Clinton/Gore 47%
Dole/Kemp 40%

Campaign Structure And Strategy

The Clinton/Gore office is operating out of Frankfort:

- State Director, Bill Purcell (State House Majority Leader)
- Press Secretary, Patrick Willard
- Political Director, Mark Mays

Governor McWherter is serving as the campaign chair, and the state Representative and Speaker Pro Tem Lois DeBerry is vice chair. The coordinated campaign is being led by Bob Corney. Alison Cutler is his chief of staff.

Turnout in 1994 was very low, but should be substantially higher in 1996. Motor Voter and early voting are in place and may have a significant impact in 1996. Their importance to winning the 1996 election should be emphasized. An effective GOTV effort must focus on taking advantage of Tennessee's early voting law and must target new motor-voter registrants as well as traditional Democratic voting groups. Clinton/Gore voters need to be educated and motivated on a continuing basis throughout 1996. The influence of conservative right-wing religious groups was felt in the 1994 turnout and will continue to be a factor in 1996.

Endorsements

The Nashville Banner, a very conservative newspaper, endorsed you on September 12, saying that you were the better choice to lead the nation in the years ahead. Vice President Gore received raves by the paper: "Gore has elevated the office to its rightful place as No. 2 in the Administration." The article concludes: "The country is going into the 21st century, and the Clinton/Gore ticket seems best to understand that. The country should be governed with a restrained hand, with compassion, and with a vision for the future. As long as he remembers restraint and moderation, Clinton offers the best chance for delivering that leadership for the future." The paper endorsed Clinton/Gore in 1992, which was the first time it had endorsed a Democratic candidate since Roosevelt.

Clinton/Gore also received the endorsement of The Chattanooga Times, and The Tennessean.

The Chattanooga Free Press endorsed Bob Dole, along with Republican candidates in other races, on October 6. The paper cited Dole's integrity, morality, and political philosophy of "smaller government, less taxes and more individual freedom" as the basis for its decision. Dole also received the endorsement of the Knoxville News Sentinel and the Commercial Appeal.

Clinton/Gore Travel

- The Vice President and Mrs. Gore were in Memphis on **October 17** as part of the early vote push. In the morning, the Vice President was the headliner at a Get-Out-The-Vote rally of about 500 in the ballroom of the Radisson Hotel (Mrs. Gore also attended). Also attending the rally were Representative Harold Ford Sr., Harold Ford Jr., Democratic nominee for the 9th Congressional District, and state Senator Steve Cohen, Ford Jr.'s primary opponent.
- Vice President Gore visited Northeast State Technical Community College in Blountville to address the kickoff of the 21st Century Democratic Victory Express on **October 16**. The bus tour focused on Early Vote, which began that Wednesday. He spoke to a crowd estimated at 2,000. The Vice President was accompanied by former Governor Ned McWherter and other state and party officials. He also visited Hendersonville and its police department, where he made remarks to a roundtable attended by members of the Greater Hendersonville law enforcement community before making public remarks. The crowd of approximately 500 included elementary and high school students and a high school band. Vice President Gore was backed by a "sea of blue," graduating cadets from the police academy and was introduced by the mother of an Explorer Scout. He spoke of the Crime Bill and community policing. Following his public remarks, he gave a 15-minute interview to Larry Daughtery of The Tennessean and then held a 20-minute roundtable with editors of suburban daily newspapers. He spoke outside the Shelby county Police Training Academy about the Administration's strong record on combating crime. He also responded to that night's presidential debate in a series of one-on-one television interviews.
- You and the Vice President visited Knoxville on **October 10**, Bicentennial Internet Day. A crowd of about 500 people greeted your separate arrivals at the McGhee Tyson Airport. The University of Tennessee Pride of the Southland Marching Band played prior to the arrival. You and the Vice President went to the Knoxville Civic Coliseum for an announcement on Internet expansion. A crowd of about 2,200 attended the event. You announced plans to provide free Internet access for all schools in the country and the funding to begin the next generation of the Internet.
- Mrs. Gore also was in the state on **October 10**. She attended a fundraiser in Memphis, and met with volunteers working the telephone banks.
- Vice President Gore visited the Nashville, Chattanooga and Memphis media markets on **September 28 and 29**. In Nashville, he kicked off a walk against domestic violence with a speech announcing the addition of new law enforcement officers for Tennessee which is funded under the Crime Bill. He was joined by local law enforcement officers and sheriffs from neighboring counties. He then traveled to Chattanooga to hold a town hall meeting on protecting families at a day care/emergency shelter. Next, the Vice President flew to the Memphis suburbs to attend a rally for the Tennessee Speaker of the House Jimmy Naifeh in Brighton, where he announced new police officers for Memphis under

the COPS program. On Sunday, September 29, he addressed the National Association of Women Judges in Memphis. His speech focused on the Administration's record on appointing women to the judiciary and protecting families through tougher domestic violence laws. He attended services at a synagogue and an African-American church in Memphis. Before leaving West Tennessee, he announced a grant award to help with the conversion of the federal air base in Millington. He flew back to middle Tennessee to attend the United Auto Workers fall festival near the Saturn plant in Spring Hill, where he spoke about the progress the Administration has made in creating jobs.

- Mrs. Gore was in Johnson City and Clarksville on **September 24** as part of the national roll-out on Family and Medical Leave. She attended a roundtable discussion in Johnson City, where she spoke about the tragic car accident with Al Gore III. She attended another roundtable in Clarksville at the home of the Kelly's, who have taken advantage of FMLA.
- Vice President Gore traveled to Tullahoma and Smyrna on **September 16**. He spoke to workers at Micro Craft Inc. about the Administration's success in creating jobs and highlighted small businesses owned by women. He also attended a fundraiser for U.S. Congressional candidate Mark Stewart (4th District), and made remarks supporting both Stewart and Houston Gordon, the Democratic nominee for U.S. Senate. Before leaving Smyrna, he and Representative Bart Gordon announced a federal grant for the airport.
- On **September 6th**, the Vice President traveled to Oak Ridge and Knoxville, where he spoke to the community, attended a fundraiser and reception, visited the Oak Ridge Research Institute and spoke to the University of Tennessee football team.
- You, the Vice President, the First Lady and Mrs. Gore took a bus trip through West Tennessee after the Democratic National Convention. The campaign was able to take care of important business with local candidates and politicians as the buses stopped at Fulton City, Dyersburg, Covington and Memphis.
- You, the President, Mrs. Clinton and Mrs. Gore visited Jackson, Tennessee, on **August 19** to participate in the rebuilding of a church that had been burned down during the recent rash of church fires.
- The Vice President was in Memphis **August 24** to address the national Black Journalist Convention.
- The Vice President also visited Nashville **August 21** to address the Veterans of Foreign Wars convention.
- The Vice President was in Nashville on **July 26** to announce the federal waiver for the state's Welfare-to-work program.

