

Withdrawal/Redaction Sheet

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. report	Re: Leon G. Lipscombe, Sr. (partial, POB) (1 page)	11/19/1999	b(6)
002. list	Re: Teen Pregnancy function (partial, DOB, SSN) (3 pages)	02/22/2000	b(6)

COLLECTION:

Clinton Presidential Records
First Lady's Office
Melanne Verveer
OA/Box Number: 19751

FOLDER TITLE:

Domestic Women's Issues #4 [binder] [3]

2013-0534-S

ry1793

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

Clinton Presidential Records Digital Records Marker

This is not a presidential record. This is used as an administrative marker by the William J. Clinton Presidential Library Staff.

This marker identifies the place of a tabbed divider. Given our digitization capabilities, we are sometimes unable to adequately scan such dividers. The title from the original document is indicated below.

2/23/00

Divider Title: _____

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, FEBRUARY 23, 2000

FINAL

WASHINGTON, DC

SCHEDULER:	JANNA PASCHAL	
	202/456-5373	PHONE
	202/456-5340	FAX
	202/939-0504	HOME
	WHCA PAGER #	4939
	DINO MILANESE	
	202/456-6751	PHONE
	202/456-5340	FAX
	202/234-6006	HOME
	WHCA PAGER #	4289

PREV RON The White House

9:45- BRIEFING WITH POTUS
9:50am Map Room

9:50- SPAIN STATE ARRIVAL CEREMONY
11:00am South Portico
 POOL PRESS/WH PHOTO

FORMAT

- The President and The First Lady meet in the Diplomatic Room for confirmation of the arrival of King Juan Carlos I and Queen Sofia.
- Tom Groppel will then escort The President and The First Lady to their places at the South Portico doors.
- The President and The First Lady will be announced as they proceed to the edge of the red carpet at the drive.
- King Juan Carlos I and Queen Sophia arrive to the Diplomatic Entrance of the White House.
- Ambassador French introduces King Juan Carlos I and Queen Sofia to The President and The First Lady.
- The President introduces King Juan Carlos I and The First Lady introduces Queen Sofia to Secretary of State, Madeleine Albright, and General and Mrs. Shelton.
- The President escorts King Juan Carlos I onto the reviewing stand.
- The First Lady escorts Queen Sofia to their positions along the reviewing stand in front of the official Delegation of Spain.

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, FEBRUARY 23, 2000

PAGE 2

- The Official Ceremony begins.
- Upon conclusion of the ceremony The President and The First Lady escort King Juan Carlos I and Queen Sophia into the Diplomatic Reception Room and proceed to the Red Room via elevator to view gifts and to the Blue Room to sign the guest book.
- The U.S. welcoming committee and the Official Delegation of Spain are escorted to the Diplomatic Reception Room.
- The Four principals form a receiving line in front of the Grand Staircase in Grand Foyer in the following order:
The President, King Juan Carlos I, The First Lady, and Queen Sofia.
NOTE: The receiving line flows from north to south.

PARTICIPANTS

The President
The First Lady
King Juan Carlos I
Queen Sofia
Secretary Albright
General and Mrs. Shelton
Ambassador French

11:00-
11:30am

COFFEE WITH QUEEN SOPHIA
Yellow Oval Room
CLOSED PRESS/WH PHOTO

FORMAT

- The First Lady escorts Queen Sophia to the Yellow oval Room for coffee.
- Note: Piano in Center Hall for coffee.

PARTICIPANTS

The First Lady
Queen Sophia

11:30-
11:50am

DOWN TIME

11:50am

DEPART The White House
EN ROUTE The Phoenix Park Hotel
[Drive time: 15 minutes]

SCHEDULE FOR HILLARY RODHAM CLINTON

WEDNESDAY, FEBRUARY 23, 2000

PAGE 3

12:05pm

ARRIVE The Phoenix Park Hotel

12:10-

DSCC WOMEN ON THE ROAD TO THE SEN. LUNCHEON

1:30pm

Room: Georgian Room
Phoenix Park Hotel
520 North Capitol Street, NW
Phone: 202/737-9550
Fax: 202/661-4592
CLOSED PRESS

GREETER:

John Zarza, General Manager Phoenix Hotel

FORMAT:

- Upon entering the Georgian Room, HRC will briefly mix and mingle with invited guests.
- HRC and invited guests will take their seats for lunch.
- Senator Murray makes opening remarks and introduces Senator Mikulski.
- Senator Mikulski makes brief remarks and introduces Senator Boxer.
- Senator Boxer makes brief remarks and introduces Senator Feinstein.
- Senator Feinstein makes brief remarks and introduces Senator Landieu.
- Senator Landrieu makes brief remarks and introduces Senator Lincoln.
- Senator Lincoln makes brief remarks and returns the program to Senator Murray.
- Senator Murray makes additional brief remarks and introduces HRC.
- HRC makes remarks.
- Upon conclusion of her remarks, HRC returns the program back to Senator Murray.
- Senator Murray opens the floor for discussion.
- Upon the conclusion of the discussion, HRC departs.

PARTICIPANTS: 40 guests

1:40pm

DEPART The Phoenix Park Hotel

EN ROUTE The White House

[Drive time: 15 minutes]

1:55pm

ARRIVE The White House

SCHEDULE FOR HILLARY RODHAM CLINTON

WEDNESDAY, FEBRUARY 23, 2000

PAGE 4

1:55-

DOWN TIME

2:20pm

2:20-

CAMPAIGN TO PREVENT TEEN PREGNANCY

2:50pm

Indian Treaty Room
Old Executive Office Building
Hold: 476
POOL PRESS/WH PHOTO

GREETERS:

Brenda Rhodes Miller, Director of DC Campaign
to Prevent Teen Pregnancy

FORMAT:

- Upon arrival HRC will proceed to hold
where Brenda Rhodes Miller will greet her.
- HRC will then proceed to The Indian Treaty
Room.
- Vicki Sant, Board Member of the DC
Campaign to Prevent Teen Pregnancy will
introduce The First Lady
- HRC will make brief remarks.
- HRC will depart.

PARTICIPANTS:

The First Lady
Secretary Alexis Herman
DC Campaign Board Members
115 Guests

3:00-

INTERVIEW WITH ELEANOR CLIFT AND TOM

3:30pm

BRAZAITIS

Map Room

CLOSED PRESS/PRINT REPORTER ONLY/WH PHOTO

PARTICIPANTS

The First Lady
Eleanor Clift
Tom Brazaitis
Lissa Muscatine

4:00-

PHONE TIME

4:30pm

4:30-

DOWN TIME

7:15pm

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, FEBRUARY 23, 2000

PAGE 5

7:15-

TBD

STATE DINNER

Private Reception: Yellow Oval room
Dinner/Toasts: State Dining Room
Entertainment: East Room
Attire: White Tie
POOL PRESS/WH PHOTO

FORMAT:

- The President and The First Lady depart Residence via elevator and proceed to the North Portico.
- King Juan Carlos I and Queen Sophia arrive to the North Portico and are greeted by The President and The First Lady at the top of the North Portico stairs.
- The Four Principals pose for photo on the steps of the North Portico.
- The four proceed to the Yellow Oval Room.
- The President, The First Lady, King Juan Carlos I, and Queen Sophia are announced to Honors down the Grand Staircase
- Upon conclusion of the receiving line, The Four Principals proceed to the Blue Room for a brief hold.
- The Four Principals are announced into the State Dining Room and proceed to their tables via Cross Hall.
- The President proceeds to the Eagle Lectern for toast.
- Dinner is served.
- The Four Principals proceed to the Blue Room for coffee and a brief hold.
- Performance begins.
- Upon conclusion of the performance The President makes brief remarks and thanks the performers.
- King Juan Carlos makes brief remarks.
- The Four Principals proceed to the Grand Foyer for dancing and mingling.
- The President, The First Lady, King Juan Carlos I, and Queen Sophia depart to the Residence.

RON

The White House

**Reception in Honor of the D.C. Campaign to Prevent Teen Pregnancy
Remarks by First Lady Hillary Rodham Clinton**

**Indian Treaty Room
Dwight D. Eisenhower Executive Office Building
Washington, DC
February 23, 2000**

Thank you all. I am just so delighted that this day has come and that we have such a distinguished group of people who have already pledged themselves to the campaign. And I got my sticker and I've got to put my sticker on too because I want to be considered part of the campaign and make sure that everybody knows that this is a very broad-based effort.

I want to thank Eleanor Holmes-Norton for being with us. Eleanor has been long involved in all kinds of good causes here in the District. I think we are also joined by a couple of other people who I would like to recognize: D.C. City Councilwoman Sandy Allen, thank you. Joyce Ladner, who has taken on the responsibility of chairing this board. Vicky Sant, who is my friend and said she would do everything she could to see this day come about some time ago. All of you who are members of the D.C. campaign's board of directors, thank you for serving. Brenda Rhodes-Miller, the campaign's executive director. Virginia Fleming and Dr. Herbert Niles, who together chaired the original Mayor's committee that helped pave the way for this overall effort that is being announced today. I want to congratulate you. (Applause.)

I want to congratulate you and welcome you to the White House. And I'm delighted to welcome so many young people who are here today who are committed to their own futures and the future of other young Washington, D.C. residents. And this D.C. Campaign to Prevent Teen Pregnancy is exactly what is needed to bring greater attention and visibility to this issue and enlist more people into the cause. And I thank and congratulate our five awardees for what they do every day to transform the lives of this city's teenagers.

You know, we're meeting at a hopeful time in our effort to reduce teen pregnancy in all of our communities. America's teen pregnancy rates are the lowest on record. Now here in the District, the rate has fallen by more than 30 percent since 1993. Now that means that fewer teens are getting pregnant, fewer teens are giving birth, and fewer teens are having abortions. And those are all really good news stories for us. (Applause.)

And therefore it means that more teenagers are getting a chance at a future that they can really make for themselves. And many of you in this room are the reasons why these statistics are heading in the right direction. Because of you, teenagers aren't choosing names for their new babies, but they're choosing majors in college. Young girls who might've spent their days changing diapers are now cashing hard-earned paychecks. Young men who might've looked for trouble on the streets are now looking toward the future—changing life pieces to masterpieces. So on behalf of the families whose lives you've changed, I thank you for your inspiration and your hard work.

But we all know we have a lot more work ahead of us, because despite the fact that we have lower rates of pregnancy, of birth, and of abortions, there are still too many of all in those categories. There are still too many children having babies. We know that in some neighborhoods in this city, like every other city—and in fact, most rural areas around our country as well—the percentages of births to teenagers out of wedlock are increasing. So even though the overall rate is going down, the number of single moms in their teenage years is still a very serious problem. We also know that the combination of single motherhood and teenage years is a recipe for children growing up in poverty without proper healthcare, nutrition, or nurturing.

Five years ago in his State of the Union address, the President challenged parents and leaders across our country to create a national campaign to prevent teen pregnancy. We recognized that fighting teen pregnancy had to be a comprehensive, grassroots effort enlisting all sectors of our society and using all strategies, from abstinence to better healthcare to after-school programs. That's why what you're doing here today is so critical, because we're bringing together business leaders, clergy, educators, parents and young people themselves, to help more teens choose better alternatives to early parenthood. We can make sure that every young person in this city has the opportunity to attend a world-class school. We can make sure that teenagers have things to say "yes" to, whether it's playing on a soccer team or starring in a school play or planning to go to college. We can make sure that every young person can count on the unconditional love of a caring adult, instead of a crying baby at home.

I know from the work that I've done—for more than over thirty years—with young families, young moms and their babies, that it is one of the saddest experiences you can have when you watch a young mother coping with a crying baby. And what used to be a lot of fun—dressing up that infant—becomes, as we have all experienced, the hard work of parenting a toddler, which is, you know, a lot more difficult. And the stages of development then that a child goes through are not being responded to as that child needs because the young mother herself has not had that experience and can't therefore really respond effectively.

I know that we can meet the goal that you have set, of cutting the teen pregnancy rate in our nation's capital in half by the year 2005. You have recognized in your slogan that it's time to change the conversation about teen pregnancy here in our nation's capital, and I hope that's exactly what we do and that we enlist more teens in this conversation for themselves.

I'm very pleased with the work that's been done so far and the progress that has been made in the national campaign. One of the best pieces of news from our national campaign is the strides that have been made in the African-American teen pregnancy and birth rate. That represented a real outreach of people from the entire community, making sure that the message got through to young people.

Well, here in the District of Columbia and our nation's capital, we have to redouble our efforts. And I hope that we enlist every church, every community group, every school, every parents' group, every neighborhood group that we possibly can reach to get this conversation going. And that young people themselves understand that they have a great deal at stake in postponing early parenting and in working for their own dreams and the kind of future we want to make possible for all of our children.

So thank you, thank you, thank you. I look forward to more reports and information about your successes. And I know with the kind of people assembled here and the leadership of this campaign, we're going to see a lot of positive changes in the lives of the young people of this District.

Thank you all very much.

February 22, 2000

**DC CAMPAIGN TO PREVENT TEEN PREGNANCY
CONVERSATION CHANGERS AWARDS**

DATE: Wednesday, February 23
TIME: 2:20pm – 2:50pm
LOCATION: Indian Treaty Room
Old Executive Office Building
FROM: Brenda Costello

I. PURPOSE

To help launch the DC Campaign to Prevent Teen Pregnancy and to deliver remarks at their First Annual *Conversation Changers Awards Ceremony*.

II. BACKGROUND

On Wednesday afternoon, you will participate in a ceremony to formally launch the DC Campaign to Prevent Teen Pregnancy at the White House. You will deliver remarks at the *Conversation Changers Awards Ceremony*, recognizing successful DC programs that are working to “change the conversation” about teen pregnancy and highlighting the success of the National Campaign to Prevent Teen Pregnancy.

Wednesday night, the DC Campaign to Prevent Teen Pregnancy (DC Campaign) will host a Teen Town Hall meeting at Children’s Hospital with 50 teens from the District, who will discuss their strategies to avoid unwanted pregnancy. Thursday morning, the DC Campaign will hold a press conference to announce recent report/polling results.

DC Campaign to Prevent Teen Pregnancy

After several years of working together on the District’s program to reduce teen pregnancy, a coalition of community leaders, organizations and private foundations has formed the DC Campaign to Prevent Teen Pregnancy (DC CPTP). This partnership seeks to change the conversation about teen pregnancy and to reduce DC’s teen pregnancy rate by 50 percent by 2005. Founders saw a need for a consistent, coordinated effort with teens and adults to “change the conversation” from methods of prevention (abstinence and contraception) to what motivates teens to make healthy, deliberate decisions to avoid pregnancy.

In addition to a prominent Board of Directors, the DC Campaign will establish five task forces to help realize their goals. While not providing direct services, the leadership task forces (business, youth, religion and public values, media and entertainment and local programs and research) will be comprised of a diverse group of community and religious leaders, local service providers, researchers and activists, national organizations, the media, and young people. Strategies include working with natural/community institutions such as family, church, schools and neighborhoods, as well as building on quality programs that already exist. In addition, the DC campaign will

attempt to engage every segment of the community in its efforts, and most importantly motivate District teens to guide and lead the work.

Mirrored on the National Campaign to Prevent Teen Pregnancy, which has been very successful, the DC campaign is currently funded entirely by private foundations, including its principal funder, the Summit Fund of Washington, which has pledged \$750,000 over three years. The Phillip Graham Foundation, the Cafritz Foundation and the Stuart Foundation have also made significant pledges.

Teen Pregnancy Statistics

According to 1996 statistics, the most recent available, the **pregnancy** rate for teens age 15-19 in the District of Columbia was 165 per 1000 (representing 3,400 teen pregnancies), a decrease of 31 percent from 1993 (yet still dramatically higher than the 1996 national rate of 97.3/1,000). Nearly 1 in 6 District girls became pregnant in 1997 compared to the national average of 1 and 10. Many of them will have a second child before they are 20.

Nationally, the teen **birth** rate has fallen seven years in a row, by 18 percent from 1991 (62.1) to 1998 (51.1). The teen pregnancy rate is now the lowest rate on record. [CDC, National Vital Statistics report, 10/99] Estimated birth rates for teens in the District of Columbia declined 29 percent from 1993, but in 1997 (at 91) remains almost twice the national rate of 52.3.

According to statistics compiled by *Child Trends*, the teen pregnancy rate, birth rate and abortion rate have all declined over the past several years, and therefore the decline in birth rate is not due to an increase in abortion.

Format

You will arrive near at the top/beginning of Wednesday's two-hour program in the Indian Treaty Room. DC Campaign Executive (and former National Campaign Deputy Director) Brenda Rhodes Miller will greet you upon arrival. Director Secretary of Labor Alexis Herman is scheduled to make welcoming remarks, followed by DC Campaign Board Chair Dr. Joyce Ladner and then award presentations (speaker bios and awardees bios attached).

The DC Campaign has invited over 100 guests, including Board members, funders, local program providers and teenagers from the District.

III. PARTICIPANTS

- The First Lady
- Brenda Rhodes Miller, Director of DC Campaign to Prevent Teen Pregnancy
- Vicki Sant, Board Member of the DC Campaign to Prevent Teen Pregnancy

IV. SEQUENCE OF EVENTS

- Upon arrival The First Lady will proceed to hold where Brenda Rhodes Miller will greet her.
- The First Lady will then proceed to The Indian Treaty Room.
- Vicki Sant, Board Member of the DC Campaign to Prevent Teen Pregnancy will introduce The First Lady
- The First Lady will make brief remarks.
- The First Lady will depart.

V. PRESS

Pool press/WH Photo.

VI. REMARKS

Provided by June Shih.



The Consequences of Teen Pregnancy in the District of Columbia

The most obvious consequence of teen pregnancy is that babies are born to young parents who still need parenting themselves. Under the best of circumstances, parenting is a hard job, requiring time, attention, patience and resources ranging from maturity to money. Most teens, through no fault of their own, are just not ready for the job.

- Fewer than one third of teens who begin their families before age 18 ever finish high school.
- Nearly 80% of teen mothers eventually require public assistance to support themselves and their families
- The children of teen parents are:
 - twice as likely to be abused or neglected and twice as likely to grow up in poverty.
 - 50% more likely to repeat a grade and
 - far more likely to drop out of high school than their peers.
- The sons of teen mothers are nearly three times more likely to be incarcerated.
- The daughters of teen mothers are up to 83% more likely to become teen-age mothers themselves.

"The children born to teens bear the brunt of their mothers' young age," as reported by Douglas Kirby. "When compared to children born to women aged 20 and older, babies born to mothers aged 15-17 have less supportive and stimulating home environments, poor health, lower cognitive development, worse educational outcomes, higher rates of behavior problems and higher rates of teen childbearing themselves."

Teenage pregnancy and childbearing also have consequences in the form of increased welfare costs:

- In 1996, the most recent year for which data are available, the federal government spent over \$38 billion to provide services and support to families that began with a birth to a teen.