Dole/Kemp Travel

- Elizabeth Dole was in Knoxville on **October 22**, where she attended a political rally for Representative Jimmy Duncan (R) at the Civic Coliseum. The traditional election-year barbeque rally attracted a crowd of about 3,500. Mrs. Dole spoke for only five minutes about her husband -- this was the first time in the barbeque's 28 year history that a political speech was allowed.
- The same time Vice President Gore was visiting Tennessee in October 15-16, Jack Kemp was in the state. On **October 15**, Kemp attended a concert at the Lee Greenwood Theater. On Wednesday, **October 16**, he, Lamar Alexander, singer Lee Greenwood and Governor Sundquist toured through Republican-rich East Tennessee on Kemp's bus the "Touchdown Express." They visited Sevierville, Maryville (Alexander's hometown), Athens, Cleveland and Chattanooga.
- Dole was in Johnson City and Blountville **October 3**. He spoke at a rally at the Tri-Cities Airport in Blountville and then attended a business leaders luncheon at East Tennessee State University in Johnson City. He was joined at both events by Representative Jimmy Quillen and former Senator Howard Baker Jr. Dole attacked the President's foreign policy in his remarks at East Tennessee State. The lunch attracted about 200 business people.
- Kemp attended a rally in Knoxville at the World's Fair Site on **September 20**. He also gave interviews to the local media where he stated that the Dole tax cut would not threaten workers at the DOE laboratories in Oak Ridge.
- Kemp traveled to Memphis and Chattanooga on **September 19**. In Chattanooga, he spoke to City/County officials, elementary/intermediate school students and DARE officials/participants about Drug Prevention Programs. In Memphis, he visited a public housing development and spoke to 75 residents in a courtyard about the need for an urban agenda to assist people in the inner cities.
- Elizabeth Dole traveled to Bristol on Friday, **September 13**, to visit the Wellmont Hospice (which was not open yet) and attended a rally of about 500 supporters at the Bristol Paramount Theatre.
- Bob Dole was in Murfreesboro on **September 11**, where he participated in one of his "Listening to America" forums at Corky's Restaurant, spoke at a rally at the city's civic plaza and attended a reception at National HealthCare Corporation.
- Mrs. Dole traveled to Memphis on **September 4** to attend a rally on behalf of Dole/Kemp, address supporters at Agricenter International, and meet with young patients and their families at St. Jude's Children's Hospital, which is an international leader in the treatment of leukemia and other catastrophic childhood diseases.
- On **September 3rd**, Mrs. Dole was in Knoxville, where she visited a center for the training of disabled.

- Dole and Kemp visited Nashville on **August 23** to speak before the National Association of Black Journalists, the day before the Vice President addressed the group.
- Dole visited the state in **July** when he attended a small business roundtable at a Nashville production studio. He also attended a series of fundraising events that reportedly raised \$1.6 million for the Dole/GOP efforts in Tennessee.
- Elizabeth Dole visited Memphis and Chattanooga in **mid-July**.
- Bob Dole visited Knoxville in **late June**, and Nashville in **early June**.
- Lamar Alexander, Governor Don Sundquist, Senator Bill Frist, former Senator Howard Baker and former Governor Winfield Dunn have all made appearances with Dole in Tennessee.

Libertarian Candidate

Libertarian candidate Harry Browne has moved with his wife to Nashville for the remainder of the campaign season. He has indicated that he may remain in Tennessee after the election.

Recent Media Buys & Satellite Feeds

George Stephanopolous went into Chattanooga via satellite on **October 22**. Sarah Brady went into Memphis via satellite on **October 14**. A radio feed from Secretary Reich on minimum wage on **October 2** went to stations in Chattanooga, Jackson, Tri-Cities, Memphis, and Nashville. Your **September 11** radio actuality on the Family and Medical Leave Act was picked up by nine stations, including the Tennessee Radio Network. A satellite feed of you also went into Knoxville and Nashville on **September 10**.

Dates	Market	Democrats	Republicans
8/15-21	All	400 (DNC)	
8/19-30	Knoxville		1000 (RNC)
	Nashville		1000 (RNC)
	Chattanooga		1000 (RNC)
8/22-28	Nashville		900 (RNC)
	All	300 (DNC)	
8/30-9/4	Knoxville	350 (C/G)	
	Nashville	350 (C/G)	
	Memphis	350 (C/G)	
	Charlotte	350 (C/G)	
9/4-9	Nashville		350 (D/K)
	Chattanooga		400 (D/K)
9/5-9	Knoxville	250 (C/G)	

	Nashville	375 (C/G)	
	Memphis	250 (C/G)	
	Charlotte	400 (C/G)	
9/9-16	Knoxville	250 (C/G)	
	Nashville	375 (C/G)	
	Memphis	250 (C/G)	
	Charlotte	400 (C/G)	
9/17-23	Nashville	800 (C/G)	850 (D/K)
	Knoxville	850 (C/G)	850 (D/K)
	Memphis	850 (C/G)	750 (D/K)
	Chattanooga	1000 (C/G)	1000 (D/K)
	Tri-Cities	850 (C/G)	850 (D/K)
9/23-10/3	Nashville	1600 (C/G)	1000 (D/K)
	Knoxville	1550 (C/G)	950 (D/K)
	Memphis	1700 (C/G)	1100 (D/K)
	Tri-Cities	1500 (C/G)	900 (D/K)
	Chattanooga	1650 (C/G)	1100 (D/K)
9/30-10/7	Nashville	1000 (C/G)	1000 - approx. (D/K)
	Knoxville	975 (C/G)	950 (D/K)
	Memphis	1350 (C/G)	1300 (D/K)
	Tri-Cities	850 (C/G)	850 (D/K)
	Chattanooga	1250 (C/G)	1200 (D/K)
10/8-14	Chattanooga	675 (C/G)	700 (D/K)
	Knoxville	1150 (C/G)	1100 (D/K)
	Memphis	1250 (C/G)	1250 (D/K)
	Nashville	1250 (C/G)	1250 (D/K)
	Tri-Cities	1000 (C/G)	1000 (D/K)
10/15-21 (D/K only	Chattanooga	675 (C/G)	
10/18-21)	Knoxville	1150 (C/G)	
	Memphis	1250 (C/G)	
	Nashville	1250 (C/G)	
	Tri-Cities	1000 (C/G)	
10/22-28	Chattanooga	1500 (C/G)	1300 (D/K)
	Knoxville	1500 (C/G)	1000 (D/K)
	Memphis	1500 (C/G)	1125 (D/K)
	Nashville	1500 (C/G)	1400 (D/K)
	Tri-Cities	1500 (C/G)	1250 (D/K)