Sources: Wertheimer and Moore, *Childbearing by Teens*, Urban Institute 1998; R. Maynard, ed. *Kids Having Kids*, Urban Institute 1997; Douglas Kirby, *No Easy Answers*, The National Campaign to Prevent Teen Pregnancy, 1997; Ammie Feijoo, *Teenage Pregnancy: The Case for Prevention*, Advocates for Youth, 1999.



1112 Eleventh Street, NW
Suite 100
Washington, DC 20001

202-789-4666
202-789-4661 (fax)
Info@teenpregnancydc.org



DC Campaign to Prevent Teen Pregnancy

First Annual Conversation Changers Awards

Honoring Outstanding
Teen Pregnancy Prevention Programs
in the District of Columbia



Indian Treaty Room/White House
2 pm
February 23, 2000

PROGRAM

Welcome

The Honorable Alexis Herman
Secretary of Labor

Introductions

DC Campaign Board Chair, Dr. Joyce Ladner

Award Presentations

Life Pieces to Masterpieces
Presented by Carol Thompson Cole

Mary's Center for Maternal and Child Care Teen Program
Presented by James Wagoner

Teen Life Choices
Presented by *Rev. Leon Lipscombe, Sr.*

Children's Hospital Adolescent Health Program
Presented by Vicki Sant

Covenant House Middle School Project
Presented by the Honorable Sandra Allen

Introduction of Distinguished Guests
DC Campaign Board Chair, Dr. Joyce Ladner

Remarks

Hillary Rodham Clinton (Invited)

DC Campaign to Prevent Teen Pregnancy
Video Presentation

Closing Remarks

DC Campaign Director, Brenda Rhodes Miller

Board of Directors

Joyce Ladner, Chair
Brookings Institution

Sandy Allen
Human Services Committee
District Council

Amanda Deaver
Shandwick Public Affairs

Katherine Graham
Washington Post

Vincent Gray
Covenant House

Dr. Dorothy I. Height
National Council of
Negro Women

Sheila Johnson
Black Entertainment Television

Mary Jo Lazear
International Women's
Health Specialist

Virginia Fleming, President
DC Campaign to Prevent Teen Pregnancy

Reverend Leon G. Lipscombe, Sr.
Allen Chapel A.M.E. Church

C. Payne Lucas
Africare

Charles F. C. Ruff
Covington and Burling

Vicki Sant
Summit Fund of Washington

Carol Thompson Cole
The Curtex Group

Marian Urquillo
Columbia Heights/Shaw
Neighborhood Collaborative

James Wagoner
Advocates for Youth

Brenda Rhodes Miller, Director
DC Campaign to Prevent Teen Pregnancy

DC Campaign Would Like to Thank:

Summit Fund of Washington

Philip L. Graham Fund

Morris and Gwendolyn Cafritz
Foundation

The Stewart Foundation

The Cohen Foundation

Consumer Health Foundation

For their generous support.

about DC Campaign to Prevent Teen Pregnancy

The mission of DC Campaign to Prevent Teen Pregnancy is to cut DC's teen pregnancy rate by 50% by 2005.

For too long, conversations about teen pregnancy prevention in the District of Columbia have started and stopped with adults talking about either abstinence or contraception. While it is true these are the only ways to prevent pregnancy, the real conversation has to be about what it takes for teens to make a deliberate decision to prevent pregnancy in the first place.

Research tells us that teen pregnancy is less likely when boys and girls:

- Feel connected to their parents and other caring adults
- Have safe places to learn, play and interact with peers
- Have easy access to teen-friendly family planning services
 - Experience school success at an early age
 - Have a sense of belonging

According to 1997 data, the most recent available, the rate of teen pregnancy in the District of Columbia was 152 per 1000 teens age 15-19, dramatically higher than the national rate.

Nearly 1 in 6 District girls became pregnant in 1997 compared to the national average of 1 in 10. This shocking number is enough to fill a high school.

What DC needs is a new city-wide conversation . . . A conversation with teens and adults . . . A conversation about what motivates adults to help teens make healthy, positive choices . . . A conversation about what motivates teens to avoid pregnancy altogether.

Thank you for joining us to recognize the programs in our city that are working to change the conversation!

Year 2000 Conversation Changers

Life Pieces to Masterpieces

Larry & Mary Quick, Directors

Life Pieces to Masterpieces (LPTM) works to empower boys and young men to realize the value of life's experiences and use the knowledge gained by experience to create a positive lifestyle. Its mission is to support challenged youth in gaining access to opportunities that further their development. Life Pieces to Masterpieces emphasizes the values of Spiritual Principles, Meditation, Loving, Giving, Language, Arts, Discipline, and Leadership.

Focusing on male youth from urban communities, LPTM engages youth in the process of self discovery by providing mentoring relationships, encouraging artistic expression and rewarding that expression with recognition in the community.

Mary's Center for Maternal and Child Care Teen Program

Maria Gómez, RN, MPH, Executive Director

Elida Vargas, MN, Teen Program Director

Virginia Apodaca, Chair

Mary's Center for Maternal and Child Health provides women and children who lack medical insurance with reproductive, perinatal, and pediatric health services in a bilingual, family oriented, and culturally sensitive environment. The mission of Mary's Center is to provide holistic and culturally responsive health care to women and their families, and to recognize the critical importance of the woman's social environment and emotional well-being.

One of the many programs at Mary's Center is a Teen Health Services Program which provides primary health care, pregnancy prevention, counseling and educational support to uninsured adolescents. The center hosts a Saturday Teen Clinic that allows

teens to utilize the center for health education and other health care services in a teen centered environment as well as provides outreach in local high schools.

By allowing teens to have their own time at the clinic and encouraging them to reach out to their peers, Mary's Center is promoting teens taking ownership of their health care and empowering them to become healthy and responsible young adults.

Teen Life Choices

Helena Valentine, Program Administrator

Teen Life Choices (TLC) is a program of Catholic Charities, and is located in Ward 7. Started in 1987 by citizens concerned with the alarming rates of teen pregnancy, TLC is a product of the Southeast Washington community.

The primary goal of TLC is to prevent pregnancy among teens and reduce the incidence of infant mortality through a variety of educational programs and enhancement services

TLC is a drop-in center that provides counseling, pregnancy screening, and support for pregnant teens; after school programs that consist of tutoring, supervised homework, daily sessions, snack, and recreation; a summer enrichment program that includes field trips, sessions, snacks, and recreation; and an outreach program that does weekly outreach to 6 elementary, middle and high schools in addition to regular community outreach.

The primary goal of TLC is to prevent pregnancy among teens and reduce the incidence of infant mortality through a variety of educational programs and enhancement services. By approaching the problem of teen pregnancy from a holistic perspective, Teen Life Choices is providing an exemplary service to the teens of Ward 7.

The Generations Program, Children's National Medical Center
Dr. Tina Cheng, Medical Director
Brenda Shepard Vernon, Social Work Director

The Generations Program at Children's National Medical Center was developed to meet the needs of young teen parents and their children. Generations provides support for teens and prevents them from becoming second-time parents.

The program addresses all aspects of teen parenting from education about child nutrition and development to family planning and prevention of sexually transmitted diseases. In addition to providing complete medical services for both teen parents and their children, Generations provides psychosocial support, employment counseling, parenting education, and nutritional support. Generations also connects teens with other social service agencies so that they can continue to get proper care after they are no longer eligible for the program.

Covenant House Washington
Peer Supported Pregnancy Prevention Project
Vincent C. Gray, Executive Director
Dr. Reginald F. Wells, Chairperson

The Covenant House Washington Peer Supported Pregnancy Prevention Project (PSPPP) aims to enable youth living in Anacostia and Congress Heights to confront teen pregnancy and pregnancy prevention among their peers.

Concentrated in Ward 8, the ward with the highest teen birth rates in the District, the program is based in 4 elementary schools and consists of 10 male and female students are trained in peer leadership and peer education. The PSPPP curriculum encourages youth to make value, moral, and information-based decisions about sexual relationships and creatively relays the effect of poverty, lack of opportunity and social disorganization on those relationships.

It's time
to change the
conversation.

DC Campaign to Prevent Teen Pregnancy

BOARD OF DIRECTORS

Chair

Joyce Ladner
Brookings Institution

President

Virginia Fleming

Sandy Allen
Council of the District of Columbia

Rev. Leon Lipscombe, Sr.
Allen Chapel A.M.E. Church

Amanda Deaver
Shandwick Public Affairs

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Dr. Dorothy I. Height
National Council of Negro Women

Carol Thompson Cole
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Sheila Johnson
Black Entertainment Television

Marian Urquillo
*Columbia Heights/Shaw
Neighborhood Collaborative*

Mary Jo Lazear
*International Women's
Health Specialist*

James Wagoner
Advocates for Youth

Director

Brenda Rhodes Miller

Nov 19 89 03:01p

Council Member Allen

202-724-8055

P. 1



**COUNCIL OF THE DISTRICT OF COLUMBIA
WASHINGTON, D.C. 20001**

Sandra C. Allen
Chair, Human Service Committee

Committee Member of:
Consumer of Regulatory Affairs
Economic Development
Public Works & Environment

**Sandra C. "Sandy" Allen
Councilmember Ward Eight**

Sandra C. "Sandy" Allen is the Ward Eight representative to the Council of the District of Columbia. She was elected to her first term in the general election held on November 6, 1996, and appointed Chairperson of the Committee on Human Services nine months later. Ms. Allen is a fourth generation Washingtonian who has resided in the Ward Eight community most of her life.

Councilmember Allen served 17 years of her professional career in the District of Columbia Government. Prior to being elected Ward Eight Representative to the Council she served as an employee in the following agencies: Department of Public Works, D.C. Department of Corrections, the Council of the District of Columbia, and Department of Human Services as well as Ward Eight Constituent Coordinator for Mayor Marion Barry.

Sandra C. Allen served for twelve years as a Advisory Neighborhood Commissioner in the District of Columbia and enhanced the delivery of community services and programs that are administered by local, federal and private organizations. In addition, she serves on the following Council Committees: Consumer and Regulatory Affairs, Public Works and the Environment, and Local and Regional Affairs.

For many years Councilmember Allen has been and continues to be affiliated with several civic organizations such as the Community Equity Empowerment Partnership (CEEP), Metropolitan Washington Council of Governments (COG), The Native Washingtonian Club, and the Seventh District Citizen Advisory Committee. Sandra C. Allen is an active member of Friends of the D.C. Commission for Women, Metropolitan Women Democratic Club, a board member of The Town Hall Education Art and Recreation Center (The ARC), and the Anacostia Coordinating Council. As Chairman of the Committee on Human Services, Councilmember Allen is committed to improving the overall quality of life for all citizens of the District of Columbia. She has been recognized throughout the Metropolitan Washington Area for her outstanding achievements on both national and local levels which includes the Mayoral Proclamation designating July 30, 1999, as "Sandra C. "Sandy" Allen Day," in recognition of her outstanding work with youth, an Honorary Citizenship Award from the City of Baltimore and Governor's Citation from Maryland. Councilmember Sandra Allen is also a member of Leadership Washington Class of the Millennium (2000).

The Councilmember is the proud parent of two sons, Gilbert and Jon Allen. She has a host of grandchildren who also reside within the Ward Eight Community and attends the DC Public Schools.

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. report	Re: Leon G. Lipscombe, Sr. (partial, POB) (1 page)	11/19/1999	b(6)

COLLECTION:

Clinton Presidential Records
First Lady's Office
Melanne Verveer
OA/Box Number: 19751

FOLDER TITLE:

Domestic Women's Issues #4 [binder] [3]

2013-0534-S
ry1793

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
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Nov-19-99 04:57P Rev. Leon G. Lipscombe Sr 202-889-2198

P.02

Rev. Leon G. Lipscombe, Sr., was born in (b)(6) [001]
He is the son of the late Hillard and Agnes Lipscombe and the twin
brother of the late Leona E. Durham. He later moved to Washington,
D.C. He attended the public schools in the District Of Columbia. He
received his Bachelor Of Divinity Degree from Howard University School
Of Religion.

In 1948, Rev. Lipscombe accepted the call to preach the Gospel of
Christ. He was licenced to preach in 1949. Rev. Lipscombe's first
pastoral assignment was to pastor at Hunter Memorial A.M.E. Church
in 1956, in Suitland, Maryland, which had no members. As a result of
his dedicated religious work in the community, a congregation grew
and became an organized church body. Under his administration, the
first phase of the church's present structure was build. In 1966
Rev. Lipscombe was appointed to pastor Reid Temple A.M.E. Church in
Washington, D.C. During his tenure at Reid, a number of improvements
were made among which was a new roof on the church and a new heating
and air condition system.

In 1970, Rev. Lipscombe was assigned to his present pastorage at
Allen Chapel A.M.E. Church, located in Southeast Washington. Under
his leadership at Allen, the membership has grown from 200 to 1500.
Rev Lipscombe is an energetic, fiery, charismatic pastor who
enthusiastically demonstrates his civic responsibilities, as well,
for Gods children. Caring for the sick and shut-in, homebound,
broken-hearted and broken-spirited, rich and poor alike, he says,
"Preaching the Gospel of Jesus Christ reaches beyond the pulpit".
Under the pastorate of Rev. Leon G. Lipscombe, Sr., additional
property has been acquired, i.e., an apartment building, a church
parsonage, a building where an outreach ministry is provided for the
community, a second day care center, a house know as the Tillie Wright
Home to eventually house senior citizens. In 1992, he received the
Denominational Service Award for building the largest AME Church
within the past 50 years in the District Of Columbia, consistent
growth and increase ministries to nuture congregational needs by the
2nd Episcopal District A.M.E. Church.

On Sunday, April 13, 1997, through Rev. Lipscombe's expert leadership,
the Allen Church family celebrated the early retirement of the
mortgage on their edifice.

Rev. Lipscombe is affiliated with many community and religions groups.
He holds membership in the following: Member of the Board of East of
the River Development Corporation; Director of Church Expansion for
the AME Churches; Board of R.I.G.H.T., Inc. (Residing in Group Homes
Together); Trustee of the Washington A.M.E. Conference; 7th District
Community Board; Stanton School Board; Ft. Stanton Civic Association;
Southeast Group Ministry; A.M.E. Ministers Alliance; Black Clergy
Association; Coalition of Concerned Leadership of Metropolitan D.C.;
National Presidential Prayer Breakfast Committee; Free and Accepted
Masons; Southern Christian Leadership Conference, D.C. Chapter;
National Urban League; Co-Chair of Peoples House; Friends of the
Nation's Capitol; Church Leadership Seminar; Chairman of Expansion
Committee of Washington Conference; Board of Examiners of Washington
Conference; Board of Whitman Walker Clinic and Prison Fellowship.
Serves as Trustee of the Washington A.M.E. Conference; works with the
"Do It Here First" Pilot Food and Nutrition Project with Churches to
help feed the poor. Rev. Lipscombe is a past president of the
Ministerial Alliance of the A.M.E. Churches in the Capitol Area, which
is the official connection, linking the ministers and church of the

Nov-19-99 04:58P Rev. Leon G. Lipscombe Sr 202-889-2198

P.03

African Methodist Episcopal denomination in the Capitol Area. He has also been the recipient of numerous awards, recognitions and honors.

Rev. Lipscombe is married to Ida Rice Lipscombe, and is the father of four children - Jacqueline, Gregory (deceased), Veldon and Leon, Jr. (deceased). He is a grandfather, great grandfather, godfather of many and mentor to many. As an inspiring, committed and captivating spokesman for God, Rev. Lipscombe would like people in his community to see Allen Chapel as a full service ministry. Ministering to the whole person, 24 hours a day. He envisions a 24 hour child care service to add to the already existing day care service.

NOV 19 1999 11:15 FR ADVOCATES FOR YOUTH 202 347 2263 TO 7894661

P.05/05



**James Wagoner, President
Advocates for Youth**

James Wagoner assumed the helm of Advocates for Youth, a leading national organization on adolescent reproductive and sexual health, in September 1997. A respected public policy and reproductive health expert and a compelling speaker, Mr. Wagoner previously served as executive vice president of the National Abortion and Reproductive Rights Action League (NARAL), where he was instrumental in shaping NARAL's communications, policy, and public education campaigns.

Prior to that, Mr. Wagoner served as chief of staff to Senator Howard M. Metzenbaum (D-OH), where he started as special assistant on aging and later became legislative assistant to two key Senate panels: the Budget Committee (1983-1986) and the Labor and Human Resources Committee (1986-1988).

Mr. Wagoner is now putting his vast and distinguished reproductive health experience to work for teenagers in the United States and abroad, spearheading a national effort at Advocates for Youth to heighten public awareness and response to the critical reproductive and sexual health needs of adolescents, leading Advocates toward a new period of growth and development, and intensifying message development.

An avid sports fan, Mr. Wagoner graduated from Georgetown University with a bachelor's degree in philosophy and worked for a time during the late 1970's on the parliamentary staff in Ireland. He is the father of two sons and lives in Arlington, Virginia.

Brenda Rhodes Miller

Brenda Rhodes Miller directs the DC Campaign to Prevent Teen Pregnancy, a newly formed organization with the mission of cutting DC's teen pregnancy rate in half by 2005. Before joining the DC Campaign, Miller was deputy director of the National Campaign to Prevent Teen Pregnancy where she launched the highly successful Youth Leadership Team and managed staff responsible for task forces on religion and public values and state and local action.

She has over twenty years of senior level experience in non profit management including Planned Parenthood of Metropolitan Washington, DC Department of Recreation, Greater Southeast Community Hospital and the Psychiatric Institute of Washington. She has consulted for the Metropolitan Washington Council of Governments, National Bar Association, National Council of Negro Women, Delta Sigma Theta Sorority and National Black Child Development Institute.

Married to Rev. Courtenay Miller and the mother of two teenage sons and an adult daughter, Miller earned her graduate degree in Advertising from the University of Illinois, Champaign-Urbana.

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
002. list	Re: Teen Pregnancy function (partial, DOB, SSN) (3 pages)	02/22/2000	b(6)

COLLECTION:

Clinton Presidential Records
First Lady's Office
Melanne Verveer
OA/Box Number: 19751

FOLDER TITLE:

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Name	Date of Birth	Social Security Number
Tammie Adams		
Shawn Adkinson		
Irene Addlestone		
Sandra Allen		
Sheila Armstrong		
Erica Arnold		
Don Baker		
Evvie Becker		
Kimberly Bell		
Jennifer Bissell		
Whitney Brimfield		
Penny Brooks		
Howard Brown		
Candice Bryant		
David Catania		
Carlos Chavarria		
Tina Cheng		
Carol Thompson Cole		
Gregory Colevas		
Benjamin Cooper		
McKinley Crudup		
Larry J. D'Angelo		
Karen Dale	(b)(6)	(b)(6)
Laura Davis		
Michelle Davis		
Amanda Deaver		
Debra Delgado		
Judith L. Dobbins		
Hal Donofrio		
Erne Edoho		
Delores L. Farr		
Katherine Freshley		
Virginia Fleming		
Judy M. Ford		
Michael Lee Fortson		
Joyce A. Fourth		
Marilyn H. Gaston		
Emmet Gill		
Maria Gomez		
Rosa Guevada		
William Hall		
Valerie Holt		
Linda Howard		
Barbara Huberman		

[002]

Sandra Jackson			
Fern Johnson-Clarke			
Angela Jones			
James Kane			
Khalilah Karim			
Maurice Kie			
Clarence Kinney			
Joyce Ladner			
Barbara Laur			
Mary Jo Lazear			
Leon G. Lipscombe, Sr.			
C. Payne Lucas			
Bronwyn Mayden			
Vincent McBride			
Brenda Rhodes Miller			
Clarence E. Miller			
Courtenay Miller			
Kristin A. Moore			
Kristina Moreno			
John Herbert Niles			
Stephanie Olson			
Susan Pagliaro			
Alice F. Patterson	(b)(6)	(b)(6)	
Donell Peterman			
Carol Preston			
Larry B. Quick			
Mary Quick			
Donna Richmond			
Jose Rosales			
Jackie Walton Sadler			
Gary Scott Sanders			
Victoria P. Sant			
Uma Setty			
Brenda Shepherd-Vernon			
Belinda Jo Sheppard			
Rena C. Simmons			
Brian Smith			
William A. Smith			
Marcia Sprinkle			
Sally Steinbach			
Barbara Strother			
Bernice B. Tannor			
Aileen Bowdoin Train			
Jeffrey Mark Travers			
Stephen Urbanczyk			

Helena Valentine	(b)(6)		(b)(6)	
Elida Vargas				
Daisy Voigt				
James Wagoner				
Kimberly Watkins				
Andrea White				
Lakiesha Wilkerson				
Nicholas Williams				
Rosalind Wiseman				
Tiffany Woods				
Kathleen Zeifang				

First Lady Hillary Rodham Clinton
People Magazine/Campaign to Prevent Teen Pregnancy Luncheon
New York City, NY
December 1, 1998

(The first part of the speech was cut off of the audio tape. Therefore, the first six paragraphs may not correspond exactly with Mrs. Clinton's remarks as delivered. Please do not quote directly from this section.)

I want to start by thanking our co-hosts, Ann Moore and Pat Fili-Krushel, for organizing this luncheon and for using their powerful voices to make a difference in the fight against teen pregnancy. I had the honor in May 1997, to present Ann with an award at the White House for all she's done to educate Americans, young and old, about the tragedy of teen pregnancy and what they can do to prevent it.

And I'm told that I, in turn, have also distinguished myself in her magazine. It seems that back in 1993, I became the first person ever to be on both the best-selling and the worst-selling covers of PEOPLE in the *same* year. So I want to thank PEOPLE, not only for being such wonderful hosts to us all, but also for taking another chance on me today.

That next year, PEOPLE did indeed take a another chance on a cover. As Ann tells it, it was during the days of O.J., Tanya Harding, and Susan Smith -- and they decided instead to put teen pregnancy on the cover, and fill the pages with the real voices of teen moms.

And this is what they had to say: "Ever since I've had Caitlin, I haven't felt like a teenager. I've felt like a mom." "I didn't think I'd get pregnant." And finally, "I made a mistake and I'm going to have to live with it. But I won't have a normal life." These are the voices all young people must hear.

And I want to thank the National Campaign to Prevent Teen Pregnancy and each of you for working to make that possible so that all children can live like children should today and grow up to lead this country tomorrow.

I remember at the State of the Union in 1995, when my husband challenged parents and leaders across the country to create a National Campaign to Prevent Teen Pregnancy. After the applause died down, a group of dedicated individuals rolled up their sleeves and got to work. Many are in this room today. I especially want to thank Governor Tom Kean, for taking on this cause, championing it, and making it bipartisan right from the beginning. I also want to thank a woman who has made this her...

(Begin actual transcript.)

...life's work and that's Belle Sawhill, who served in my husband's first Administration in the Office of Management and Budget. She really pulled together this entire campaign with her commitment, her vision, and her economist's expertise. And, Belle, it could not have been done without you.

Then, of course, bringing Sarah Brown in was a stroke of genius because she knew as much about teen pregnancy and infant mortality -- often two related subjects -- as anybody in the country.

I think you remember shortly after I moved in to the White House, Sarah came to see me and we sat together and kind of ran through all the ideas we could imagine about what we could do to address this and related issues. She brought to her leadership position not only dedication and understanding, but a real personal stake in it, being a mother of three teenage daughters. And so Sarah has come with personal and professional credentials.

Sarah told some of us recently that she had met with a group of teenage boys in Austin, Texas, and when it came time for questions, one of the young men raised his hand. And she thought it would be the kind of question she's heard from many people about what we can do about teen pregnancy, but instead he asked a very different question. He asked, "What's wrong with teen pregnancy?" And that was an important question for Sarah to be asked and for him to ask because, for a lot of people coming out of different traditions and backgrounds, coming from families where maybe their own mother was a teen mother, it is sometimes difficult to make the case as forcefully as we would like that what might have been acceptable and even doable fifty years ago, is no longer really a possible option for most young people who need more education and more support and face far more temptations than were faced by generations a few decades back. So what's wrong with teenage pregnancy is really a question that each of us has to answer over and over and over again until we've reached everyone like that young man who really doesn't know.

From the very first days, the Campaign has worked to answer that question. When it first came together in late 1995, the President chaired a meeting at the White House where diverse leaders like Ann Moore, Whoopi Goldberg, David Hamburg, Sarah Brown, and Belle Sawhill outlined their vision for this campaign. They saw it as a real partnership between the public and the private sectors, between business and not-for-profits, between community groups and parents. And so they were already on target in thinking of the ways we could address and answer that young man's question.

In large measure, because of this partnership we are now at a turning point in the struggle against teen pregnancy. Teens are getting the message that teen pregnancy is a one-way ticket -- and not just to dreams deferred but to the ending of dreams. Fewer teens are now getting pregnant, fewer teens are giving birth, and fewer teens are having abortions. So we are being successful on all three fronts: fewer pregnancies, fewer births and fewer abortions. More teenagers are understanding their responsibility, working up the courage that it takes to say no, or

being smart and responsible enough to use contraceptives. And perhaps the most important and best news of the last several years is that the birth rate for African American teenagers has dropped a full 21 percent. And that is an astonishing accomplishment. I want personally to commend the African American community across this country -- parents and church groups and community leaders, who all came together and demanded something better of their children and set higher expectations.

Now we know, though, that there are many young people for whom this is still a very real life challenge, and so we have a lot of work ahead of us. And we have some particular groups of people that we have to be concerned about. Young women become pregnant for a host of different reasons. Some don't understand why it's a bad idea, like the young man in Austin who asked the question. Some, though, are coerced by older boyfriends and men, and we need to protect these young girls better than we do now. Others are behind in school, are having problems at home and see this as a way out, see it as way that they can gain maturity, status and somebody to love them. So there is a complex of reasons that we have to address.

And we need to do everything we can using every strategy at our disposal to try to reach every single teenager. And the Administration working with the Campaign is doing just that. For example, under the new welfare reform law we're telling unmarried teen parents that they have to stay in school and live at home or with a responsible older adult in order to receive assistance, including the transition assistance and education assistance they need. There will be more second chance homes where girls can learn the skills to become good parents and avoid getting pregnant again. There will be more abstinence education programs. We are also supporting innovative teen pregnancy programs that reach about 30 percent of American communities and are designed specifically for the communities they address, such as the Administration's new "Girl Power" campaign we are working on with athletes, girl scouts, and others to help girls who often fall victim to the minefields of adolescence to stay healthy and stay confident and stay away from the dangers of pregnancy. We are also working with young men, a very important part of this equation. I was pleased that the President's plan for after-school programs was successful in this last budget. It provided more than \$200 million to give young people safe and supervised places to go after school to keep them away from the crime and sexual activity that too often occurs between 3 and 8 p.m. on every single school day. But we still have four in 10 young women getting pregnant at least once in their teens, and our nation is still paying an annual cost of \$7 billion related to health and social and other kind of needs.

We also have a problem with Hispanic youngsters, and I was particularly pleased to notice on the guest list that we have representatives from our Hispanic American media. For the first time in history, Hispanic youngsters have the highest teenage birth rate in our nation. They are also now the group most likely to attempt suicide and most likely to leave high school -- a full 30 percent drop out and many never even enroll. So although we've made progress in the African American community, which has gotten so much attention in the last several years, we need now to put equal amounts of attention in the Hispanic American community. And again the reasons are very complex, especially among new immigrants and their children coming from

countries very diverse in Central and South America. There are different messages that have to be used to reach these young people. But I think all of us should be very concerned about not only the high teenage birthrate but the high suicide attempt rate among Hispanic young people.

So we've got a lot to do ahead of us. But I think if we continue on the path the Campaign has charted; if we recognize that we're not going to reach young people by lecturing at them or handing them a brochure but need to be much more active in their communities, in their schools, in their churches. And if we are much more realistic in talking to them about their lives, then we know we can make a difference. And I've noticed in the media some of the ways you've done that to reach our teenagers, and I want to thank you. Some of you know that we usually scan magazines read by teenagers. You know, it's all about how girls look, what boys want, how you can make yourself more attractive and more appealing. The message is just a constant one of how the most important thing in the world is to find some boy who thinks that you're special and then have a relationship. But finally we are beginning to see some countervailing messages as well.

After the "Real World" episodes with Pedro Zamora, MTV says more children wrote, called and e-mailed them than ever before. For the first time they said they understood that AIDS could actually happen to them. When young people opened up Teen People a few months ago, there were some pictures of some really attractive, good looking teenagers who said they weren't going to engage in sexual activity and they were cool about it. And that sent a very positive message to the young women who read that magazine. When teenagers tuned in to the BET town hall meeting they could hear the voices of real teenagers who called in and told them what it was like to be a teen mother. One 18-year-old called in -- she has three children -- and she described the struggle she faces every day. There is nothing romantic about it, it's not all dressing her children up in these cute little clothes and showing them off to her friends. It's getting them up in the morning, getting them clothed, getting them bathed, feeding them, putting a roof over their heads.

And thanks to Pat and others of you at ABC, when young people turn on One Life to Live right now, they'll meet Jessica, a young girl whose pregnancy led her to elope and disrupt the life of her entire family. One teenager apparently wrote in about this story line and said, "It's good to see someone on TV struggle with this situation and give the message that it is better to wait, and that if you do have sex to use protection." Now imagine what we could do if even more of the media began putting out messages like that, not just on an occasional basis but on a regular basis -- a daily, weekly, monthly basis. So that we could begin to rebuild children's understanding of what reality really is, what parenthood really is, what the demands and responsibilities are.

Through the work that I've done with teenage girls who become pregnant, going back now, I guess, about 25 years, I am always stunned at how these girls have in their minds this sort of white picket fence, happily-ever-after idea of what is going to happen to them. I've talked with girls who have, literally, only the clothes on their back and the diapers for their babies

who've told me with a totally straight face and all this anticipation in their voice that their boyfriend really is going to come back from the army and marry them and they'll live happily ever after, or as soon as he gets a better job they'll be a family, or everything is going to work out just fine. Well, they need to understand that maybe once in a blue moon somewhere sometime, that does happen, but the real story -- the real tragedy, the real struggles -- of these teenage moms is nothing that they want to dream about or aspire to.

So the more we can demonstrate the gritty reality of what happens to these young men and women who enter into early parenthood too soon, the more we are going to be sending a message of responsibility and of hope. That there is something worth waiting for, there is a future out there that they can have if they stay in school, they get educated, they obtain job skills so that eventually they will be able to support the children that they want so desperately to have.

I know that there has been a powerful video created that asks us to imagine a country where babies don't have babies, where children play outside instead of staying inside to take care of their own children, where no young person ever has to ask what's wrong with teen pregnancy. Well, you are helping us to imagine that country and imagine the lives that will be lived in that country, and the success you've already demonstrated gives me enormous hope that when we meet again next year and the year after and the years to come, we'll see even more progress, and even more young men and women will have something to say "yes" to in their lives. And the messages they receive will reinforce a life of productivity and responsibility and true happiness as they get older and are able to take on the role of being a parent.

Thank you all very much.

THE WHITE HOUSE

February 23, 2000: Column on D.C. Campaign to prevent Teen Pregnancy Launch

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TALKING IT OVER

HILLARY RODHAM CLINTON

February 23, 2000

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Several years ago, People magazine put the issue of teen pregnancy on its cover, filling the pages with the voices of real teens. I wish that every young girl in this country could hear what one young mother had to say: "I made a mistake, and I'm going to have to live with it. But I won't have normal life."

This young mother was right. Teens who have children don't have a normal life. Instead of doing what teenagers should be doing -- going to school, playing sports, hanging out with friends, filling out college applications -- teen mothers buy diapers, baby food and formula, spend long and sleepless nights caring for a sick baby, and say no when their friends are off to the mall or a movie.

It appears, though, that teens are getting the message. Although four out of 10 girls in this country become pregnant at least once by the time they're 20, and one out of every five goes on to become a teen mother, recent statistics are encouraging. Teen pregnancy rates, which increased steadily through the '70s and '80s, have now declined for the fifth consecutive year. Since they peaked in 1991, the numbers have dropped 15 percent.

It is important not to allow ourselves to become complacent, though, because the news is not all good. Despite the significant decline in teen pregnancies and births, the United States stands first among all industrialized countries in both categories.

Furthermore, few teen mothers today are married. Between 1990 and 1997, the number of married teens who gave birth declined 23 percent. And although that rate has stabilized, 79 percent of teen mothers are unmarried. The impact of motherhood on these girls, their children and their communities is profound.

Compared to children who grow up in two-parent families, children of single mothers are more likely to live in poverty. And they are more likely to have health, school and behavioral problems than other children.

Here in our nation's capital, teen pregnancy rates have declined along with

those in other parts of the country, and many children are thriving. But by any measure, too many are left behind.

This week, in response to the problem, I will join a group of prominent D.C. activists and community leaders to launch the DC Campaign to Prevent Teen Pregnancy. The DC Campaign is modeled on the nonprofit, nonpartisan, privately funded National Campaign to Prevent Teen Pregnancy, which was created in 1996 in response to a challenge from the President to reduce teen pregnancy. Since its earliest days, I've been privileged to work with the National Campaign, turning a spotlight on programs that make a difference in the lives of our children. Now, I'm pleased to have the opportunity to support the DC Campaign and its goal of reducing teen births 50 percent by the year 2005.

This week at the White House, as part of a day-long celebration of the new campaign, we'll honor local programs that work -- five groups that are making a real difference in the lives of teens and their children here in our nation's capital. The honorees include a pregnancy-prevention project that operates in elementary schools, a group that provides medical care to young women and children without insurance, and an organization that strives to help boys and young men find the path to a promising lifestyle.

Groups like these teach us various ways to help reduce teen pregnancy. But the best deterrent, still, remains the strong support and guidance of parents. Teens with caring, consistent parents or other adults who are willing to talk about love, sex and relationships in the context of values are less likely to become pregnant or be responsible for a pregnancy than teens who are on their own.

The National Campaign offers a series of "tips" for parents and other adults -- from maintaining strong, close relationships with children to setting clear expectations and communicating honestly and often about important matters. In addition, parents must supervise and monitor their children, know their children's friends and their families, and offer options for the future that are more attractive than early pregnancy and parenthood.

Finally, the campaign adds: "It's never too late to improve a relationship with a child or teenager. Don't underestimate the great need that children feel -- at all ages -- for a close relationship with their parents and for their parents' guidance, approval and support."

And don't forget this heartening statistic: When MTV asked teens to list their heroes, the number one answer was "my parents."

Forget about having "The Talk" with your children. What they need is an 18-year conversation with you or some other adult who cares. It's not too late -- you can start today.

Note: If you're interested in learning more about preventing teen pregnancy, look for the National Campaign to Prevent Teen Pregnancy at www.teenpregnancy.org or call 1-202-261-5655.

To find out more about Hillary Rodham Clinton and read her past columns, visit the Creators Syndicate web page at www.creators.com.

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Talking it Over

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3/29/00

Divider Title: _____

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, MARCH 29, 2000

- 1 -

FINAL REVISED

LOS ANGELES, CA/ SAN FRANCISCO, CA/ CHAPPAQUA, NY

LOS ANGELES

LEAD ADVANCE: ROB VINSON
 310/766-3937 CELL
 818/348-0938 HOME
 310/358-0402 WORK

SAN FRANCISCO

LEAD ADVANCE: CORY BLACK
 916/801-0551 CELL
 415/641-1695 WORK

TECHNOLOGY SITE

ADVANCE: JENNIFER KASS

SCHEDULER:

DINO MILANESE
202/395-2106 CELL
310/277-2000 ROOM 629
202/575-5000 SKY PAGE

MELODIE GREENE
202/456-7847 PHONE
202/456-5340 FAX
202/667-5547 HOME
WHCA PAGER #4938

PREV RON Private Residence

9:50 am DEPART Private Residence
 EN ROUTE Private Residence
 [Drive time: 40 minutes]

10:30 am ARRIVE Private Residence

10:35 am- NY SENATE 2000 BREAKFAST
12:40 pm Private Residence
 CLOSED PRESS

FORMAT:

-Upon arrival, HRC proceeds to a mix and mingle
with guests.

-HRC proceeds to the backyard for a breakfast
buffet.

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, MARCH 29, 2000

- 2 -

-Sim Farar makes welcoming remarks and introduces HRC.

-HRC makes remarks and opens optional Q&A.

-Upon conclusion of remarks or Q&A, HRC departs.

PARTICIPANTS: Approximately 50 guests

12:45 pm

DEPART Private Residence
EN ROUTE Los Angeles International Airport
[Drive time: 1 hour 5 minutes]

1:50 pm

ARRIVE Los Angeles International Airport

DEPARTURE GREETERS:
TBD

2:00 pm

WHEELS UP LAX - Mercury Aviation
EN ROUTE San Francisco International Airport
[Flight time: 1 hour 5 minutes]

3:05 pm

WHEELS DOWN San Francisco International Airport

3:15 pm

DEPART San Francisco International Airport
EN ROUTE Women's Technology Cluster Building
[Drive time: 20 minutes]

3:35 pm

ARRIVE Women's Technology Cluster Building

3:40 pm-
3:50 pm

PHOTO RECEIVING LINE WITH ROUNDTABLE PARTICIPANTS
Hallway - Women's Technology Cluster Building

PARTICIPANTS: 12 guests

3:55 pm-
4:40 pm

WOMEN'S TECHNOLOGY CLUSTER ROUNDTABLE
1207 Indiana Street
San Francisco, CA
Hold: TBD
Phone: TBD
Fax: TBD
OPEN PRESS/LIVE WEB CAST

FORMAT:

-HRC enters room and takes seat at roundtable.

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, MARCH 29, 2000

- 3 -

-Catherine Muther, Founder of WTC, makes welcoming remarks and opens discussion.