Controversial Press

The Knoxville News Sentinel reported on September 25 that the Chairman of the Tennessee Republican Party (Jim Burnett) called on the Vice President to release his income tax returns. He is trying to document whether you paid taxes on leasing income from your Carthage farm's federal tobacco allotment. Apparently the Dole campaign is considering whether to make this a major issue.

On October 10, when you and the Vice President were in Knoxville, the Tennessee Farm Bureau placed a full page ad in The Knoxville News-Sentinel voicing its opposition to the F.D.A.'s regulation of tobacco. The Farm Bureau also hosted a rally at the Knoxville World's Fair Site later in the day.

U.S. SENATE RACE

Covington attorney **Houston Gordon (D)** faces Senator **Fred Thompson (R)**. Although Gordon has been very active on the campaign trail and has generated enthusiasm among Democrats, there is real concern that he will not be able to catch Thompson. Gordon faces two big challenges: (1) He will not come close to matching the \$2 million that Thompson will spend in October and (2) Thompson's favorability is very high statewide. The latest FEC filing shows that Gordon in the red as of September 30 -- he owed \$55,881 and had only \$49,655 on hand. A spokesman for the campaign reported that more money has been raised since then and that Gordon may contribute some of his own money.

Tennesseans have a history of voting for the President and for the U.S. Senator of a different party. The Vice President's highest vote total was in 1984, in the face of the Reagan landslide. And Senator Sasser achieved his highest vote total in 1988.

Our internal poll from **October 24** shows Gordon trailing Thompson by 28 points, with Thompson retaining a high favorable rating:

	<u>Oct. 24</u>	<u>Fav/Unfav</u>	<u>Oct. 19</u>	<u>Oct. 14</u>	<u>Sept. 29</u>
Thompson	59%	69/18	61%	60%	59%
Gordon	31%	23/20	30%	27%	27%

A Mason Dixon poll taken **October 5-7** of 809 voters shows Thompson with a 33-point lead (margin of error $\pm 3.5\%$):

Thompson	58%
Gordon	25%
Hooker	2%
Undecided	15%

Gordon hired a good campaign manager, Jeff Lane, who was Senator Jim Sasser's campaign manger in 1994. The Clinton/Gore campaign has tried to boost Gordon's campaign as much as possible. The Vice President attended a fundraiser for him in June. Gordon joined the bus trip and spoke at all stops. In response to Thompson's attacks on the President's 1992 MTV

appearance, Gordon recently began criticizing Thompson for the roles he played in some violent films, including "Die Hard 2."

Thompson has been working the state at a furious pace to compensate for the late start of his campaign. He opened a Nashville campaign office in the space formerly occupied by the Vice President's U.S. Senate staff. Thompson formally announced his re-election effort for the U.S. Senate in a statewide fly-around July 15-18. At a press conference in Nashville, he was asked to assess Bob Dole's chances for winning the Presidential election. He said the last poll he saw showed Dole trailing Clinton/Gore by 25 points nationally and that Senator Dole would have a tough time carrying Tennessee. He added that Dole would cost him a few points in his Senate race. Since then, his tune has changed. He played you in Dole's debate preparation and was photographed lounging with Dole in Bal Harbour, Florida.

The media describes this race as a "tame clash" with no mudslinging. At the October 21 debate, probably the only debate, the two candidates "dueled like policy wonks with good ol' boy accents." Gordon bombarded Thompson with a litany of Senate floor votes that left the Senator sputtering at times, but generally there were no explosive confrontations.

Thompson received the endorsement of the Chattanooga Free Press on October 6. The paper also endorsed other Republicans. Charlton Heston attended a fundraiser for Thompson on October 25 in Chattanooga.

U.S. HOUSE OF REPRESENTATIVES RACES

The Tennessee non-presidential primaries took place August 6. The October 19 Clinton/Gore poll on Congressional races showed that Tennessee voters prefer a generic Republican candidate over a generic Democratic candidate 47% to 42%. The most important primary race was in the 9th Congressional District where Harold Ford Jr., the son of Congressman Ford, won in a landslide over a white state Senator and a black state Representative who had been endorsed by Memphis Mayor W.W. Herenton in what was thought to be a close race.

1st Congressional District

The retirement of Representative Jimmy Quillen prompted a free-for-all in the Republican primary in this district, which is a safe seat for the Republican nominee. District Attorney **Bill Jenkins (R)** faces **Kay C. Smith (D)**, a Kingsport retailer who won the Democratic nomination with 47% against three Democratic opponents. Smith is considered an underdog, but the state Democrats are not aware of any dangerous negatives she could potentially bring to the race at this time.

2nd Congressional District

Representative **John Duncan (R)** is expected to win re-election easily, although the Democratic nominee **Steven Smith**, a Knoxville veterinarian who ran unopposed, may keep him busy. Smith is a young, energetic campaigner who has little political experience but is articulate and very knowledgeable about the region. Smith has been reluctant to participate financially in the Coordinated Campaign..

To date, Duncan has not shown any enthusiasm for the Dole/Kemp efforts. He has purchased television time, which is not the usual practice in his campaigns. A controversy arose during a radio talk show with Smith, who is divorced with two sons. An anonymous woman called in and referred to Smith as a deadbeat dad. The women turned out to be Duncan's wife, whose charge was totally unsubstantiated and refuted by the press.

There are two independent candidates who will have a negligible effect on the race.