-HRC participates in informal roundtable discussion.

-Catherine Muther wraps up discussion.

-HRC views virtual ribbon cutting for new website, MsMoney.com

PARTICIPANTS: 12 roundtable participants
25 guests

4:45 pm-
5:15 pm

WOMEN'S TECHNOLOGY CLUSTER REMARKS
Women's Technology Cluster Building
OPEN PRESS

FORMAT:

-Leslie Katz, San Francisco Supervisor, announces HRC and Mayor Willie Brown into the room.

-Panasonic Executive TBD makes brief remarks and introduces Mayor Willie Brown.

-Mayor Willie Brown makes brief remarks and introduces HRC.

-HRC makes remarks.

-HRC departs.

PARTICIPANTS: 50-60 guests

5:20 pm

DEPART Women's Technology Cluster
EN ROUTE Private Residence
[Drive time: 50 minutes]

6:10 pm

ARRIVE Private Residence

6:15 pm-
8:00 pm

NY SENATE 2000 RECEPTION
Private Residence
CLOSED PRESS

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, MARCH 29, 2000

- 4 -

FORMAT:

-HRC mixes and mingles with guests (candid photos).

-Steve Westly makes welcoming remarks and introduces HRC.

-HRC makes remarks.

-HRC departs.

PARTICIPANTS: Approximately 50-75 guests

8:05 pm **DEPART** Private Residence
 EN ROUTE Private Residence
 [Drive time: 10 minutes]

8:15 pm **ARRIVE** Private Residence

8:20 pm- **NY SENATE 2000 DINNER**
10:15 pm Private Residence
 CLOSED PRESS

FORMAT:

-HRC mixes and mingles with guests (candid photos).

-HRC takes seat at head table for dinner.

-Laurene Jobs makes welcoming remarks and introduces HRC.

-HRC makes remarks.

-HRC departs.

PARTICIPANTS: Approximately 80 guests

10:20 pm **DEPART** Private Residence
 EN ROUTE Moffett Air Force Base
 [Drive time: approximately 30 minutes]

10:50 pm **ARRIVE** Moffett Air Force Base

SCHEDULE FOR HILLARY RODHAM CLINTON
WEDNESDAY, MARCH 29, 2000

- 5 -

11:00 pm WHEELS UP Moffett Air Force Base
 EN ROUTE Westchester County Airport
 [Flight time: 4 hours 45 minutes +3 hours]

THURSDAY, MARCH 30:

6:45 am WHEELS DOWN Westchester County Airport

6:55 am DEPART Westchester County Airport
 EN ROUTE Residence, Chappaqua
 [Drive time: 15 minutes]

7:10 am ARRIVE Residence

March 28, 2000

**ENTREPRENEURS ROUNDTABLE
AT THE WOMEN'S TECHNOLOGY CLUSTER**

DATE: March 29, 2000
TIME: 3:40pm – 5:15pm
LOCATION: Women's Technology Cluster
San Francisco, CA
FROM: Brenda Costello

I. PURPOSE

To participate in a discussion with nine CEOs/Founders of companies in the Women's Technology Cluster, to help launch a web site and to participate in the announcement of a partnership between Panasonic and the Women's Technology Cluster (WTC). This event will serve as an opportunity to highlight the role of women in the new economy and more specifically the WTC as a new model of women's entrepreneurship and philanthropy.

II. BACKGROUND

Overview

On Wednesday afternoon, you will participate in a three-tiered event at the Women's Technology Cluster, a high tech incubator for start-up Internet and e-commerce companies founded by women.

Tier one is a roundtable discussion with nine CEOs/Founders of Women's Technology Cluster companies, covering such topics as women entrepreneurs, access to capital, internet start-ups and the role of women in the new economy. WTC entrepreneurs will share their experiences and describe the value of being in a cluster. The discussion will also delve into how human problems and social issues are addressed in these companies, and how these businesses are creating communities.

Next you will help launch a new web site, MsMoney.com, an emerging Internet company of the WTC. MsMoney.com is devoted to the education and empowerment of women entrepreneurs.

Finally, you will participate in the announcement of a strategic alliance between Panasonic and the WTC. San Francisco Mayor Willie Brown and Supervisor Leslie Katz will represent the City of San Francisco, a founding partner of the Women's Technology Center.

Women's Technology Cluster (WTC)

The WTC is the first high tech incubator for women entrepreneurs. A nonprofit organization, the Women's Technology Cluster is a project of The Three Guineas Fund, a public grantmaking foundation started by Catherine Muther. As you will recall, Catherine was a panelist at the White House Conference on Philanthropy last fall. The main objective of WTC is to facilitate

access to capital by women entrepreneurs, helping them overcome barriers to capital access and to provide a model for women and their role in the new economy using technology.

Just over one year old, the WTC selects and houses start-up information technology businesses, providing market rate office space with shared facilities, as well as management assistance and mentoring. WTC works with companies to develop to a stage where they are fundable and to facilitate access to angel and venture capital financing. WTC helped secure \$18 million in investments for businesses in the first year.

Currently made up of ten businesses, with a maximum capacity of 15-20, the companies in the cluster are in various stages – some are new, some are about to graduate and/or receive funding. The WTC Staff, consisting of three people – the Director, Operations Manager and an administrative person, recently moved into a new building in an industrial neighborhood in San Francisco. The entrepreneurs pay rent for their office space, but not common space, therefore rent does not pay for incubator entirely. Rent scholarship are provided by the Kellogg Foundation for low-income entrepreneurs (3 out of 10 businesses have received scholarships).

A second major objective of the cluster is educating entrepreneurs to give back to the community. WTC seeks to establish a “culture and value system of giving back.” Each new business entering the cluster contributes a small percentage (2%) of the firm’s equity into a **Venture Philanthropy Fund**.

In addition, some of the companies have initiated their own philanthropic programs. LevelEdge has created the LevelEdge.com Foundation to distribute scholarships to low-income high school student athletes that do not receive athletic scholarships but want to attend college. ShopEco has partnered with conservation oriented non-profits and will donate 1 percent of purchases of members that come to the e-commerce site from the environmental non-profit.

WTC’s current budget is \$1.5 million, with a very diverse backing. Their goal was to have cross-sector funding, requiring a whole community of interest to be successful. Funders include the City of San Francisco, the San Francisco Foundation, corporate backers, law firms and accounting firms, and the Kellogg foundation.

Web Site Launch: MsMoney.com

MsMoney.com is a WTC Internet start-up, launching its web site to the general public on Wednesday. Tiffany Bass Bukow, Founder and Christina Panagakos, President will be at the terminal and will describe the development of MsMoney.com. Tiffany will actually launch the site while you observe.

Panasonic Strategic Alliance

This partnership will align Panasonic resources with the WTC, and create an opportunity for Panasonic to nurture start-up technology companies in San Francisco. Mayor Willie Brown will welcome Panasonic to the City of San Francisco and to WTC. Last year the City committed \$250,000 to WTC .

Panasonic currently has a corporate venture fund – out-sourced R&D – and they are also looking for companies with potential that will fit in with their strategic plan (i.e., they will invest in Audio Basket and Vistafy). The City of San Francisco contributed \$250,000 last year and may pledge a similar amount this year.

President Clinton's Proposal for Information Technology Research and Development Investment
The President's FY 2001 budget provides \$2.268 billion for IT R&D, \$605 million more than last year's appropriation and a billion dollars more than the FY1999 appropriation. The largest increases are proposed for the National Science Foundation, the Departments of Defense, Energy and Health and Human Services, and NASA.

ePhilanthropy

As part of the follow-up to the White House Conference on Philanthropy, and with the encouragement of the White House, a group of nonprofit organizations and dot.coms are planning to hold a conference in Silicon Valley this fall to discuss ways to encourage greater online giving. No date has been set.

Format

Upon arrival at the Women's Technology Cluster, Catherine Muther will introduce you to discussion participants in a brief photo-line. Proceeding next to the *roundtable discussion*, Catherine Muther will make welcoming remarks and open the discussion. She will moderate the discussion, which will have an audience of approximately 20-25 advisory board members and donors.

Following the discussion, in the same room, you will move to a computer terminal to view the *launching of a new web site* – MsMoney.com. A pair of virtual scissors and ribbon will appear on the computer screen.

The final segment will be the *Panasonic partnership announcement*. Approximately 50-60 guests will be in the audience, including Panasonic executives, San Francisco Supervisor Leslie Katz, and advisory board members (a different group from discussion). An executive from Panasonic will open the program, followed by Mayor Brown and then you will deliver your remarks.

Employees of WTC companies and other invited guests will be on site in two overflow rooms with large screen web cast viewing. Over 200 people were invited, including employees of the start-ups, board members, and representatives from the high-tech community.

Live Web Cast

With the exception of the meet and greet on arrival, the entire event will be broadcast live on the World Wide Web, produced by Yahoo!. Staged exactly as a live TV broadcast, with one stationary camera and one mobile unit, the only difference is that viewers see the footage on the Web instead of a television. Internet users that log onto Yahoo! will see a banner announcing the live web cast.

III. PARTICIPANTS

Roundtable

- The First Lady
- Catherine (Cate) Muther ["Myoo-ther"], President, Three Guineas Fund, Founder WTC
- Benay Todzo, Director, WTC
- WTC CEOs/Founders:
 - Lisa Henderson, CE, Level Edge
 - Kim Fisher, CEO, Audio Basket
 - Gina Johnson, Vice President, RosePlace
 - Sherri Appel, President, LifeGuides
 - Mona Lisa Wallace, CEO, ShopEco
 - Menekse Genser, VP Marketing, Vistify
 - Tiffany Bukow, founder, Ms. Money
 - Christina Panagakos, President and COO, Ms. Money
 - Jessica Camuffo, Founder, Hola Mujer

Panasonic Strategic Alliance Announcement

- The First Lady
- Leslie Katz, San Francisco Supervisor
- Panasonic Executive (tbd)
- Mayor Willie Brown, Mayor of San Francisco

IV. SEQUENCE OF EVENTS

- The First Lady enters room and takes seat at roundtable.
- Catherine Muther, Founder of WTC, makes welcoming remarks and opens discussion.
- The First Lady participates in informal roundtable discussion.
- Catherine Muther wraps up discussion.
- The First Lady views virtual ribbon cutting for new web site, MsMoney.com
- *Panasonic Partnership Announcement*
- Leslie Katz, San Francisco Supervisor, announces HRC and Mayor Willie Brown into the room.
- Panasonic Executive TBD makes brief remarks and introduces Mayor Willie Brown.
- Mayor Willie Brown makes brief remarks and introduces HRC.
- The First Lady makes remarks.
- The First Lady departs

V. PRESS

Roundtable: Open press/Live Web Cast.
Panasonic Announcement: Open press/Live Web Cast.

VI. REMARKS

Provided by June Shih.

Attachment

**Women's Technology Cluster
Company Descriptions
Entrepreneurs Roundtable**

✓ **AudioBasket.com (Kim Fisher)**

Provides customized and personalized audio programming, via the internet, to computers, cellular phones, MP3 players, and personal digital assistants.

www.audiobasket.com

HolaMujer (Jessica Camuffo)

The first pan-regional, full-service online network with original content to target Spanish- and English-speaking Latina women throughout the U.S. and Latin America. HolaMujer delivers high-quality information on topics ranging from health and beauty to career and money management and a virtual market of goods and services (including online shopping, chat, and free e-mail), customized to meet the tastes and interests of Latina women.

www.holamujer.com

✓ **LevelEdge.com (Lisa Henderson)**

LevelEdge.com is becoming the premier online sports management hub for high school and junior college athletes. LevelEdge.com is an end-to end sports management solution that efficiently matches student athletes to available sports scholarships and programs.

www.leveledge.com

LifeGuides.com (Sherri Appel)

Online guidance, college preparation, and career planning services for teenagers and their parents.

www.lifeguides.com

MsMoney.com (Tiffany Bass Bukow)

Ms. Money will be the premier financial web site for women, dedicated to empowering and educating women to be financially healthy. Ms. Money will be the "two minute a day solution" providing women with the capacity and tools to research, organize, and purchase financial services online or through wireless devices.

www.MsMoney.com

RosePlace (Gina Johnson)

Online leader in planning for senior care targeted toward the 25 million informal individuals caring for an aging relative. RosePlace.com will also provide sophisticated reporting information on facilities, communities, products and services to member senior care companies.

www.roseplace.com

✓ **ShopEco.com (Mona Lisa Wallace)**

eCommerce site focused on retail environmentally sustainable, natural and socially responsible consumer products.

www.shopeco.com

Vistify (Menekse Genser)

Vistify delivers one-touch "point-of-thought" ease and convenience to home "errand" e-commerce through a two-part solution: a "first mile" next-generation appliance in the kitchen that functions completely within current household behavior; and a comprehensive service backend that delivers the convenience that e-commerce services and the Web have promised for years.

www.vistify.com

WTC Graduate Companies (Invited Guests)**Integrated Data Systems (Dr. Dina Bitton)**

Offers software products and services that provide unified access to disparate databases in real time. IDS' products help Fortune 1000 companies build the infrastructure they need to deliver information to their customers and partners over the Internet.

www.ids-corp.com

Latino.com (Lavonne Luquis)

The premiere web site for college-educated Hispanics to enjoy Latino-focused news. The founder was elected one of the Top 25 "Women on the Web" and named Hispanic Businesswoman of the Year in 1998.

www.latino.com

MyPsych.com (Dr. Hagit Glickman)

MyPsych.com is a behavioral health care, web channel with integrated patient and provider sites offering users access to behavioral health care information, services and resources.

www.mypsych.com

Revised
3/28 11:00pm

Entrepreneur's Roundtable on Women and Technology
Women's Technology Cluster Event
March 29, 2000

Suggested Questions

- What does it take to be successful in the new economy? In what ways has the new economy created opportunity for women entrepreneurs? (*Cate Muther plans to open the roundtable with this question*)
- How did you get here? Why did you come to the Women's Technology Cluster? What are the benefits of being here together?
- We know that women and minorities are still very underrepresented in the science and technology fields – for example, fewer than 3 out of 10 women are computer systems analysts or computer programmers. How can the private sector, the government and educational institutions do more to inspire more girls and minorities to get more involved in these subjects while they are in school?
- How has Cate's new model of philanthropy helped to form and strengthen your own commitment to giving back to the community? What kinds of plans do you have for philanthropy in the future?
- How are you using technology to change the way we live? To solve human problems?
- What kinds of obstacles you have had to face in building your businesses?

Attachment

WTC Guest Invitation list (80)

WTC Advisory Board (19)

Tara Balfour, Sr. Vice President, Bank of America
Angela Blackwell, President & CEO, PolicyLink
Denise Brosseau, Executive Director, Forum for Women Entrepreneurs
Roy Bukstein, Director, M. Management
Gwen Edwards, President, Pacific Bell Network Integration
Christine Hemrick, Vice President, Cisco Systems
Leslie Katz, Supervisor, City and County of San Francisco
Roberta Katz, President & CEO, Technology Network
Deborah Ludewig, Partner, Cooley Godward
Deborah Marshall, Partner, Cooley Godward
Jacqueline Neufeld, Partner, Grant Thornton, LLP
Jim Robbins, President, Business Cluster Development
Jane Rogers, Program Executive, The San Francisco Foundation
Stacy Snowman, Partner, Gray, Cary, Ware & Frederick, LLP
Julie Stein, Managing Partner, SKS Investments
Tae Yoo, Director, Cisco Systems
Elish McCafrey, Director, Digital Island
Susan Hailey, Principal, Egon Zhender
Charles Wu, Managing Director, Panasonic Digital Concept Center

WTC Friends and Supporters (16)

Becky Morgan, CEO, Joint Venture Silicon Valley (Ret),
Jim Morgan, CEO, Applied Materials
Stuart Davidson, Managing Partner, Labrador Ventures
Sandra Hernandez, CEO, The San Francisco Foundation
Tom Reis, Director Venture Philanthropy, WK Kellogg Foundation
Barbara Kibbe, Director, David & Lucille Packard Foundation
Shamaya Gilo, Winds of Change/Gilo Foundation
John Morgridge, Chair, Cisco Systems
Caroline Boitano, Vice President, Bank of America Foundation
Lynn Bunim, Pacific Bell
Lisa Christensen, Pillsbury Madison & Sutro
Mary Hughes, Staton Hughes
Peggy Burke, CEO, 1185 Design
Kathleen Brown, Vice President, Bank of America
Mary Lea Balsley
Robert McCarthy

WTC Staff (3)

Benay Todzo, WTC Director
Ellen Peskin, WTC Operations Manager
Margarita Quihuis, WTC Director

WTC Graduate Companies

Lavonne LaQuis, Latino.com
Dina Bitton, IDS
Dr. Hagit Glickman, My Psych

Attachment

WTC Guest Invitation list - continued

WTC Special Guests (6)

Hillary Clinton, First Lady of the United States
Willie Brown, Mayor of San Francisco
Leslie Katz, Supervisor, City and County of San Francisco
Dianne Feinstein, United States Senator
Barbara Boxer, United States Senator
Nancy Pelosi, United States Representative

Panasonic Executives (12)

Cate Cavanagh, Principal, Panasonic Digital Concept Center
Jim Reilly, Manager, Corporate Communications, Matsushita Electric Corporation of America
Paul Liao, President, Panasonic Technologies and VP and Chief Technology Officer Of
Matsushita Electric Corporation of America.
Other

Panasonic Internet Incubator Advisory Board (8)

Three Guineas Fund (4)

Cate Muther, President
Bess Bendet, Director
Susan Meiselas, Board member
Dennis Aftergut, Secretary/Treasurer

Technical (2)

Webcast crew, Yahoo!l
Webcast crew, Yahoo!

Key Events (3)

Event Staff

Excerpt from the White House Conference on Philanthropy Transcript

MRS. CLINTON: Now this panel will look at innovations in philanthropy and the role of technology. Our first panelist will be Kevin Fong, a general partner of the Mayfield Fund, a California-based venture capital partnership, and co-chair of Silicon Valley II, a new fund for young professionals that promotes giving to non-profit organizations.

(He will be followed by Catherine Muther, who has held senior positions in leading Silicon Valley companies and is the founder and President of the Three Guineas Fund, whose mission is to create access to opportunity for women and girls. see p. 3

Then we will hear from Steve Case, the chairman and CEO of America On Line. The AOL Foundation works to use technology to improve the lives of families and children and has just unveiled this week its new philanthropy website.

So we'll start with Kevin Fong.

MR. FONG: Thank you for having me here. I will start by defining what founder stock is. (Laughter.) I'm going to talk about venture philanthropy and founder stock. Mayfield Fund is a venture capital partnership, and our business role is in the business of starting and creating and funding new companies and helping entrepreneurs get started in business.

Three years ago the partners at Mayfield Fund decided that there was more to just starting companies and we decided to get involved with the community in a much larger way. Silicon Valley has been -- where we come from and where we're based, has been very good to us. It's a tremendous environment with great economic growth and creativity, and we think it's going to be compared to the days of the Renaissance, what's really happening out in the valley.

We've all benefitted, I've benefitted from that. And I think it's time to share, to stand for something that comes from the heart and is about giving back. I ask myself why couldn't I use the visibility that I've gained in venture capital and the high-tech industry to bring that message to others and cause them to act with me. Mayfield has been a leader in creating over 350 companies in the last 30 years, and we can be a leader in philanthropy as well, and bring other venture capital firms and start-ups with us at the same time.

So what is venture philanthropy and what does it mean? What it means to us is taking the principles of venture capital and bringing that to the philanthropic world. And what are those principles? First, it's about taking risks and willing to fail and not being afraid to fail. Being entrepreneurial means trying things and sometimes failing. In our business, to be successful, the successes count, the failures don't, and you learn from your failures.

It also means being an active investor or an active giver. It means being involved not just with your dollars, but also with your time. And that's the success behind our business in venture capital. It also means invest, measure and invest. By measure, it means that you know what you're shooting for. When you invest you have certain things that you're measuring things with, and that accountability is important. And with that accountability comes the ability and the desire to participate and invest again.

And then, finally, when it comes to fundraising, we can use the magic of stock options and founders stock for community purposes. To that end, the managing partner of Mayfield Fund, Gib Myers (phonetic) started something called the Entrepreneurs' Foundation. The Entrepreneurs' Foundation is focused on early-stage companies that we've started in the Silicon Valley, whereby they give founders stock to the foundation. Now, in the early days the stock isn't worth very much money, and we've only started in the last two years, but already 53 companies are participating and six of those have gone public -- thank you for the stock market. And it's generated \$4 million in value already to this foundation at a very early stage. We think that will grow just from today's forecast to \$8.5 million, and I think that's very significant. And that can grow to very, very much more.

So the wealth that's been created by the individual in the valley I think can be translated and I think the Entrepreneurs' Foundation can really point the way and show them how to participate in how stock options and founders stock can really make a difference.

So at Mayfield Fund we help seed the Entrepreneurs' Foundation the same way that we seeded and incubated many other companies, and we think this is our proudest accomplishment to date, actually.

The next thing we've done is -- myself and a co-chair, Laurie Ariaga (phonetic) with the sponsorship of the Community Foundation of Silicon Valley, of which I'm on the Board of Directors, has started something called Silicon Valley Social Ventures. We call it SV2 for short. And this is targeted at the young entrepreneurs in Silicon Valley who really have no idea of the magnitude of wealth that they've created, or what that can mean for the community.

I think there is a common misperception, even amongst the wealthier young entrepreneurs in our community of how much it really takes to make a huge difference. And the traditional networks of family or church are being replaced, actually, in the valley by the network of the Silicon Valley and by the workplace, and by -- with SV2, we hope to reach and deliver with their peers and with leaders in their industries, and set an example for how they can get involved with the community. And we think that's a very worthy effort. We've just started it; we've had two organizational meetings and, essentially, it's, again, trying to provide leadership in showing other young people how they can get involved.

I think there's a normal cycle of how one gets involved in community, which many of these, the 27-year-olds, don't experience yet. When you get married, you have

children, your children go to school, you get involved in this school and then you get involved, and that pulls you into the community. Many of these people aren't married yet, and all they know is about work. So by these networking events in SV2 we're hoping to get people involved much earlier on and letting them know both that there are worthy causes and there's a lot of pleasure and self-satisfaction in getting involved.

So SV2 is all about starting venture philanthropists. So in Silicon Valley we're really known for innovation and for trying new things. It's all about changing the world and doing things differently. That's the core of venture philanthropy. That's not saying that things that were done in the past were poor or wrong; it's just that maybe there are some new ways that, with some creative energy that we can bring to the table, that we can think about new ways of doing things. It's worked for Silicon Valley; it's working in many other places, and we hope other people will follow us as well. Thank you.
(Applause.)

MRS. CLINTON: Catherine, would you describe the Three Guineas Fund and then also perhaps share your thoughts about how more people from the high-tech community can become investors in the non-profit sector?

MS. MUTHER: I wanted to begin with a story, though, first, if that would be okay with you. Two years ago I was sitting on a bench, a wooden bench, facing 30 other women in Bangladesh, one of the poorest countries in the world. These women were members of the Grameen Bank and had received very small loans to begin to engage in small enterprise in commerce and trade. And they asked me to introduce myself, and I said, well, my name is Cate Muther, I work in business to support my family and send my children to school.

And all 30 of them said, we, too; we, too. And I know Hillary Clinton had a very similar experience there. Then they showed me around the village to see the wells that they had dug, the toilets they had made, the roofs on houses and children in schools.

I learned through that personal experience what the Grameen Bank had discovered, and it is this: that women, when given an opportunity to participate in the economy, tend to reinvest in social value. They send their children to school, they invest in education, they invest in health and they invest in sanitation. And this is a principle that I have worked into my foundation, which does have a mission to create access to opportunity for women and girls, particularly in education and the economy.

One of the issues, access issues that we've been working on, is women's access to capital. And we have created, with the help of our community foundation and several foundations that are here -- corporate philanthropies and others -- a model to begin to work at what is a systemic problem in our society.

The idea is to bring together entrepreneurs who are starting up companies in information technology and, in this case, an incubator for women CEOs and founders who are developing and building new companies. We're creating a kind of learning

laboratory in entrepreneurship and we're creating a kind of learning laboratory in philanthropy.

Each entrepreneur who comes into the incubator pledges 2 percent of the value of the company into an equity reinvestment fund. So, like, Mayfield's Entrepreneur's Foundation, over time -- in a venture capital time frame of perhaps three to 10 years, we would expect that all of the companies coming into the incubator and some graduating to the community, that we would have created wealth to ensure the self-sustainability of the incubator and to provide a fund for the entrepreneurs who helped to create that wealth to come back and to participate and to practice making the philanthropic decisions about how that wealth is reinvested in the community.

This is one example of some of the kinds of practices and approaches that people like myself and Kevin and Steve, who have been schooled in the new economy, bring to the philanthropic sector. Kevin told you a little bit about how he sees venture philanthropy, and I wanted to add to some of his remarks by saying that I think some of -- just as Rockefeller and Carnegie brought a set of assumptions and business practices to their work in the sector, that we bring a set of business practices and assumptions in how we think about how we solve problems and how we work.

And one of these is a strategic focus on change. We embrace change. We live through technology that is transforming our society and we think about how -- what are models, or what are the methods that one could use to bring out change in solving systemic kinds of problems. So for example, with the women's technology cluster, we're working on the issue of access to capital. What's that about? How do you begin to understand what this is about?

And so we approach it with a hypothesis and a theory about change, which in this particular case is that -- the hypothesis is that differences, especially with respect to color and gender, tend to be perceived as riskier. And an industry that he's in, which is very homogeneous and is all about risk and managing risk and getting rewarded for risk, that it can influence outcomes in terms of how investments are made.

So with this incubator we are reducing risk, we're accelerating growth and we are facilitating women's access to capital to build companies.

The second business practice is teamwork. The models of management based on command and control are fired, basically. We don't think that you get things done by ordering people around. We think that the way to solve complex problems is to get a team of people together from diverse points of view and with a whole set of skills.

So, for example, the way a new product is developed is you put the engineers and the marketing people and the technicians and the technical support people and the documentation writers and the trainers and sales all together, on a team. You give them resources and you solve the problem. And I think that this approach to thinking about complex problems, social problems, is one that could be adopted in this sector with

some, you know, potential to really working at some of these problems.

The third business practice is, we have a propensity to partner. It's a way of getting things done. It's part of how business is conducted. And if you think, for example, about -- if I could use as an example, Steve -- you know, he may think of himself as a tycoon. I don't think of him as a tycoon. I think of him as a sort of new millennium community organizer. (Laughter.) This guy, he's built -- he's got 10 million customers, he's got thousands of partners. He built that company because he and his company understand what it means to partner and to what a difference that could make.

Along with these business practices -- the strategic focus on change, tackling complex problems with teams and partnering -- comes a set of attitudes. And I figure that Carnegie and Rockefeller have their baggage, too. (Laughter.) In fact, when people ask me, what is venture philanthropy? I think, well, it's philanthropy with attitude. (Laughter.) So we have some attitudes.

One of those is a sense of urgency. And sometimes this looks like impatience. We are confident. Sometimes this looks like arrogance. In fact, sometimes it is arrogance. (Laughter.) And we have a sense of accountability and results. And sometimes this looks like control. But together I think this set of business practices and the attitudes that come along with it are part of what we really bring to you; that they're part of our human capital. We have the founder's stock and we have the -- we have the comfort with technology. But I think that it's this human capital that we bring here that provides a kind of convergence from the traditions that we were talking about on the first panel and how philanthropy is moving into the new economy.

In fact, I think that philanthropy is the soul of the new economy. And I think that, as Steve talks about the role of technology and how it is transforming industries, it has the potential to have a transformative effect in the independent sector, as well. (Applause.)

MRS. CLINTON: Thank you very much. You know, as you were talking about your experience in Bangladesh, I remember very well sitting on that same bench. And among the conversations that we had is whether or not -- in my house, we lived with our animals. (Laughter.) All different kinds of animals.

Well, Steve, you've already been referred to several times and I know that you've just unveiled this new website, but you've also got a lot of other ideas about how to increase giving and use these opportunities, that I'd like you to share with us.

MR. CASE: First of all, I'd like to be clear, I do not consider myself a tycoon, either. (Laughter.)

It's interesting. I'll talk about the Internet, but I think it's worth going back to where we started with a video, which is striking to me in several respects. The first was, I had never realized that this was the first White House Conference on Philanthropy. And the fact that we've been around for 200 years and we haven't had one, I think, is stunning

COMPUTERS & TECHNOLOGY

Breaking down the boys club

Networking women form their own power grid in tech world

By Margie Wylie
NEWSHOUSE NEWS

ON A WEEKNIGHT, 60 Silicon Valley types turn out to eat pizza and pass the flesh. Perching paper plates on the antiques and marble mantelpieces of their 20-something host's Pacific Heights mansion, would-be Internet millionaires look for investors. CEOs scour the crowd for hires, and computer programmers entertain offers of even greener pastures. This isn't an unusual scene in the booming high-tech industry in San Francisco, but one thing makes this gathering unique: No men.

In the male-dominated technology industry, women are making inroads through networks of their own. At organized events such as this meeting put together by networking group GraceNet, or just informal coffee klatches, women are increasingly turning to other women to help crack the so-called "silicon ceiling" and cash in on the tech boom.

Silicon Valley may be the land of opportunity, but for many women, tapping its riches has been harder than for men.

Women in Silicon Valley say it's a cycle. Discouraged from studying math and sciences, few women enter technical fields. In the resulting male-dominated high-tech companies, few women rise to the top. Notable exceptions include Carleton "Carly" Fiori.



NEWSHOUSE NEWS / ED GARREON

GraceNet founder Sylula says many women isolated in the male-dominated high technology.

[See NETWORK, B-16]



Cate Marzetti started the Women's Technology Cluster, which helps women launch tech firms and find investors.

WORK from B-5

Breaking down the boys club

rina, newly named president and chief executive officer of Hewlett-Packard, and Meg Whitman, president and chief executive officer of eBay.

But few women have the experience — or contacts — to attract the millions of dollars in venture capital needed to start the next Oracle or Amazon.com. A new breed of high-tech women's networking groups is aiming to break the cycle.

"Even though our numbers are growing, the (high-tech) culture is still a man's culture, and women can feel isolated," says Sylvia Paull, founder of GraceNet and chief executive officer of Berkeley Ventures, a public relations firm in Berkeley.

GraceNet and similar groups aren't just tea-and-sympathy societies. People come here looking to get jobs and to get investment. Paull says.

A new web of women's networks that have quietly spun out across Silicon Valley over the last three years is no longer just interested in fitting into the male power structure so much as co-opting and feminizing some of its power. They range from GraceNet, where students rub shoulders with company presidents, to several women's CEO-only dinner clubs to Babes in Boyland, a group of female venture capitalists who play poker, have baby showers and do deals.

Women start about a quarter of all information technology companies, according to Margarita Quihuis, director of the Women's Technology Cluster in San Francisco. Yet they have historically received very little of the money that makes up high-tech's lifeblood: Venture funding.

Between 1991 and 1996, women netted only 1.6 percent of the \$33.5 billion invested in technology companies, according to a study by Wells Fargo Bank and the National Foundation for Women Business Owners. Last year, the figure climbed, but it was still less than 2 percent, according to the U.S. Small Business Administration.

"The numbers seem shockingly low," Quihuis says, noting that nobody knows exactly how many women pursue venture money in the first place. "When it's in single digits, that's discouraging no matter how you cut it."

"During the last few generations, women have had access to education, they've had access to the professional world, but women's access to capital is still very low," says Cate Muther, founder of the Three Guineas Fund, which sponsors the Women's Technology Cluster. Muther started the cluster last year. It is the only women's business incubator that focuses on the high-growth technology market.

Today, it houses eight start-ups, but aims to have 20 to 30 under one roof. "In Silicon Valley, entrepreneurship is in the air," Quihuis says, "but there's no book to tell you how to do it. What we're trying to do is codify that."

Women miss out on venture funding because they aren't in the right, mostly male, networks, Quihuis says. Organizations like the Forum for Women Entrepreneurs and the Women's Technology Cluster teach women to break into those circles and to make circles of their own.

The number of female venture capitalists is growing, and many of them are hooked into the new women's networks. "When we started in 1983, there were only six or seven (female) venture capitalists" in Silicon Valley, says Denise Brosseau, executive director of the Forum for Women Entrepreneurs. "Now there are somewhere around 70."

"To get in, you have to have an in," says Carmen Chang, a lawyer who represents more than \$1.5 billion in venture funds for Wilson, Sonsini, Goodrich and Rosati, a Palo Alto firm. "As women lawyers, we have a duty to at least help." Chang often directs women entrepreneurs to women venture capitalists, who are at least more open to the idea of hearing a female pitch, she says.

More women-only venture firms are popping up across the country. Viridian Capital in San Francisco invests only in women-owned or women-operated businesses, mostly in the high-tech and medical fields.

Women sometimes lack the skills to ask for funding. When they do ask, they often find they don't have the track record of running a successful company that venture capitalists want to see, Brosseau says.

The reason is that few women make it to the top of their companies before they quit. When they do, they are often frustrated, but, flush with cash from stock options, they try to start their own companies, Quihuis says.

According to Catalyst, a nonprofit women's research group in New York, Fortune 500 technology companies have only 7 percent female corporate officers, compared with the 11.2 percent for Fortune 500 companies overall.

The Forum for Women Entrepreneurs grows women's businesses to court venture capital and offers them exposure they might not otherwise get. Once a month, it works with the Women's Technology Cluster to bring one venture capital firm together with a handful of women who have promising high-tech business ideas. In January, the two organizations will sponsor Springboard 2000, showcasing 30 women-owned firms for top venture capitalists.

Some women have found that beating men with their own new networks can be better than joining them.

The New Girls Network (a.k.a. Babes in Boyland) is an informal group of women venture capitalists. They decided to learn to play poker and golf so they could join the men at the table or on the links.

The first poker night, the women played for real stakes, then collected the pot and gave it to charity, says Susan Mason, a partner at Onset Ventures and one of the group's informal ringleaders. "The guys would never do that."

Afterward, some women joined a well-known men's poker game of venture capitalists, but they found "it wasn't nearly as much fun, so we have our own poker games now," Mason says. "It's not quite so serious. The men play for thousands of dollars, serious money. We play for toothpicks."

Now the New Girls Network just does its own thing, without fear of appearing too feminine: "We trade a lot of deals at baby showers, and we do a lot of baby showers now."

These new mothers are worried that their baby girls will fall behind, as most do, in math and technology in their early teens. That sets the stage for missing out on technical careers that can lead to top positions in high-tech companies, says Ilana DeBare, a Silicon Valley writer.

So DeBare and other women have founded two private schools for girls that emphasize math, science and technology — the Julia Morgan Middle School for Girls in Oakland and the Middle School for Girls in Mountain View.

The networking women of today's high-tech fields rely on each other, but they neither reject nor vilify men. "I firmly believe that it's not that men are trying to exclude women; it's just that women aren't there in front of them," says Susan Preston, an attorney who started the Seraph Capital Network, a group of independent women investors from the Seattle area. "So what we're doing is just changing the rules a little."

They're changing the culture too.

Mason turned to her New Girls Network for help in crafting maternity leave policies for her venture firm. High-tech venture firms are so overwhelmingly male that "most of them don't have maternity leave; they've never even thought of it," she says.

If you think that the hottest

innovation in Silicon Valley ends in ".com," then meet Catherine Muther. Muther invests in great ideas—some of which do end in ".com"—but she doesn't define success as the shortest distance from here to an IPO. She's an incubator of social equity, creating new markets for giving, rather than for buying and selling. "Venture philanthropy is really a metaphor. It's philanthropy with attitude," she says. "I'm interested in bringing philanthropy into the new economy."

Muther knows a lot about how the new economy works. She was the senior marketing officer at Cisco Systems Inc. from 1989 to 1994, during which time the company grew from \$25 million to \$1 billion in sales. Muther was at the heart of Internet business even before there was any such thing as the current .com boom. She worked at one of the pivotal companies that built the networks that would create that boom.

But while today's Silicon Valley is dizzy with the heady .com gold rush, Muther has moved on to create the next revolution—one that combines social equity with technological innovation and economic growth. "Why shouldn't the Internet have as much impact on how we think about philanthropy as it has had on how we think about commerce?" she asks pointedly.

The first step in Muther's vision of creating the philanthropy of the future might seem traditional. She has formed a foundation called the Three Guineas Fund, a grant-making organization named after Virginia Woolf's meditation on philanthropy (*Three Guineas*). In that classic essay, Woolf considers requests from three organizations asking her to support various causes—the education of women, the prevention of war, and women's professional employment. The mission of Muther's foundation is, fittingly, "to create access to opportunity for girls and women in education and the economy." Muther initially used \$2 million of her personal capital to kick-start the operation. But her commitment is more than financial. She is also investing her intellectual capital and leveraging her network of Silicon Valley peers to open up opportunities for women entrepreneurs who are looking to make their mark in the new economy. "I want to bring what I have learned from high-growth Silicon Valley companies to the philanthropic sector," she says.

In particular, Muther is applying the lessons that she learned and the relationships that she built while helping to create a \$1 billion poster-child high-tech company to two issues that define the future of the new economy: How can women become bigger players in Silicon Valley? And how can Silicon Valley develop a passion not only for making money but also for giving money back?