3rd Congressional District

Chuck Jolly (D) faces Representative **Zach Wamp (R)** in the general election. Jolly is a successful businessman and corporate attorney from Chattanooga. The DCCC places this contest among its top 25 challenger races. Jolly was essentially selected to be the candidate several months ago by all of the Democratic county chairs in the 3rd Congressional District. He ran for this seat in 1994 but lost to Randy Button, the Democratic nominee, who was narrowly defeated by Wamp in the general election. Jolly appears to be well-positioned to give Wamp a good run. He has been actively campaigning for several months and has personal resources at his disposal. He recently joined the Coordinated Campaign and was in Washington, D.C. last month for a fundraiser and to film political spots.

The Sierra Club endorsed Jolly on October 6. Jolly said, "It is an embarrassment that Chattanooga, the 'environmental city,' has a representative [Wamp] with an environmental rating of 9 out of 100 by the League of Conservation Voters." The Chattanooga Times endorsed Jolly, stating, "Mr. Jolly is the more 'grounded' of the two candidates and would demonstrate a more mature, balanced approach to representing the district."

Secretary Hazel O'Leary campaigned with Jolly at Oak Ridge on October 7 at a \$500 ticket fundraiser. She attacked Dole's position on the Department of Energy -- Jolly has had success linking this agenda with Wamp.

To his credit, Wamp has done a good job reaching out to the voters, particularly African-American groups in Chattanooga. Wamp has also been endorsed by former Representative Marilyn Lloyd (D). Wamp was elected chairman of the TVA Caucus on September 25. He received the endorsement of the Chattanooga Free Press on October 6, and the Family Friendly Freshman Award from the Eagle Forum. Nonetheless, Wamp is a member of the extremist GOP 1994 freshman class and carries that baggage with him.

Both candidates have or will soon begin television advertising. Jolly is focusing on positive minimum wage and education spots. Wamp has been attacking Jolly regarding his acceptance of PAC funds.

Four independent candidates are in the race but not are expected to be serious challengers.

4th Congressional District

Mark Stewart (D), a Winchester attorney and former prosecutor will meet freshman Representative **Van Hilleary (R)**. Stewart is the grandson of former U.S. Senator Stewart. He

4th Congressional District

Mark Stewart (D), a Winchester attorney and former prosecutor will meet freshman Representative **Van Hilleary (R)**. Stewart is the grandson of former U.S. Senator Stewart. He has proven to be a good candidate thus far with his public appearances and fundraising ability. Kathy Young, a long-time Gore supporter and fundraising consultant, has assisted him with his fundraising. This contest appears to be one of our best shots to reclaim a Congressional seat against a vulnerable congressman. Hilleary, a former textile company owner, is the target of ads by organized labor angry at his opposition to minimum wage legislation. The intense pressure of the AFL-CIO forced Hilleary to flip-flop and support the minimum wage increase. He also may have made a mistake in taking part in a press conference on Monday, June 24, that criticized the Administration during the Family Reunion Conference in Nashville. U.S. Representative Ed Bryant appeared with him. The Tennessee Republican Party is extremely concerned about this race and is running commercials for Van Hilleary which focuses on his support of welfare reform.

Hilleary received the endorsement of the Chattanooga Free Press on October 6 as well as endorsements from the Nashville Banner and Claiborne Progress. Former Vice President Quayle attended a Hilleary rally in Morristown on October 8.

This is Jim Cooper's old seat, which continues to lean Democratic. Stewart's former role as a prosecutor should help him, especially when compared to Hilleary's vote on the Crime Bill. The Stewart campaign has started television ads aimed at linking Gingrich with Hilleary, and attacking Hilleary for cutting Medicare. In addition, Don Fowler hosted a reception for Stewart on October 8, a sign that the DNC has confidence in Stewart's chances. Stewart also attended a reception with Jim Cooper, Senator Thompson's opponent in 1994.

There are also two insignificant independent candidates in the race.

5th Congressional District

Representative **Bob Clement (D)** will face **Steven Edmondson (R)**, a social studies teacher, who defeated two other challengers for the Republican nomination with 46% of the vote. Clement is expected to win easily -- since Reconstruction, only Democrats have held this seat. An independent candidate is also in the race, but is not considered a serious challenger.

6th Congressional District

Congressman **Bart Gordon (D)** faces a rematch against Republican nominee **Steve Gill**, an attorney, who won the primary with 92% against an opponent who withdrew at the last moment and endorsed Gordon. The independent candidate is Jim Coffey, who does not offer a serious challenge.

Gordon narrowly won his race against Gill in 1994, and the race is expected to be close again. Earlier this year, Republicans filed an ethics complaint against Gordon with the House of Representatives for printing political fliers at taxpayer expense. The complaint was dismissed after Gordon reimbursed the \$400 printing cost. Gill's campaign showcased two former Gordon aides who accused Gordon of using staffers to do household chores on government time. Gordon

arguably could lead to the sale of the hydropower dams and related lakes. Gordon has been preparing for this rematch since the day after the 1994 elections.

The two sides have been battling it out so hard, that they had to schedule a meeting aimed at halting the "mud-slinging." Gill canceled the October 13 meeting, however, because Gordon was still running negative television ads at the time -- ads that Gill stated Gordon agreed to drop. Gordon claims that Gill's excuse is a sham and that they had pulled the ads as soon as possible.

7th Congressional District

Mayor **Don Trotter (D)** faces **Congressman Ed Bryant (R)**. Bryant will be tough to beat because of the big Republican base in eastern Shelby County (Memphis) and because Trotter has not done a good job raising the money necessary to be competitive. He reported an anemic \$5000 cash-on-hand on his July FEC report. Some Democrats believe that Bryant is vulnerable because of his relatively low name recognition in the district. Also, Governor Ned McWherter has shown a real interest in helping Trotter in this race. The independent challenger is Steven Romer, who offers no serious challenge.

8th Congressional District

Congressman **John Tanner (D)** remains very popular in his district. He is expected to win re-election easily. His opponent is **Tom Watson**, who won the Republican primary with 56% against Sonny Carlotta. Watson burst onto the political scene in 1994 as the surprise winner in the Republican primary for Public Service Commission against veteran legislator Karen Williams. Watson later lost to Sara Kyle in the general election. The independent challenger in this race is Donna Malone, who offers no serious challenge.