The Three Guineas Fund's first major project is the Women's

Technology Cluster, a nonprofit incubator in San Francisco that's now home to 10 new Internet and technology companies where women hold a major equity stake. It's in the Cluster that you can see how Muther answers social problems with direct action. Launched in February 1999, the Cluster is a kind of learning laboratory for startups. Through the Cluster, startup founders get mentoring and support from experienced business leaders. Each CEO or founder who joins the Cluster is assigned a mentor from among the group's advisers and board members. That relationship gets leveraged into a larger network composed of mentors' contacts. Entrepreneurs share office resources, like conference rooms, fax machines, and computer networks, as well as information, contacts, and support. Every Thursday afternoon, the CEOs of the enterprises gather to talk about the challenges that they're facing, whether those challenges are fund-raising, recruiting, generating buzz, or putting together an advisory board. "All startups have common problems and issues," Muther explains. "We're helping them come together on a community basis to help each other."

A lunchtime seminar on designing a stock-option plan is typical of the Cluster learning environment. On this particular Thursday, 16 women and 4 men learn about the differences between incentive and nonstatutory stock options, and find out how much equity an EVP of sales can get away with demanding in today's white-hot job market. It's a seminar taught by Silicon Valley law firm Pillsbury Madison & Sutro LLP, one of the Cluster's sponsors. It's the kind of information that ordinarily would either be unavailable to these eager participants or too expensive for them to obtain.

At the core of the Cluster is the idea that you're more likely to be successful if you don't go it alone. That extends not only to the community climate but also to the structure of the enterprise. Muther's Three Guineas Fund contributed \$150,000 in startup capital to the Women's Technology Cluster and raised \$700,000 from local companies, charitable foundations, and governments, including Bank of America, W.K. Kellogg Foundation, the City and County of San Francisco, and the San Francisco Foundation. Companies like Pacific Bell, Pacific Gas & Electric, and Cooley Godward LLP have all become stakeholders in the project.

"The question you have to ask is 'Who cares if this succeeds?'" Muther says. "We've created a partnership of interests." It's a principle of technology business development: You're only as strong as the interests that have a stake in you. The companies that have contributed capital not only have a philanthropic stake in the Cluster—they also have a vested interest. Their business interests

are aligned with the success of the startups in the Cluster; they want to see these new companies grow—they become partners as the companies in the Cluster move from incubation to maturity.

Developing new companies is the bread and butter of Silicon Valley. But the way that the Women's Technology Cluster is doing it takes on two of the Valley's most complex and perplexing social issues. First, why aren't more women playing key roles in high-growth, VC-backed startups? In 1998, only 4% of all high-tech companies that received venture funding—including Internet companies—had a woman CEO, according to VentureOne, a Silicon Valley investment-research firm. "For the first time, there's a whole generation of women with management experience in technology companies who are ready to found companies and to lead

companies," Muther says. "And yet women are underutilized."

Muther's approach is to create a pool of promising startups and network them to potential funders, mentors, and each other. But her approach is no less disciplined for having a cause: More than 300 companies have applied to join the Cluster, but only 10 have been accepted and have decided to join. The Cluster has room for as many as 20 startups in its 22,000-square-foot space. But Muther has made sure that the screening process will create a pool of startups, each of which stands out from the sea of new, risky startup companies. By getting into the incubator, they've already passed one hurdle.

The second issue addressed by the Cluster: With such enormous wealth being created by Internet companies, why isn't more of it being donated to the community? A 1998 study by the Community

Foundation Silicon Valley found that 45% of the highest-net-worth households in Silicon Valley gave less than \$2,000 to charity annually. Muther doesn't only want to get more money into the hands of women who are starting companies; she also wants to see more successful women pouring their personal resources and talents into solving social problems. Her own vision for the Women's Technology Cluster is "a learning laboratory for future business leaders who will give back to the community."

As much as it is a boot camp for startups, the Cluster is also a training ground for philanthropists. To become part of the Cluster, each entrepreneur must agree to contribute a 2% equity stake in the form of a warrant. "It's not a fee for services; it's a commitment to giving back," Muther explains. The idea is that as companies mature over the next 5 to 10 years, this equity will become a liquid portfolio—a body of wealth that can later be reinvested in the Cluster and contributed to other philanthropic endeavors. The goal is to make the Cluster self-sustaining, to ensure that other entrepreneurs have

What's fast



Catherine Muther believes that the new economy requires a new philanthropy—a "philanthropy with attitude." Here is her quick guide to doing good while doing well—to giving in the age of venture philanthropy.

Go with your passion. If you have a passion, then you have something to contribute. The question isn't "What should I do?" or "What would be best for me to do?" The question is "What is my passion? What can I contribute?" Look at issues that relate to your life and your values. That's where you'll have the most passion, the most inspiration, and the most impact.

Philanthropy is a team sport. Complex problems require more than one point of view. In a company, it takes

people from technology, technical support, product marketing, and manufacturing to create a successful product. Any social problem that you work on will also need a diverse team whose members bring different experiences and ideas to the table.

Don't give away money—solve problems. Too often, people look at philanthropy as a task that requires reviewing proposals and distributing grants: "We have a certain amount of money to give away each year. How shall we allocate it this year?" Instead, organize a team around solving a problem. Make the team responsible for solving that problem, not for funding programs. Once you know what you're trying to accomplish, then see what role capital can play in accomplishing it.

Giving should be as easy as shopping. Imagine that every Web page that offered a product or service also offered an opportunity for philanthropy. If philanthropy were made available to all people on Earth to pursue when they want to, how they want to, and as much as they want to, we could create a World Wide Web of giving. You could go to the Web and, just as easily as you order a book or shop for clothes, you could contribute to a cause.



THE WOMEN'S
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CLUSTER

the same opportunities. But it's also to learn philanthropy. Muther's approach makes the Cluster not only an incubator for new companies but also an incubator for social change.

For Muther, social change is about seeding the future that you want to see. Take the Springboard 2000 Women's Venture Capital Forum, for example. A year ago, when the National Business Women's Council, a federal agency, contacted her about holding a conference to discuss why women entrepreneurs weren't winning more venture-capital funding, Muther recommended direct action: Why talk about the problem when you can facilitate deals to help solve it? Instead of another conference, why not hold an event that would put women entrepreneurs in front of venture capitalists—a venture fair, so to speak?

Muther put the National Business Women's Council in touch with the Forum for Women Entrepreneurs in Silicon Valley, an influential network. And on January 27, 2000 the first venture conference for women will take place at Oracle, in Redwood Shores, California—with the Three Guineas Fund serving as one of many sponsors. Some 25 to 30 women seeking seed or first-round investments of \$1 million to \$15 million will present to VCs from some of the Valley's top firms: Accel Partners, Draper Fisher Jurvetson, and Softbank Technology Ventures. Kleiner Perkins Caufield & Byers's star John Doerr—perhaps the Valley's most famous venture capitalist—is on the conference's guest committee.

"I've learned that complex problems require more than one point of view," Muther says of her approach to making change. "The command-and-control model of management is fired!" Just as a product-development team includes people from many different parts of a company, Muther believes that the best way to attack a social problem is to draw people from different spheres—nonprofits, government, and the private sector.

Muther attributes her own openness to working with different types of people to the team model found in fast-moving technology companies, and to her experience as a graduate of Stanford's MBA program in 1978, when significant numbers of women began enrolling in business school for the first time. "There wasn't any career path or role model for us," she says. "We didn't know what we were doing. But that wasn't all bad: We were able to be more entrepreneurial *because* there wasn't a set path." Muther, who also had a master's degree in anthropology from England's Cambridge University, went on to become a VP of corporate marketing at 3Com and a VP of marketing at Bridge Communications.

The biggest idea that Muther is nurturing: Put the power of the

Web behind a new model of philanthropy. Her vision: philanthropy that puts the giver in charge of contributing. "What if there were a global hub, where anyone, anytime, anywhere could contribute to any nonprofit?" Muther asks. "Instead of being on the receiving end of direct-mail solicitations, imagine choosing the topic that you care most about, getting all of the information that you need to make an informed decision about contributing to that cause—and enjoying that process. This is part of what the new economy is about: doing things yourself, with your attitude, and putting you in control of your experience."

Her goal is to build a group of interested people in Silicon Valley to align with existing philanthropic entities, with the ultimate purpose of bringing about strategic change in the industry of philanthropy. And she's pledged \$1 million—separate from the Three Guineas Fund—to make that happen. What might that change look like? Diverse teams of experts from many different fields of endeavor—education, nonprofits, business, and government—coming together not only to work on doling out money to disparate groups but also on getting results by attacking specific problems.

"People who come out of the technology culture operate with a sense of urgency, which can be mistaken for impatience, and confidence, which can be mistaken for arrogance," she explains. "Venture philanthropy is really a metaphor. It's philanthropy with attitude." For Muther, philanthropy begins with finding an issue that you care deeply about. "If you have a passion, then you have something to contribute," she says. "It's not about asking 'What should I do?' It's about asking 'What is my passion?'"

You can see the issues that she's passionate about in the art that hangs on a wall of her home office. One contemporary piece by a woman artist is a visual commentary on the changing role of women in society: It's fabricated from the torn pages of romance novels. Muther plans for the same artist to contribute an installation to the Women's Technology Cluster—a series of aprons to be strung across the ceiling, each emblazoned with a quote describing a duty traditionally assigned to women. For example, one apron might read, "Today, I cleaned out the closets." Whenever an entrepreneur hits a major milestone, a new apron will be commissioned: "Today, I got \$4 million in funding." When an entrepreneur's company gets too big and it graduates from the incubator, she'll get to take along her own apron—a reminder of where she came from and the trails that women have blazed together. ★

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THE WOMEN'S
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San Francisco Chronicle

BUSINESS

MONDAY, JANUARY 31, 2000

Women Entrepreneurs Try to Spring Ahead

If all goes according to plan, last week's Springboard 2000 will catapult 25 women entrepreneurs to the next level. Several hundred VCs and other potential investors paid \$650 apiece to listen to the women present their business propositions.

The women — culled from a pool of 350 applicants — spent weeks preparing for Springboard, sponsored by the Forum for Women Entrepreneurs.

The day before the big event, the women ran through their presentations at Oracle's conference center. All were dressed in power suits and most were accompanied by their volunteer coaches.

Then there was Lisa Henderson, a veteran of more than 100 consumer product launches, standing in the middle of the stage wearing workout clothes and directing Oracle's technical staff, moving the podium, and rearranging the computer monitor setup.

Henderson, CEO of LevelEdge.com, comes from a small town in Illinois. Her father didn't get past the seventh grade; her mom just made it through high school. Henderson didn't think she could afford college, but managed to do it by relying on three athletic scholarships.

Her San Francisco company wants to make it easier for high school and junior college athletes to get noticed, and for universities to find talented kids who aren't necessarily playing for a visible school or a well-known coach.

LevelEdge will put these student athletes in a database that will also track their rankings and stats. College and university recruiters can pay for access to the database. The site will go live in March during the NCAA Final Four. Plans for recruiting camps and coaching clinics are also in the works.

Henderson already has \$2.7 million in venture capital, and is seeking an additional \$10 million. Investors include Billie Jean King and Carol Bartz, CEO of Autodesk, where Henderson once worked.

On the day of Springboard, Henderson, looking professional but hip in a black pantsuit, wowed the crowd.

Not all of the presenters did, including host Larry Ellison, who rambled on interminably, and answered questions from the audience like, "Why didn't you buy Apple at \$20 and take it over?" Answer: "Because Steve Jobs is my best friend and he didn't want me to."

Kim Fisher, CEO of AudioBasket.com, had been scheduled to follow Ellison, but Ellison was running late. So Fisher had to get the show rolling and soon had the audience chuckling with ad libs about Larry and how he could use her service. "Maybe Larry could use AudioBasket (an audio clipping service) to get dirt on San Jose politicians so he'd have a little leverage when he wants to land his jet late at night." After a few minutes of this, Fisher remarked, "I hope he's not here yet."

He was.

One of the volunteer presentation coaches said she noticed that her charges didn't really understand why they shouldn't just "wing" a big presentation. "We had to have a couple of 'back to Jesus' meetings." Said the coach, "I think that these women sailed through college and business school, but they just don't understand what it takes to really go for it. This isn't the same as getting good grades."

For more on how to present a pitch to investors, stay tuned to these pages. Chronicle staff writer Peter Sinton will give you the full scoop on Wednesday.



DRANIN PETERMAN/CHRONICLE

Kim Fisher of AudioBasket.com used a stack of magazines and a belt full of audio equipment as props during her Springboard 2000 pitch.

The New York Times

Money & Business

SUNDAY, FEBRUARY 20, 2000



THE WOMEN'S
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Personal Business

CALLINGS

LAURA PEDERSEN-PIETERSEN

An Online Matchmaker Of Athletes and Schools

WHEN someone makes a big profit on Wall Street, traders like to say, "Don't confuse brains with a bull market." And when a corporate climber in most any field hits a home run, business friends are apt to attribute it to being in the right place at the right time.

But for Lisa Henderson, 37, founder of LevelEdge.com, an Internet service that matches young athletes with colleges and scholarships, it took nearly 20 years for her own lucky break on the high school playing fields to germinate into a hot business proposition.

That business — solidly financed

Laura Pedersen-Pietersen is a Manhattan author and public speaker. Her column profiling people whose work is their passion appears the third Sunday of each month. E-mail: yourmind@nytimes.com.

and widely praised, though still unproven — demonstrates how well some entrepreneurs can reach back into their pasts for the Big Idea. For all the material rewards of success, venture capitalists say, it is business founders with a profound motivation to change the world, or at least a portion of it, who are the most successful. Ms. Henderson, considering herself lucky, wants to create such kismet for others.

Ms. Henderson's break came in 1980, when she was a high school senior of modest means in the small town of Pontoon, Ill., near St. Louis. Two girlfriends invited her to watch their preseason soccer tournament at Lindenwood University in St. Charles, Mo. When the team suddenly ran short of players, someone tossed Lisa a jersey and sent her onto the field. She scored two goals, prompting the coach to offer her a \$2,000 scholarship.



Peter DeSilva for The New York Times

Lisa Henderson, founder of a Web site for young student athletes.

That, however, was not enough money to send Ms. Henderson to college. So the coach set up tryouts on the basketball and softball teams, and she got offers of \$4,000 more in sports scholarships. After selling her car, Ms. Henderson had enough money to enroll. In the next five years she earned a bachelor's degree in finance, an M.B.A. and the school's "athlete of the year" award.

Recruited directly out of college by Ralston-Purina as a marketing research analyst, she spent five years working her way up to brand manager and introducing products from the company's headquarters in

Business

St. Louis. In 1992, she moved to San Francisco to run the Mexico operation of Del Monte; a year later, she became an executive vice president at Specialty Brands, which sells spices and food ingredients.

In 1997, Ms. Henderson made the leap to technology, joining the software developer Autodesk as head of its consumer products division. Seeing firsthand how the Internet could break down economic and geographic barriers, she began thinking about going into business for herself.

She often talked to friends and colleagues about young people who were not able to fulfill their potential because of where or how they had grown up. "Kids like me are invisible," she said. "And we're forced to rely on luck as a means of getting a good education."

So in 1998, Ms. Henderson wrote a business plan for LevelEdge, a start-up that would use computer technology to match promising high school and junior college athletes with four-year colleges and universities. The company is intended as an alternative to the unseemly practices that Ms. Henderson and others feel are widely prevalent in the college athlete recruiting process. Instead, LevelEdge is a clearinghouse, allowing its subscribers to get a broad view of prospective graduates and promising athletes without an intermediary who might take advantage of unsuspecting families.

Living in the shadow of Silicon Valley, Ms. Henderson didn't need long to round up \$2.7 million in seed capital and recruit such high-visibility investors as the retired tennis champion Billie Jean King, who has since become co-chairman. "LevelEdge

shares my vision of providing equal opportunities across the board for athletes," Ms. King said in an interview. "I came up through the public parks system, not the country club, and it's much tougher if you're not part of a highly visible program."

The service has also attracted support from coaches. "I will subscribe to LevelEdge because it will allow me to find talent that may have otherwise been unknown to me," said Scott Thompson, the men's basketball coach at Cornell University.

Ms. Henderson wants to raise the visibility of all student athletes. "Everyone knows the top 50 players for each position," she said. "Only there are 21 million high school students, and 33 percent play sports."

While most students and parents know how to fill out college applications, she added, not many understand the complicated sports recruitment process. Students who participate in LevelEdge need file only one profile of academic, athletic and personal information for posting on the site. They can also request that it be sent by e-mail to specific coaches.

The matching service will be free to students and parents. The plan calls for financing through subscription fees from schools that use the site for recruiting, and through advertising from companies offering athletic goods and services.

The site's database of potential basketball recruits will be unveiled next month at the National Collegiate Athletic Association during the men's and women's Final Four basketball tournaments.

"We're very excited about LevelEdge because it removes economic and geographic barriers for ath-

letes," said Beth Bass, executive director of the Women's Basketball Coaches Association. "A student doesn't have to pay to travel to an elite camp in order to be seen by coaches." After the basketball rollout, Ms. Henderson plans to extend LevelEdge to 20 other sports.

Last month, Ms. Henderson was one of 27 chief executives of start-ups chosen from 350 applicants to present business propositions to several hundred potential investors at Springboard 2000, a venture capital forum for women entrepreneurs. The fair, in Silicon Valley, was championed by Kay Koplovitch, chairwoman of the National Women's Business Council, a government advisory panel. There, Ms. Henderson lined up her next round of capitalization — \$10 million from a group of backers. (The fair, by the way, proved such a success that three more are scheduled this year, for Washington, New York and Boston.)

Aside from building a thriving business, Ms. Henderson has three other goals. First, she hopes not to receive any more heartbreaking phone calls from low-income parents who have handed over big up-front fees to freelance "recruiters" of dubious reputation. Second, she eagerly awaits the first e-mail message from a student who has found a scholarship through LevelEdge, resulting in opportunities like the ones Ms. Henderson had.

And, finally, she hopes not to be called a "former athlete." In a match last week, she scored two of the three goals for her local indoor soccer team. □

Giving Her Best Shot

Mona Lisa Wallace decided she needed more than a microphone and slide projector to make her investment pitch at the first venture capital forum for women entrepreneurs last Thursday.

So she rolled onto the stage a shopping cart filled with environmentally correct products.

Then she told several hundred potential investors at the Oracle Conference Center in Redwood City that her San Francisco e-commerce company, ShopEco.com, is targeting a very fragmented \$25 billion market.

The cart and its contents symbolized the online site's capacity to pull together a broad inventory of ecologically friendly products from fleece jackets made from old plastic bottles to recycled paper napkins to organic peppermints.

Wallace, a lawyer-turned CEO, said

she initially planned to lecture her audience on global warming, water purity and food safety. But she was advised by the managing director of an investor group called Angel's Forum, to pull the "purse strings," and not the "heart strings."

Called Springboard 2000, the unprecedented conference was designed to give

to give carefully selected women entrepreneurs 17 minutes each to convince some of Silicon Valley's leading investors to put up money or arrange follow-up meetings to learn more.

Although there are 8.5 million women-owned businesses in the United States, according to the Small Business Administration, they are woefully neglected by private equity investors.

"Women entrepreneurs are the most dynamic, fastest-growing sector of our economy but we are still largely invisible in the investment community," said Kay Koplovitz, chair of the National Women's Business Council, which co-sponsored Springboard 2000 with the Forum for Women Entrepreneurs. Last year, only about 5 percent of the nearly \$30 billion venture capital financing flowed to women-backed startups.

Sponsors of the one-day event aim to push that up to 15 percent by the end of next year. Initially the conference planners thought they would receive about 100 business plans from women entrepreneurs but 350 applications poured in. MBA students at Stanford and the University of California at Berkeley helped whittle down the list. Venture capital investors screened about 45 candidates, with 27 making the final cut.

Unlike most investment conferences, which give speakers little more than a time slot, this one provided extensive hand-holding. Those making presentations were offered coaching from VCs, bankers and professional speaking consultants. The women even went through a dress rehearsal days before the event.

More than 300 angel, venture and corporate investors as well as accountants, lawyers and consultants paid up to \$650 each to hear the high-tech auditions.

Pitching for \$1 million to \$20 million is every bit as demanding as auditioning for a part in Hollywood. It's not just a matter of having a good script or business plan, but having an effective delivery.

The women entrepreneurs invited to speak were not new to the financial stage. Each had at least raised private money from friends, family and independent angel investors.

Quite a few had run previous startups and already raised millions of dollars from VC firms for their latest ventures. Still, they said they had plenty to learn about perfecting their pitch.

Varsha Rao, co-founder and co-president of Eve.com, a San Francisco online vendor of 170 beauty product brands, has raised \$28.7 million and is looking for \$25 million more. The Harvard MBA and former McKinsey consultant is used to making presentations but she found advice from coaches about slowing down her delivery, acting natural and coming up with a "hook" to

catch the audience very helpful.

Rao decided to start at the beginning and tell the story of how she and her partner, Stanford MBA Mar-iam Naficy, got the name Eve.com.

It was an obvious choice for the online cosmetics company but they discovered that a 6-year-old named Eve Rogers already had the domain name and her mother owned 400 Web addresses.

Eve's mother initially thought Rao and her partner wanted to start a porn site. But after explaining their business, treating mother and daughter to a trip to Disneyland and pledging to pay a major part of Eve's college tuition, they won rights to the name. "That was our toughest negotiation," said Rao, who likes to practice giving presentations with her eyes closed.

Speaking coach Kim Marinucci of Winning Pitch in Palo Alto said it's important to know your first line and last line but "don't get scripted." If you do, your remarks are likely to come off as canned rather than conversational and convincing.

Krishna Subramanian, CEO of Kovair in San Jose, had the unenviable position of being the first Springboard 2000 presenter at 8:20 in the morning.

With the help of venture capitalist James Robbins of San Jose's Software Business Cluster, Subramanian had already whittled down her number of slides and honed her usual 40-minute pitch to a tight 17 minutes.

But to wake up the audience and get them interested in hearing about her software for managing business-to-business customer relationships, she decided to start it off with a joke: "If Hamlet were alive today, what would he ask?" she ques-

By Peter
Sinton
CHRONICLE
SENIOR
WRITER

P.1, Business Section

ried. "To B2B or not B2B, that is the question."

It worked. The audience laughed. And Subramanian, a former Sun Microsystems manager who is looking for \$10 million in additional financing for her 10-month-old startup, relaxed and eased into her pitch.

Punita Pandey, founder and CEO of netCustomer.com, decided to launch her presentation by contrasting the negative view many online shoppers have of customer service and the way they feel about her company's product which allows online shoppers to get immediate responses to their e-mail questions.

She quoted a customer of someone else's service who was told "we don't know the status of your order," after repeated e-mails and phone calls to customer service and being on hold for hours.

Pandey, a UC Berkeley MBA whose year-old company has received \$1 million in seed financing and is looking for \$15 million more, then observed, "That is a reflection of e-frustration. A lot of online customers are left holding the virtual bag with no help."

By contrast, a netCustomer.com user said the service "is the best I have ever seen," she said.

According to Pandey, her two coaches, Helen Ingerson from APV Technology Partners and Silvia Fernandez from Silicon Valley Bank, helped her highlight her main message and advised her to mention early and forcefully that her company has the stamp of approval from some major customers, including Dell and Qualcomm.

Menekse Gencer, chief marketing officer of Vistify in Santa Monica, used a different approach to establishing rapport with the

audience. She told a story about how her great aunt in Istanbul would lower a basket from her third-story window to the grocer boy who filled her orders. Then she segued to Vistify which is creating a kitchen appliance with touch-screen pictures that consumers can press to instantly order and pay for groceries.

Gencer, a former PricewaterhouseCoopers consultant who is looking for \$25 million in second-round financing, said the coaching was helpful. "I was told to tell a story and hold a conversation with the audience," she said. "And have people focus on you, not the graphics."

Knowledge of your subject, careful preparation and coaching are useful. But they don't assure success.

Nancy Moore, co-founder of Signet Assurance Co. in San Francisco, learned this the hard way. She carefully

ENTREPRENEURS

With the help of Marinucci, she used images, including a picture of a pack of Fleischman's yeast, to drive home the point that Signet's e-commerce transaction services are the critical ingredient needed by online businesses to guarantee expansion.

But during her presentation, Moore suffered a classic attack of stage fright. After losing her train of thought, she stood silently for several minutes clicking back and forth through her presentation slides before regaining some composure.

Getting lost during a presentation is not that uncommon.

"If your mouth gets cottony and your forehead gets hot, take a breath and consciously exhale," advises Mill Valley speaking coach Dan Sapp. "This might help release the tension and signal your central nervous system that you are not under attack."

Giving a good presentation involves style as well as substance.

"You need to get outside your own frame of reference," said Kathryn Hanson, CEO of eMentoring.com in Cupertino.

"My coach reminded me not everyone knows buzzwords like MOU for memorandum of understanding."

The founder of a previous startup called CustomerCast and a veteran of Hewlett-Packard and Silicon Graphics, Hanson is looking for up to \$2 million in seed-round financing to deliver business education materials from universities online to companies.

"I learned not to speak too fast or get mired down in details," said Sara Frankel, CEO of BestSelf, a San Francisco online weight management service that is looking for \$8 million in second-round financing.

TIPS TO PERFECT YOUR PITCH

Two things determine whether you get results as a communicator: your focus on the needs of the listener and your use of your voice and body.

Mill Valley speaking coach Dan Sapp offers these speaking tips:

■ **Know your audience and your goals.** Communicators who can picture their listeners doing something as a result of a talk will always have more focused, energetic content than speakers who just talk about what they know. The former is working to create a change in the listener, the latter is dumping information.

■ **"Hook" your audience.** A memorable slogan, concept, or pledge gives your audience a reason to listen to the rest of your talk.

■ **Converse with the audience.** Don't depend on graphics to make your points or resort to jargon and buzz words.

■ **Don't talk fast to pack in more information.** Deciding what to leave out of a presentation is as important as deciding what to leave in.

■ **Pause at the end of each thought.** This gives the audience a chance to digest your ideas and you a chance to take a breath, exhale and release tension.

■ **Dress for success.** The wrapper on the package should not be the most memorable thing about your presentation, but make sure your clothes fit, are fitting and don't distract from what you are saying.

■ **Watch your body language.** Keep your weight balanced on both feet; it conveys strength for both men and women. Think of the metaphor of people who have both feet on the ground.

■ **Be natural and open.** Keep your arms and hands relaxed at your sides when you are not using them. If you act like a cheerleader and are overly enthusiastic, you may lose authenticity.

■ **Connect with your audience.** Make eye contact with individuals. Don't swivel your head as if you were a lighthouse beacon or watching a tennis match.

—Peter Sinton

San Francisco Chronicle

BUSINESS

TECHNOLOGY

MONDAY, JANUARY 10, 2000



THE WOMEN'S
TECHNOLOGY
CLUSTER

Latino.com Has Big Portal Plans

S.F. Web site to expand news coverage, features

By Carrie Kirby
CHRONICLE STAFF WRITER

Run by a staff of two and backed by a few maxed-out credit cards, Web site LatinoLink.com still managed to attract a loyal following among Hispanic Internet users. With content in both Spanish and English, the 5-year-old site now draws 400,000 unique visitors a month.

Now Lavonne Luquis, the San Francisco entrepreneur behind LatinoLink, has lined up \$4 million in private placement funding, increased her staff to 25 people and has big plans to morph her Web zine into a portal.

Set to debut on Valentine's Day, Latino.com will offer expanded coverage of Hispanic-related news, sports and entertainment, plus new features like Web search and e-commerce. LatinoLink.com will stay on as one section of the new page. An initial public offering is planned for later this year.

"When the Internet is relevant to people, they'll find a way to go online," said Luquis, 40. That's why the former journalist makes sure her site has plenty of articles, some written by her 10-person editorial staff, some from wire services.

"Some of these are stories they would find in their daily newspaper, but instead of on Page 15, we put it right in front," Luquis said. She plans to open news bureaus in Los Angeles, Chicago, Miami and Texas as soon as possible.

"There will be e-commerce, but it has to be in context. If you're online planning a



LatinoLink CEO Lavonne Luquis likes the idea of service journalism.

LEA SUZUKI / The Chronicle

Latino.com Has Big Plans to Become Hispanic Portal

quinceañera" — a coming-of age party for 15-year-old girls — "you may decide to order certain items for that," she said.

Most e-commerce sites try to make shopping more convenient, but Latino.com will sell things that some users couldn't buy at all off-line — where does someone living in a small Minnesota town pick up tamale flour? EthnicGrocer.com already sells that and other specialty foods through LatinoLink.com. Luquis says that users constantly e-mail her asking where to buy hard-to-find food items and Spanish-language music videos in cities across the United States.

"(Latino) people are spreading out across the country," Luquis said.

Luquis herself was inspired to start the Web site when she moved from Puerto Ri-

co to Olympia, Wash., where she served as city editor at the Olympian newspaper. She found almost no expression of Latino culture in her new home, and when she went online for help, she found nearly nothing there too. This was 1994.

Latino.com will be one of many portals wooing the United States' 32 million Latinos. The biggest player is StarMedia Network, the premier Internet company in Latin America, which set its sights on the U.S. Latino market in 1998. Other Web sites vying for Latino eyeballs include QuePasa.com, Yupi.com and El Sitio, which went public December 15. Mainstream Web properties including Yahoo, America Online and Prodigy have jumped into the fray with Spanish-language offerings as well.

All these competitors are fighting for an audience that the Department of Commerce estimates to be only 12.9 percent of the nation's 8 million Latino households — that's how many were using the Internet in 1998, according to the Department of Commerce's report, "Falling Through the Net: Defining the Digital Divide."

But Forrester Research, a technology analysis firm, believes the Latino online audience is much bigger. Forrester says 36 percent of Latino families had at least one member using the Internet in mid-1999, and projects that 43 percent will be connected this year. Unlike the figure from the Digital Divide report,

Forrester's figures include households whose members access the Internet at work, at school or at the library.

Forrester analyst Ekaterina Walsh said it's a myth that minorities are less likely to get on the Internet. "It's a complete bogus idea. Race has nothing to do with online adoption or buying a computer," she said.

Luquis believes that Latinos will embrace the Internet just as they have picked up cellular phones, CD players and other technological innovations in the past. To help make that goal a reality, Latino.com will probably be involved in off-line campaigns to encourage Latinos to get wired, Luquis said. But she believes that the real key to getting more Latinos online is simply providing something for them to do on the Internet.

In her newspaper career, Luquis got to like the idea of service journalism, or providing people with information that's useful to their daily lives. She finds that easier to do on the Internet than it was in print.

"Online, people immediately connect to you" and send feedback, Luquis said. "It's easier to connect with readers."

There are plenty of ways the Latino community can benefit from using the Internet, Luquis said. One area LatinoLink.com is already working on is helping Latino youth access scholarships.

"Many Latino students are in urban schools, where they may not have access to the best guidance counseling," Luquis said. So Latino-

Link.com lists scholarships and internships, some available to all students and some just for Latinos.

When Internet telephony develops to the extent that users in Latin America can receive Internet calls, Luquis predicts that Latinos will benefit greatly from low-priced Internet long-distance service.

"Latinos are one of the groups that spend the most on long-distance phone calls," Luquis said.

Another area where Luquis predicts Latinos will find value in the Internet is online language study, both for immigrants who want to learn English and for American-born Latinos who want to discover their roots by studying Spanish or Portuguese.

Luquis' goals sound altruistic, but she is confident that her strategy will be profitable someday — or at least allow her to break even by 2002.

Forrester's Walsh says she likes Latino.com's chances of financial success but warns that the site has a

long way to go.

"They have to find a very strong peg that goes much farther than just being a Latino site," Walsh said. To differentiate itself from its competitors, Latino.com must find a niche within the ethnic niche. That could mean picking an age group to cater to, or focusing just on Latino sports or having the most up-to-date news — and this is something that she has not yet seen any of the Latino portals doing, Walsh said.



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news: Small Business

A tech incubator for women

Women's Technology Cluster offers female entrepreneurs trade tips, advice

By Jennifer Schu

August 11, 1999, 3:09 p.m. ET

NEW YORK (womenconnect.com) - It's an entrepreneur's dream: inexpensive office space, free business and legal advice and the chance to dazzle venture capitalists with your business plan.

It's a place where the talk around the water cooler is of VCs and elevator pitches, of "grokking" and "keiretsus." It's where you can attend a lunchtime seminar on venture capital term sheets and valuations, and learn how to attract a high-profile board of directors.

The place is the Women's Technology Cluster, a San Francisco-based business incubator created to help women-owned technology start-ups achieve their full business potential. It's where a community of female high-tech entrepreneurs can share experiences, tips and advice in the all-important quest for funding.

For Kim Fisher, CEO of AudioGlide.com, a fledgling Internet audio company, it was like entering a new world.

"We had our office and network moved out of my living room, into the [building], and up and running in less than a day!" she marvels. Better yet, "we've already met some potential investors."

"Getting funded is on everyone's mind," says WTC director Margarita Quihuis. "And it's amazing how generous the women are with their information. One will say, 'This venture capital firm isn't looking for a company like mine, but maybe they'll be interested in yours.'"

"Community and sharing of information is crucial to me and to my business partners," Foster echoes. "Having other technology

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companies, that may face or have faced similar issues, to brainstorm with helps us — and hopefully, them — overcome some of the challenges."

Why a woman-only incubator?

There are already many well-established technology clusters designed to support start-ups. The WTC holds the distinction of being the first incubator in the country designed specifically for female high-tech entrepreneurs.

"More than 30 percent of new women-owned businesses are in the technology field," says former Cisco Systems executive Catherine Muther. "But accessing capital continues to be a systematic problem for women entrepreneurs."

Hoping to remedy the situation, Muther founded the Three Guineas Fund, a nonprofit organization that in turn helped fund the WTC. Launched last December in a renovated warehouse in the heart of San Francisco's "Multimedia Gulch," the incubator quickly became a buzzing hive of activity.

"It's not like other incubators exclude women, but as in every situation, membership comes through referrals," Quihuis points out. "Like attracts like. When you look at the [traditional] business network of men, for the most part it's comprised of other men."

Proximity to other start-ups seems to be a key to success, and Muther wanted women to have that opportunity. According to the Small Business Association, within five years, 80 percent of new businesses fail; yet of those fostered in incubators, 80 percent are still in business.

That's because incubators take into account the dynamic nature of a start-up, Quihuis says. For example, early-stage companies can get a month-by-month office lease -- unheard-of in the outside business world -- as well as access to a free conference room and other amenities.

Being part of an incubator also gives start-ups "instant credibility," according to Foster, because member companies are prescreened and selected through a competitive process. She says that being part of WTC also gives her firm immediate access to resources that otherwise would be hard to find.

"Since we are an Internet company, operating on Internet warp-speed time, it is important that we move quickly. An incubator helps us do that."

"Plugging In" to the Silicon Valley network

WTC director Quihuis believes that the sense of community and shared knowledge commonly found in incubators contributes greatly to a start-up's success. That's particularly true of those located in the legendary Silicon Valley — known as the home of the newly minted millionaire.

A hundred fifty years ago, thousands flocked to the area during the Gold Rush. Now the lure is the possibility of making millions with a successful start-up. "In Hollywood, they say every actor is working on a screenplay. In the Valley, everyone is an entrepreneur," Quihuis laughs. "It's in the air."

The plethora of high net worth individuals has made the area extremely popular for new companies mining for funds. "In the Valley, people don't do philanthropy. They do start-ups," she says matter-of-factly.

That's why the how-to knowledge of successful Silicon Valley start-ups is so valuable to new entrepreneurs. "We're talking about four or five law firms that everyone uses, one or two banks and a handful of venture capital firms," Quihuis explains. "The way the Valley works is through networking."

Dr. Hagit Glickman, CEO of MyPsych.com, an Internet-based behavioral health-care channel, says the WTC has enabled her company to get "plugged in" to the Silicon Valley community.

"It offered many resources that would otherwise be unavailable to a start-up," she says. "That includes access to technology, software and hardware leaders, [as well as] financial, legal, and strategic advisers."

Glickman feels that working side by side with other start-ups and sharing experiences with other companies is crucial to her firm's success: "The environment creates 'out of the box' thinking and offers a different perspective in dealing with business challenges."

Quihuis notes that the experience of being an entrepreneur "can be very lonely. If you have a neighbor in the office next door, you can say, 'Hey, I'm going to talk to this venture capitalist. Can you give me any information or insight before I go in?'"

An incubator like WTC also eliminates the often-costly learning curve, as well as the need to do a great deal of time-consuming due diligence. "We provide a neighborhood of

entrepreneurs where people can get information very quickly," Quihuis says.

Even seasoned entrepreneurs can benefit from the help offered by the WTC. Cheryl Largen, CEO of In Record Time, a firm that digitizes medical records, was successfully self-employed for 18 years. However, when she launched her new venture, she felt "it would be valuable to be around other CEOs of technology businesses." She also needed "to raise some serious money." By joining the high-visibility WTC, she believes she's increased her chances of reaching her business goals.

Quihuis points out that venture capitalists known in Silicon Valley lingo as "VCs" like to work with sophisticated entrepreneurs. "There's no book to read. It changes all the time. You have to have your finger on the pulse, to know going in what a good deal is. What we are trying to do is level the playing field."

Success also can come in the form of becoming acquired by a larger company, which Quihuis calls "a profitable exit strategy."

"You either get acquired or go public," she says. "To be acquired by a Yahoo for a couple hundred million? Not bad."

Making the cut

In view of the tremendous competition for funding among start-ups, the WTC has made it clear that it's not a place for dabblers or dreamers. In fact, it may be even harder to get into than Stanford.

Quihuis says that of the 300-plus inquiries she's received, she has selected only eight companies to join the community. There is space for a total of 20 to 25, but she's in no hurry to fill the slots.