9th Congressional District

Harold Ford Jr. (D) faces the Republican nominee **Rod DeBerry**, who won the Republican primary with 68% against two opponents. Both candidates are African-American. There also are nine independent candidates. DeBerry is the supervisor of computer operations at Harrah's Entertainment Inc. Voter turnout in this district is often low, but DeBerry is counting on U.S. Congressman Harold Ford Sr. critics he believes stayed away from the polls in the past due to the Congressman's political stature. DeBerry twice attempted unsuccessfully to defeat Harold Ford Sr., who is retiring from this seat. He is given no chance to defeat Harold Ford Jr. The RNC contributed \$60,000 to DeBerry on October 23. The fundraiser that you attended for Harold Ford Jr. was successful, both financially and politically. Representative Patrick Kennedy, Jr. (D-RI) campaigned with Harold Ford Jr. on October 22. Kennedy was the fifth sitting congressman to stump with Ford. Karenna Gore, traveling with the Vice President, toured a shopping mall with Harold Ford, Jr. on October 18, stopping occasionally to speak with voters.

NASHVILLE AND DAVIDSON COUNTY

At A Glance

Mayor:	Philip Bredezen	
Metro Council:	Jay West	Vic Varallo
	George Armistead	Ronnie Steine
	Chris Ferrell	Leo Waters
	Regina Patton	Melvin Black
	Ron Nollner	Don Majors
	Frank Harrison	Eileen Beehan
	Earl Campbell	Lawrence Hart
	James Dillard	Tim Garrett
	Mike Wooden	Phil Ponder
	Charles French	James Bruce Stanley
	Roy Dale	Jerry Wayne Graves
	Mansfield Douglas	Stewart Clifton
	Julius Sloss	Morris Haddox
	John Holt	Eric Crafton
	Horace Johns	David Kleinfelter
	Michelle Arriola	Janis Sontany
	Durward Hall	Saletta Holloway
	Leroy Hollis	Tom Alexander
	Craig Jenkins	Ron Turner
	Charles Fentress	Vic Lineweaver

U.S. Representatives: Bob Clement (D - 5CD)

Political Background

Nashville is the focal point of middle Tennessee Democratic populism. Its population of government workers, academic communities and labor unions support this Democratic stronghold. Clinton/Gore won the 5th Congressional District 53% to 37% in 1992.

In our October 24 poll, Clinton/Gore polled 5 points ahead of Dole/Kemp in the Nashville market (46% to 41%).

General Background

The first settlers in what is now known as Nashville were Indians of the Mississippian culture, who lived in the area about 1000 to 1400 A.D. Other Indians, the Cherokee, Chicksaw and Shawnee, followed and used the area as a hunting ground. The first white men to come to the area were French fur traders, who established a trading post around 1717. The first settlement, however, was not established until 1779. It was then, on the banks of the Cumberland near the center of present downtown Nashville, that a band of pioneers led by Englishman James Robertson cleared the land and built a log stockade. This was called Fort Nashborough in honor of General Francis Nash who won acclaim in the Revolutionary War. John Donelson and some

60 families followed in April, 1780 to settle the new community that was then a part of North Carolina. In 1784 the community's name was changed from Nashborough to Nashville. Tennessee became the sixteenth state in 1796 and Nashville was made its permanent capital in 1843. By 1860 Nashville was a prosperous city, soon to be devastated by the Civil War. Because of its strategic location on the river and the railroad, the city was occupied by Federal troops for three years. The Battle of Nashville, fought in 1864, was the last aggressive action of the Confederate Army.

In the decades following the war, Nashville once again experienced a growth in population, business and industry and education. Another area of growth was in country music, which became so big grown to the point that Nashville today is known as Music City, USA. Under its present Metropolitan Charter, which became effective April 1, 1963, Nashville and Davidson County have a single government with its authority encompassing more than a half-million people and 533 square miles. This widespread area is governed by a mayor, a vice-mayor and a legislative council of 40 members.

Fortune magazine has named Nashville one of the best places to live in the country. The city is listed 15th on the magazine's list of most livable cities. The magazine examined quality of life issues such as crime, schooling and comforts of the suburbs in addition to business criteria.

Local Issues

- **Teachers May Strike.** Metro Nashville Education Association negotiator Erick Huth says the school board's offer of a three-and-a-quarter percent pay raise is an insult. As expected, teachers voted Friday, October 25, to reject the offer. As a result, many are expecting a labor strike. Metro legal spokeswoman Judy Shell says state law prohibits teachers from striking. If they do, according to Shell, the courts can order them back to work.
- **Desegregation Efforts.** Nashville schools have been under the federal desegregation watchdog since 1971, but the plan designed to reduce court oversight is already in trouble. Mayor Phil Bredesen says the proposal to build new schools and provide transportation to zoned schools will not make it through the city council. He favors a "free choice" alternative, allowing students to decide where they want to go. School board member Ed Kindall says the mayor's "free choice" proposal will mean the resegregation of schools.
- **Major Healthcare Employer to Leave.** OrNda "ORINDA", the nations third largest health care company, is merging with a California company. The merger creates a hospital chain with more than 120 hospitals. Details of the consolidation have not been worked out, but officials say most of the employees in Nashville will probably be offered jobs in California.

- **Free Real Estate.** Nashville Mayor Phil Bredesen is giving residential lots away for free. A drawing to give away 25 urban lots will be held as part of a new homesteading program. Winners in the November second drawing have one year to build a house and live on the property. After seven years they get the title to the property free and clear.

TENNESSEE AT A GLANCE

- 83% of Tennesseans are white; 16% Black; 1% Hispanic; and 1% Asian or Pacific islander.
- The population is 4,877,185. A little less than two-thirds of this population is between the ages of 18-65. 39% of the population lives in rural areas.
- State Economic and Community development Commissioner William Dunavant says so far there has been \$2.5 billion in new investments this year. Fourteen-thousand new jobs have also been created and unemployment has fallen to 4.4%.

TENNESSEE HOT ISSUES

Families First

Tennessee received a federal waiver for its Welfare reform program called "Families First" in late July. During a brief stop at the Air National Guard field in Nashville, you praised the new welfare-to-work program, describing its as a compassionate and "common sense" solution. The program requires Welfare participants to sign personal responsibility plans and to work. It also imposes a time limit for benefits and provides child care money. The six-month phase-in period began September 1. Governor Sundquist has already declared Families First a success. He says 18,000 welfare recipients have gone off the welfare rolls in September. Welfare officials say it marks the first time the number of recipients has dropped during September in the last five years.

State officials are already looking at broadening Families First. As it stands, parents who receive Aid to Families with Dependent Children are the only recipients made to go to work or into job training. State program administrators are turning their attention to the thousands of other recipients classified as unemployed or working poor that are not affected by the guidelines.

The Knoxville News-Sentinel carried a four-part series in September on the Families First Program. According to the news series, in 1995, about 95,000 families (250,000 Tennesseans) received AFDC and almost 30 percent of AFDC children were second-generation Welfare recipients. The state plans to invest an extra \$71.6 million a year to put AFDC recipients to work.

Internet Access In Schools

A program started under Governor McWherter will make Tennessee one of the first states to have all of its schools connected to the Internet. The Vice President and Mrs. Gore joined Governor Sundquist for a media event for October 10 -- Bicentennial Internet Day -- to celebrate

the success of ConnectTEN, the state's K-12 Internet project. Events will take place at the Tennessee Performing Arts Center and school open houses across the state. The FY96-97 state budget appropriates \$10 million for 21st Century Classroom technology -- \$3 million for ongoing charges related to ConnectTEN, and \$7 million to build upon the system.

Tennessee Supreme Court Opening

The state's Special Supreme Court ruled October 2 that Justice Penny White's spot on the court must be filled by an East Tennessean-- this disqualified four of the candidates which were vying for the spot. The state's Judicial Nominating Commission met October 11 to interview the remaining nine candidates and select three from which Governor Don Sundquist can choose. In effect, the ruling says that any midterm vacancies of the two "at-large" seats on the state Supreme Court can only be filled from the same grand division that the vacating judge came from. Governor Sundquist has indicated that he would prefer to appoint a woman to the position, all other substantial qualifications being equal.

Justice White's seat is open after the Republicans won an important statewide election on August 6 which targeted her. She lost a referendum after a Republican smear campaign. White is the first female Supreme Court justice in Tennessee history. Tennessee law gives voters the opportunity to vote yes or no on judges at the end of their appointed term. She was appointed by Governor McWherter to fill out the term of a retiring justice and was up for a full eight-year term. The Tennessee Republican Party used Justice White's referendum as an effort to energize Republicans and show muscle statewide. Republicans portrayed a vote by White (and two other justices) that disallowed the death penalty for a man who raped and murdered an elderly woman as an example of Democratic liberals dominating the bench. The White referendum became a hot news story statewide, which hurt her as the free media attention stirred up the opposition. Democrats do not believe this loss will hurt their candidates, but it did give the state Republican Party, which has been on the defensive, a boost.

TennCare

This statewide demonstration, awarded on November 18, 1993, provides health benefits to Medicaid beneficiaries, uninsured state residents and those whose medical conditions make them uninsurable. TennCare currently services 1.1 million people of whom approximately 360,000 were previously uninsured. In October 1995, HCFA approved the state's plans to raise premiums for new eligibles with incomes over 100 percent of the federal poverty level, but it has not reached a decision on the state's plan to charge premiums for individuals below the federal poverty level. In April, the state's proposal to bring the seriously and persistently mentally ill population into managed care was approved. The Washington Post reported on TennCare in a three part series in July, both critical and supportive of the demonstration. This fall, Governor Don Sundquist appointed a group of individuals in forming a roundtable to brainstorm on how to fix TennCare.

Recently, the effectiveness of TennCare was questioned because infant mortality rates are up from 8.9 to 9.3 deaths per 1,000 live births. In addition, Tennessee's healthcare program is being criticized for its treatment of mental illnesses. A September 30 Knoxville News-Sentinel article reports that the early reviews of the TennCare Partners program -- the mental illness portion of the state program -- shows that uninsured working people are particularly hard hit by the new

policy which was implemented July 1. Apparently, under the new policy, mental and behavioral healthcare treatment is largely unavailable to uninsured persons, who did have some access prior to the change.

CONSTITUENCY GROUPS

Teachers

Teachers have become a less potent force in the state over the last few years through a lack of leadership. They are most influential in the Memphis area among the black middle class.

Organized Labor

Organized labor has traditionally been very supportive to Tennessee Democrats. Since Tennessee is a "Right to Work" state, the unions do not wield as much power as in some states. Jim Neeley and Eddie Bryan of the AFL-CIO are very important to statewide campaigns for the experience, money and physical resources they can provide. Representative Harold Ford has a very close relationship with the Postal Workers Union in Memphis. They are critical to his GOTV machine. The strong support of the AFSCME organization is critical to carrying Shelby County. In addition, both the teamsters and UAW are important players in state-wide efforts.

African Americans

Data shows that we have strong support here, yet high turnout remains a problem. We will need to have a strong GOTV effort. Nashville and Memphis have the largest African American populations in the state (Knoxville and Chattanooga also have significant African American populations). This group will be critical here for Clinton/Gore in '96. They will provide the winning votes in the two largest counties in Tennessee and could provide the winning edge for the state in general. In Memphis, Representative Harold Ford Sr., is the primary player that needs to be courted. He can provide the numbers--given the right working relationship. In Nashville, Chattanooga and Knoxville the power is more diffuse. There are several key African American elected officials as well as key community and religious leaders who need to be contacted and asked for their support.

Women's groups

The organized women's vote in Tennessee is most strongly felt in the major urban centers. Nashville has the most organized and productive group under the leadership of Margaret Behm.

Jewish groups

Many of the major Synagogues, Temples and other social organizations are becoming more involved in politics. The Jewish community is an important source of votes as well as campaign support and financing.

Tennessee Farm Bureau

This very influential group in small rural communities across Tennessee whom we are trying

to court. Former Governor McWherter is close to them.

PRESIDENT CLINTON'S ACCOMPLISHMENTS:

Tennessee

EXPANDING ECONOMIC OPPORTUNITY FOR ALL:

- **Unemployment Down to 4.4%:** The unemployment rate in Tennessee has declined from 6.1% to 4.4% since 1993.
- **269,200 New Jobs:** 269,200 new jobs have been created in Tennessee since 1993 -- 71% more than during the previous administration.
- **384,057 Receive Tax Cut:** Last year, 384,057 Tennesseans received a tax break through the Earned Income Tax Credit, which helps working families make ends meet.
- **121,000 Have Received a Raise:** 121,000 Tennessee workers have benefited from the increase in the minimum wage by \$.90 over two years, which went into effect on October 1, 1996. Another 121,000 will receive a raise on September 1, 1997.
- **898,000 Protected By Family & Medical Leave:** Approximately 898,000 Tennesseans are now covered by the Family & Medical Leave Law, which allows workers to take up to 12 weeks unpaid leave to care for a new baby or ailing relative.
- **Business Failures Down 9%:** Business failures have dropped 9% per year since 1993, after increasing 12% per year during the previous twelve years.
- **Homebuilding Up 17%:** Homebuilding has increased 17% per year since 1993 -- after declining 4% per year during the previous four years.

FIGHTING CRIME AND VIOLENCE:

- **863 More Police:** The President's 1994 Crime Bill has funded 863 new police officers to date in communities across Tennessee.
- **\$2.6 Million to Combat Domestic Violence Next Year:** Through the Violence Against Women Act, Tennessee will be able to utilize \$2.6 million in federal funds in FY97 to establish more women's shelters and bolster law enforcement, prosecution, and victims' services. Tennessee received \$2.3 million under VAWA in FY96.
- **\$7.7 Million to Keep Drugs & Violence Out of Tennessee's Schools:** Tennessee will receive \$7.7 million in FY96 for the Safe & Drug Free Schools Program, which invests in school security and drug prevention programs.

MOVING TENNESSEANS FROM WELFARE TO WORK:

- **76,809 Fewer People on Welfare:** There are 76,809 fewer people on welfare in Tennessee now than there were at the beginning of 1993 -- a 24% decrease.
- **Child Support Collections Up 96%:** Child support collections have been increased by over \$81 million -- or 96% -- in Tennessee since FY92.

EXPANDING ACCESS TO EDUCATION:

- **Over \$61 Million in Head Start Funding:** In FY95, Tennessee received \$61.6 million in Head Start funding, benefitting over 14,200 students.
- **285,700 Get Access to More Affordable Student Loans:** Approximately 285,700 Tennessee students -- 200,000 current borrowers and 85,700 new borrowers in the next few years -- will be able to take advantage of the new direct lending loan program and will benefit from lower interest rates and increased repayment options.
- **Over \$14 Million in Goals 2000 Funding:** Since 1993, Tennessee has received \$14.2 million in Goals 2000 funding. This money is being used to raise academic achievement by raising academic standards, increasing parental and community involvement in education, expanding the use of computers and technology in classrooms, and supporting high-quality teacher professional development.

PROTECTING THE ENVIRONMENT:

- ***6 Toxic Waste Sites Cleaned Up:*** Since 1993, the EPA has completed 6 Superfund toxic waste cleanups in Tennessee, in Chattanooga, Coluerville, Moscow, Gallaway, Lewisburg, and Waynesboro. There were no Superfund sites cleaned up in Tennessee during the previous twelve years combined.

SPEARHEADING URBAN AND RURAL RENEWAL EFFORTS:

- ***\$18 Million to Communities Across Tennessee:*** Memphis, Nashville, and the counties of Fayette, Haywood, Scott and McCreary were all designated Enterprise Communities in December, 1994 and were awarded \$3 million each to create more jobs, housing, and economic opportunity for area residents.

PROTECTING ACCESS TO HEALTH CARE:

- ***Access to Health Insurance Protected for 478,000:*** As many as 478,000 Tennessee residents in families with a worker who changes, loses, or leaves a job with health insurance will be guaranteed continued access to their health insurance under the Kennedy-Kassebaum bill the President signed into law on August 21, 1996.

PROVIDING DISASTER ASSISTANCE:

- ***Over \$80 Million in Disaster Assistance:*** Tennessee has received \$80.4 million in federal emergency assistance since 1993. This has helped the state recover from the severe snowfall and winter storms of 1993, flash flooding in the winter of 1994, and the tornadoes in June of 1995.

EXPANDING FUNDS FOR TRAVEL IMPROVEMENT:

- ***Over \$1.3 Billion to Improve Highway Transit:*** Over the past four years, Tennessee has received over \$1.3 billion in Federal aid highway apportionments. These funds have helped generate approximately 56,617 jobs -- both "direct" (on- and off-site highway construction jobs) and "indirect" (in supply industries like cement and steel).
- ***\$102 Million in Airport Funding:*** Tennessee has received \$102 million to fund airport improvements at the Knoxville Downtown Island Airport, the Knoxville McGhee Tyson Airport, Memphis International and Nashville International.

ECONOMIC PROGRESS IN TENNESSEE UNDER PRESIDENT CLINTON

President Clinton's strategy to strengthen the economy is based on reducing the federal budget deficit, lowering trade barriers, and empowering workers, families, businesses and communities to succeed. Here are some of the results for Tennessee after the first 43 months of the Clinton Administration:

Improved Economic Conditions in Tennessee:

- The unemployment rate has dropped from 6.1% to 4.4%.
- Nearly twice as many new jobs **per year** – 75,126 vs. 39,275 average during the previous 4 years. In 43 months, Tennessee has added 269,200 total jobs, after adding 157,100 during the previous 4 years combined.
- Nearly twice as many new private-sector jobs **per year** – 66,809 vs. 34,450 average during the previous 4 years. In 43 months, Tennessee has added 239,400 private-sector jobs, after adding 137,800 during the previous 4 years combined.
- 5,000 new manufacturing jobs in 43 months – more than during the previous four years combined.
- The Help Wanted Index has increased 49%.
- Bank lending has increased by \$11.4 billion – after declining by \$2.0 billion during the previous 4 years.
- Business failures have dropped 9% **per year** – after increasing 12% **per year** during the previous 12 years.
- Home building has increased 17% **per year** – after dropping 4% **per year** during the previous 4 years.
- Consumer confidence has increased 63% – after falling 31% over the previous 4 years.

What President Clinton's Accomplishments Have Achieved for the People of Tennessee:

\$15,000 OF REDUCED FEDERAL DEBT FOR EVERY FAMILY OF FOUR IN TENNESSEE: The national debt will be **more than \$1 trillion** lower over 7 years than was projected before the passage of the President's economic plan. That's about \$15,000 of reduced federal debt for each family of four in Tennessee.

19 TIMES MORE TENNESSEE FAMILIES RECEIVE A TAX CUT THAN A TAX INCREASE: As a result of the expanded Earned Income Tax Credit, 384,057 working families in Tennessee will receive a tax cut. This compares to an increase in the income tax rate for only the 20,469 wealthiest taxpayers in Tennessee.

TAX CUT FOR 25,586 SMALL BUSINESSES IN TENNESSEE: The President helped entrepreneurs, proprietors, and other small businessmen and women by expanding the annual expensing allowance from \$10,000 to \$17,500. About 25,586 small businesses in Tennessee are likely to benefit from the expansion of the expensing allowance this year alone *and many more will benefit over the coming years.*

898,000 TENNESSEE WORKERS PROTECTED BY FAMILY AND MEDICAL LEAVE ACT: The Family and Medical Leave Act allows workers to take up to 12 weeks of unpaid leave for the birth of a child, to care for a sick family member, or if they become too sick to work. This law covers about 897,527 workers in Tennessee, and protects the jobs of 53,918 workers in Tennessee who are likely to use unpaid leave this year alone.

285,700 STUDENTS AND FORMER STUDENTS IN TENNESSEE WILL BE ABLE TO BENEFIT FROM STUDENT LOAN REFORMS: Approximately 285,700 Tennessee borrowers -- 200,000 current borrowers and 85,700 new borrowers in the next few years -- can take advantage of the new direct student loan program by participating directly in the program or by consolidating guaranteed loans into direct loans. Some will benefit from lower interest rates, and all will benefit from more repayment options, including income contingent repayment.

THE WHITE HOUSE
WASHINGTON

October 25, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: ANN WALKER

RE: Local Issues Briefing -- Nashville, Tennessee

CRIME

Man Admits Son Was Killed During Drug Deal

Donald Cherry, a white man who previously claimed his 2-year old son was fatally shot in a traffic dispute with black teenagers, recently admitted he lied about the circumstances surrounding the death. In actuality, the toddler was killed while in the car with Cherry and another child during a back-alley drug deal last weekend.

State Senator Charged with Leaving the Scene of a Fatal Accident

Republican Tennessee State Senator Carl Koella was charged this week with fleeing the scene of an accident involving a death. Koella, a 26-year legislative veteran currently running for reelection, claims he did not realize that he cut off motorcyclist Terry Barnard, causing him to hit Koella's minivan before crashing into a second car and sustaining fatal injuries.

EDUCATION

School-to-Career Program

Nashville recently implemented the School-to-Career program which aims to increase the qualified job applicant pool and ensure that all high school graduates are prepared for a career and further education by the year 2010.

Metro School Board Proposals

The Metro school board recently announced its Commitment to the Future initiative that gives inner-city students the choice of attending elementary schools outside of their designated zone and funds transportation to 24 magnet programs and six enhanced option schools, featuring benefits such as 15:1 pupil-teacher ratios, more technology and gifted student programs.

HEALTH CARE

TennCare Money Limited

A growing number of seniors, ineligible for supplemental Medicare coverage and private insurance, are turning to TennCare. The swelling ranks of TennCare recipients over the age of 65 have created funding shortages for care to children.

TRANSPORTATION

Child Killed By Air Bag

Recently, the National Highway Traffic Safety Administration (NHTSA) concluded, for the first time, that a Nashville child properly buckled into a seat was killed by an air bag in a low-speed accident. The Parents' Coalition for Air Bag Warnings believe the NHTSA should clearly display a warning label stating that belted and unbelted children can be killed by passenger-side air bags.

THE WHITE HOUSE
WASHINGTON

OCTOBER 25, 1996

MEMORANDUM FOR THE PRESIDENT

FROM: KITTY HIGGINS *Kitty*
SUBJECT: HOT ISSUES --TENNESSEE (NASHVILLE)

Food Stamp Concern: Tennessee's food stamp payment error rate for FY95 was 10.6 percent, above the national average of 9.72 percent. The state faces a sanction of \$441,526. (USDA)

Peter Knight's ties to TVA: The local press has focused negative attention on ties between the Tennessee Valley Authority (TVA) and the Clinton/Gore campaign manager. As a former TVA lobbyist, Knight has been accused of trying to use that position to influence the re-appointment of Clinton appointee Johnny Hayes to the TVA board. Additionally, the TVA has been suspected of favoring Clinton/Gore allies in awarding its contracts. (DOC)

Nashville Minority Contractors: African American members of the Nashville City Council are concerned that less than one percent of the work at the \$130 million Nashville arena project went to minority contractors. These city council members withheld their support for the football stadium (to be the home of the relocating Houston Oilers) until Mayor Bredesen agreed to fund a \$500,000 study of city contracting disparity. (DOC)

Private School Endangered: Phoenix Academy, a Nashville private school that opened this fall, is beset by financial problems after revelations that its founder and headmistress used tuition money to fund a lavish spending spree. The headmistress, Barbara Bachman, allegedly used the money to buy diamond necklaces, crystal, Chinese rugs, two Lexus luxury cars and other items. Parents have taken over the school and reached a settlement with Bachman. No criminal charges have been brought. The matter is receiving very heavy local media attention and some national coverage. (DOEd)

Desegregation Plan: The Nashville-Davidson Metro Council is discussing a plan developed by the Metro school board to end decades-old court-ordered supervision of school desegregation. The plan would allow for limited choice among public schools. Some council members and parents advocate allowing parents to choose among all public schools in the district. On October 19, Mayor Bredesen stated that the council should consider this option, which some African-American council members say would resegregate the school system. (DOEd)

Nashville, Tennessee

Crime Statistics

Obtained from the UCR 1995 Preliminary Report:

<u>Crime</u>	<u>1994</u>	<u>1995</u>	<u>% Increase/Decrease</u>
Overall Index	52,469	56,090	+7%
Murder	73	105	+44%
Rape	508	487	-4%
Robbery	2,652	2,675	+1%
Assault	6,142	6,109	-1%
Burglary	8,342	8,236	-1%

COPS

Nashville received \$11,305,904 million to hire or redeploy 186.7 new community police officers.

Curfew

A nighttime curfew for youths under 18 has been in place for a long time and is actively enforced.

Truancy

An attendance workers will contact the parents/guardians of truant students. If the student does not improve his/her attendance record, the parents can be cited and taken to court where they are usually fined. Scattered community programs like "Share Project" involve principals, social workers, and others to work with truants.

School Uniforms

There is no school uniform policy, although three elementary schools are trying uniforms. Two of them started just this year. One uniform policy does not require families to purchase uniforms but does require students to dress in white and black. Schools which do use purchased uniforms do not force parents who disagree with the policy to make the purchases.