Requirements for admission include a viable business plan, a solid management team and a truly innovative idea.

"Our mission is to help women get access to capital," Quihuis says. "In order to meet that goal, we need very strong companies that we think are fundable."

For example, if a woman applies to the WTC and says her goal is to build a \$5 million a year graphic arts firm, "she doesn't make the cut." On the other hand, if another applicant reveals her plan to become the Amazon.com of environmental companies, "we're interested," Quihuis says.

She adds, "There has to be a market opportunity large enough for venture capitalists to be interested."

Foster made the cut by presenting a thoroughly researched business plan, seed funding, a team of seven professionals and a prototype of her proposed software. Glickman, a licensed clinical psychologist, had a vision of a Web site that would allow mental health professionals to interact with patients and provide important follow-up care between sessions through the use of interactive "homework."

Both have become important members of WTC, forming the basis of a "keiretsu," a Japanese term for a network of companies that do business with each other.

"Our companies strengthen and complement each other. We've seen interaction between them," Quihuis says. "For example, one firm might have back-end software that another company can use in building its Web site. We want to create those kind of mutually beneficial business partnerships."

In keeping with that goal, the WTC requires member companies to make a commitment to pledging a small percentage of their equity to a fund earmarked for future investment in the community.

Women helping women

In the end, what makes the WTC especially attractive to its members is the fact that it is designed specifically for women entrepreneurs.

Many of the Incubator's lunchtime speakers are female CEOs, attorneys and venture capitalists who are "mostly driven by wanting to give back to the community," Quihuis says.

Foster feels that there is an additional openness among female high-tech business owners, possibly because "there are so few of us."

Glickman calls the WTC environment a "collaborative and nurturing" one that can "really make a difference. It provides much-needed support during the difficult and demanding start-up phase."

Adds Largen: "The benefits of being with other women technology entrepreneurs are that we all have essentially the same needs. We're just at different junctures in our development stages."

"If we each don't have to recreate the wheel, we gather momentum just by picking up information along the way."

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THE CLINTON-GORE AGENDA FOR CREATING DIGITAL OPPORTUNITY

February 2, 2000

Private sector competition and rapid technological progress are powerful forces to bridge the digital divide and make Information Age tools available for more and more Americans. The information technology industry is able to double the amount of computing power available at a given price every 12-18 months, and is now selling low-cost computers and "information appliances" -- such as specialized Internet access devices. Some companies are even offering free, advertiser-supported Internet access. By working with the private sector and community-based organizations, the Administration can accelerate the trend toward expanded access.

But access to technology is only the first step. We also need to give people the skills they need to use technology, to promote content and applications of technology that will help empower under-served communities, and to ensure that teachers can use technology effectively in the classroom. Below is a brief description of the initiatives that President Clinton and Vice President Gore are proposing to help accomplish these goals:

1. **\$2 billion over 10 years in tax incentives to encourage private sector donation of computers, sponsorship of community technology centers, and technology training for workers:** President Clinton's budget includes \$2 billion in new tax incentives to encourage companies to donate computers to schools, libraries and community technology centers, to sponsor schools, libraries, and community technology centers in designated Empowerment Zones, and to provide basic computer training, workplace literacy, or other basic education for their employees.
- **Encouraging companies to donate computers.** The President proposes to extend and expand tax deduction that gives companies an incentive to donate computers to schools, libraries and computer technology centers. This enhanced deduction allows companies to deduct more than the cost of their donation. Under current law, this deduction applies to donations of computers to schools only and expires after the year 2000. The President's proposal would extend this provision through June 30, 2004 and would expand it to donations to public libraries or community technology centers in Empowerment Zones, Enterprise Communities, and high-poverty areas.
- **Promoting corporate sponsorship of schools, libraries and community technology centers.** The President proposes tax relief to encourage companies to sponsor schools and community technology centers in Empowerment Zones, Enterprise Communities, and targeted low income areas. The President's proposal would allocate credits for \$16 million in corporate sponsorship to each of the 31 existing Empowerment Zones and 10 proposed new Empowerment Zones and \$4 million in corporate sponsorship for each of the more than 80 Enterprise Communities. In total, the President's proposal would help support up to nearly \$1 billion in annual sponsorships to help improve schools and community technology centers.
- **Supporting technology training for workers.** The President's proposal would provide targeted tax relief to encourage companies to provide basic computer training, workplace literacy, or other basic education for employees that lack the basic skills to succeed in the modern workplace. Companies would be allowed to take a 20 percent tax credit for up to \$5,250 in annual expenses per employee. Eligible employees generally would not have received a high school degree or its equivalent.

2. **\$150 million to help train all new teachers entering the workforce use technology effectively in the classroom:** Under the leadership of President Clinton and Vice President Gore, the United States has made enormous progress in connecting schools to the Internet, and increasing the number of modern computers in the classroom. However, access to computers and the Internet will not help students achieve high academic standards unless teachers are as comfortable with a computer as they are with a chalkboard. President Clinton's budget calls for \$150 million in Department of Education grants -- double the last year's investment of \$75 million -- to ensure that all new teachers entering the workforce are technologically literate and can integrate technology into the curriculum. The need for this investment is clear. According to the National Center for Education Statistics, only 20 percent of teachers report that they are "very well prepared" to integrate technology into classroom. And over the next 10 years, K-12 schools will need to hire 2 million new teachers to fill the vacancies left by retiring teachers and to accommodate increasing student populations.
3. **\$100 million to create up to 1,000 Community Technology Centers in low-income urban and rural communities:** The President's budget more than triples the Department of Education's support for Community Technology Centers - from \$32.5 million in FY2000 to \$100 million in FY2001. This initiative, championed by Congresswoman Maxine Waters was initially funded at \$10 million in fiscal year 1999. The goal of the initiative is to help close the "digital divide" by providing computers and Information Age tools to children and adults that are not able to afford them at home. These community technology centers will help empower hundreds of thousands of low-income children and adults in a variety of ways. Children will be able to improve their performance in school by having access to high-quality educational software after school and prepare for the high-tech workplace of the 21st century by getting certified with an information technology skill. Adults will be able to use computers and the Internet to take a self-paced adult literacy course; get access to America's Job Bank to see what jobs are available; learn to type up a resume and cover letter using word processing software; learn to start up their own "micro-enterprise" or Web-based business, or acquire new training. A study sponsored by the National Science Foundation confirms that Community Technology Centers are helping to bridge the digital divide. Of the users surveyed: 62 percent had incomes of less than \$15,000; 65 percent took computer classes to improve their job skills; and 41 percent got homework help or tutoring at the center.
4. **\$50 million for a public/private partnership to expand home access to computers and the Internet for low-income families:** The President's budget includes a new \$50 million Department of Commerce pilot program to expand access to computers and the Internet for low-income families, and to give these families the skills they need to use these new Information Age tools effectively. This new program will provide competitive grants to public-private partnerships at the local level. Potential partners might include: local school districts seeking to expand parental involvement in education; high-tech companies willing to provide discounts on computers and access; libraries offering training on "information literacy"; employers seeking to upgrade the skills of their workforce using distance learning, and government agencies at all levels seeking to save taxpayer dollars through the electronic delivery of government services. The Administration will continue to work with the private sector and non-profit organizations on the most effective way to design this program.
5. **\$45 million to promote innovative applications of information technology for underserved communities:** President Clinton's budget will increase the investment in the

Department of Commerce's highly-successful Technology Opportunities Program (TOP) to \$45 million -- triple the current level of \$15 million. This program encourages innovative applications of information technology that help empower low-income communities -- public health information systems that raise childhood immunization rates in inner-cities, tele-mentoring for at-risk youth, and electronic networks that strengthen local communities by fostering communication and collaboration.

6. **\$25 million to accelerate private sector deployment of high-speed networks in under-served urban and rural communities:** High-speed Internet access is becoming as important to the economic vitality of a community as roads and bridges are today. The President will propose a new \$25 million program at the Department of Commerce and the Department of Agriculture to accelerate private sector deployment of broadband networks in under-served urban and rural communities -- using grants and loan guarantees. The potential payoff from these kinds of investments is enormous. One company, for example, has helped people move from "welfare-to-work" by connecting their community with the high-speed networks needed to support telecommuting. This solves some of the biggest barriers associated with welfare-to-work -- lack of childcare and transportation.
7. **\$10 million to prepare Native Americans for careers in information technology and other technical fields:** The National Science Foundation will support efforts by tribal colleges to increase the number of Native Americans who are prepared to pursue careers in information technology and other technical fields. The ability to use technology is becoming increasingly important in the workplace, and jobs in the rapidly growing information technology sector pay almost 80 percent more than the average private sector wage.

THE IMPORTANCE OF BRIDGING THE DIGITAL DIVIDE

Access to computers and the Internet and the ability to effectively use this technology are becoming increasingly important for full participation in America's economic, political and social life. People are using the Internet to find lower prices for goods and services, work from home or start their own business, acquire new skills using distance learning, and make better informed decisions about their healthcare needs. The ability to use technology is becoming increasingly important in the workplace, and jobs in the rapidly growing information technology sector pay almost 80 percent more than the average private sector wage.

Technology, used creatively, can also make a big difference in the way teachers teach and students learn. In some classrooms, teachers are using the Internet to keep up with the latest developments in their field, exchange lesson plans with their colleagues, and communicate more frequently with parents. Students are able to log on to the Library of Congress to download primary documents for a history paper, explore the universe with an Internet-connected telescope used by professional astronomers, and engage in more active "learning by doing." Students are also creating powerful Internet-based learning resources that can be used by other students -- such as award-winning Web sites on endangered species, the biology of sleep, human perception of sound, and an exploration of the American judicial system.

Access to computers and the Internet has exploded during the Clinton-Gore Administration. Unfortunately, there is strong evidence of a "digital divide" -- a gap between those individuals and communities that have access to these Information Age tools and those who don't. In

some instances, this divide is actually widening. A July 1999 report from the Department of Commerce, based on December 1998 Census Department data, revealed that:

- **Better educated Americans more likely to be connected.** Between 1997 and 1998, the technology divide between those at the highest and lowest education levels increased 25%. In 1998, those with a college degree are more than *eight times* likely to have a computer at home and nearly *sixteen times* as likely to have home Internet access as those with an elementary school education.
- **The gap between high- and low-income Americans is increasing.** In the last year, the divide between those at the highest and lowest income levels grew 29%. Households with incomes of \$75,000 or higher are more than *twenty times* more likely to have access to the Internet than those at the lowest income levels, and more than *nine times* as likely to have a computer at home.
- **Whites more likely to be connected than African-Americans or Hispanics.** The digital divide is also persistent and growing along racial and ethnic lines. Whites are more likely to have access to the Internet from home than African-Americans or Hispanics have from *any* location. African-American and Hispanic households are roughly *two-fifths* as likely to have home Internet access as white households. The gaps between white and Hispanic households, and between white and African-American households, are now more than six percentage points larger than they were in 1994. However, for incomes of \$75,000 and higher, the divide between whites and African-Americans has narrowed considerably in the last year.
- **Rural areas less likely to be connected than urban users.** Regardless of income level, those living in rural areas are lagging behind in computer ownership and Internet access. At some income levels, those in urban areas are 50% more likely to have Internet access than those earning the same income in rural areas. Low income households in rural areas are the least connected, with connectivity rates in the singles digits for both computers and Internet access.

In addition, data from the National Center for Education Statistics reveals a "digital divide" in our nation's schools. As of the fall of 1998, 39 percent of classrooms of poor schools were connected to the Internet, as compared to 62 percent for wealthier schools.

A STRONG RECORD OF WORKING TO CLOSE THE DIGITAL DIVIDE

President Clinton and Vice President Gore have worked hard to close the digital divide, and to help create opportunity for more Americans in the Information Age.

- President Clinton and Vice President Gore have set a national goal of **ensuring that every child is technologically literate**. In addition to preparing children for the high-tech workplace of the 21st century, technology can help change the way teachers teach and students learn. Teachers can communicate more frequently with parents, keep up with the latest developments in their field, and exchange lesson plans with their colleagues. Students can conduct research using primary source material, learn the principles of genetics by breeding virtual fruit flies, and learn astronomy by using a professional telescope located 3,000 miles from their classroom.
- **As a result of the Clinton-Gore educational technology initiative:**
- The number of **classrooms** connected to the Internet has increased from 3% in 1994 to 51% in 1998.

WOMEN AND TECHNOLOGY

Facts on Computer and Internet Use

About one-half of the nation's population age 18 and over used computers in 1997, up significantly from 36 percent in 1993 and 18 percent in 1984.

- One in 5, or 57 million people, 3-years old and older surfed the Internet in 1997.
- Women used computers on the job more often than men, 57 percent versus 44 percent.
- Men and women used computers at work for different tasks. For example, 60 percent of women who used computers at work used them for word processing, compared to 54 percent of men. But, a higher proportion of men used the computer for analysis (34 percent versus 20 percent of women) or programming (20 percent versus 11 percent).
- More men than women used the Internet, 25 percent versus 20 percent.
- Men using the Internet at home were more likely than women to look for news, weather, or sports (58 percent versus 41 percent). Men more often than women looked at news groups (21 percent and 13 percent) and men checked schedules, bought tickets or made reservations more frequently (27 percent and 23 percent). [Facts from Census Bureau Release, 10/14/99]

Women in the IT Work Force and Technical Education Pipeline

Women's highest levels of representation in the IT work force are in administrative support positions such as data entry keyers and computer operators.

- In the professional level IT work force, however, women represent only 26.9 percent of computer systems analysts and scientists, and only 28.5 percent of computer programmers.
- The Microsoft Certified Professional is a job path growing in popularity. Yet, in a survey of 360,000 these professionals, only 11 percent were female.
- There are more women in the clergy (where they are 12 percent of the work force, than in electrical engineering (where women represent 9 percent of the work force).
- Women leave high school about as well prepared in math and science as men and women earn more than half of all bachelor's degrees, yet they are less likely to earn degrees in science and engineering than men. Of men who earn bachelor's degrees, 40 percent of them earn these degrees in science or engineering. Only 29 percent of women who earn bachelor's degrees earn them in a science or engineering discipline.
- Men are three times more likely than women to choose computer science as a field of study, and more than five times more likely to chose engineering.
- Teachers often serve as role models and mentors, yet only 6.1 percent of full time instructional faculty in college engineering programs are women. Women are better represented in full time computer science faculty, at 20 percent. [All Facts from Dept of Commerce, 3/00]

PRESIDENT CLINTON HIGHLIGHTS PROGRESS TOWARD BUILDING A HIGH-TECH, HIGH-WAGE ECONOMY

December 3, 1999

Working with Congress on a bipartisan basis, the Clinton Administration succeeded this year in winning approval for key components of its high-tech agenda -- an agenda that will foster economic growth, improve America's ability to compete and win in global markets, and help create more high-tech, high-wage jobs. These new investments will build on the Administration's work since taking office to boost high-tech investment and innovation.

Important New Steps to Spur High-Tech Growth. Major legislative accomplishments this year include:

Extending the Research and Experimentation Credit. The tax legislation that the President will sign this month includes a five-year extension of the Research and Experimentation credit -- the longest extension ever. Congress has often extended the credit 12 or 18 months at a time, sometimes at the last minute or after the credit has expired. Research and development projects in industries such as pharmaceuticals and electronics can easily take 5-10 years from planning to completion. A longer extension will allow companies to count on the credit in a way that they have not been able to in the past.

Increasing Balanced Investments in Long-Term Research and Development. Many of the technologies that are driving America's economy today can be traced back to far-sighted government investments made in the 1960's and 1970's. The Administration believes that it is important to increase research not only in biomedical research, but in all science and engineering disciplines. This is because breakthroughs in one scientific field are often dependent on advances in other areas. Biomedical research, for example, benefits from advances in physics (CAT scans) and computer science (faster development of drugs). That's why President Clinton and Vice President Gore fought for increases in long-term research and development in all science and engineering disciplines. The final budget included: (1) a more than \$3 billion increase in the "21st Century Research Fund" for key civilian research programs in a wide range of science and engineering disciplines; (2) an historic increase of more than \$220 million in information technology research based on the recommendations of the President's Information Technology Advisory Committee; (3) \$80 million for the Next Generation Internet, which is connecting more than 100 universities at speeds that are up to 1,000 times faster than today's Internet; and (4) a 6.6 percent increase in support for research and education at the National Science Foundation -- a leading supporter of university-based research.

Reforming our patent system for America's entrepreneurs. The patent reform legislation that the Administration fought for and that the President signed last week will help meet the needs of America's inventors and entrepreneurs. It will strengthen the U.S. patent system in a number of ways, including provisions to: (1) crack down on fraudulent invention promotion services; (2) extend the term of a patent when there is an excessive administrative delay in the issuance of the patent; (3) require the timely domestic publication of patent applications that are also filed abroad; (4) make it easier for the public to call for re-examination of a patent without requiring costly court litigation; and (5) make the Patent and Trademark Office a Performance-Based Organization, which will make the office able to more effectively serve America's entrepreneurs and innovators.

Increasing competition between satellite and cable TV companies. The Administration strongly supported the Satellite Home Viewer Improvement Act, and successfully fought for changes to improve the legislation. The act will increase the ability of satellite companies to compete against cable companies, and will result in more customer choice, lower prices, and increased access to local news and information. The legislation allows satellite television companies to provide local broadcast stations to their subscribers. The inability to offer local programming had

— been one of the biggest roadblocks to their ability to compete effectively against cable companies. As of January 2002, a satellite service must carry all local channels in a market where it carries any local channels. Since the President signed the bill, satellite companies have responded by making local channels available in some of the major markets.

Building on a Record of Progress. Since taking office, President Clinton and Vice President Gore have pursued policies that have allowed America's high-tech industries to flourish. One month after they assumed office, the President and Vice President released their comprehensive agenda -- "Technology for America's Economic Growth." And every year since then, they have worked to increase investment in long-term research and development, open foreign markets for America's high-tech goods and services, promote the Internet and electronic commerce, remove regulations that were impeding America's entrepreneurs, and prepare America's workers for the high-tech workplace of the 21st century. This focus on high-tech issues has helped fuel America's economic growth - and will also help increase the standard of living of future generations of Americans. New technologies are playing an increasingly important role in our economy -- a trend likely to increase in the future.

Information technology and other R&D-intensive sectors are driving the economy. Between 1995 and 1998, the information technology sector alone has accounted for 1/3 of America's economic growth. In 1996 and 1997, rapidly falling prices in the IT sector reduced inflation by almost a full percentage point. Moreover, all companies are using information technology to compete and win in today's global marketplace. Information technology now accounts for almost one-half of business investment. Companies are using IT to tailor their products and services to the needs of individual customers, forge closer relationships with their suppliers, and deliver just-in-time training to their employees. Electronic commerce between businesses could reach \$1.3 trillion by the year 2003 in the U.S. alone.

High-Tech = High Wages. Jobs in the information technology sector pay almost 80 percent more than the private sector average. In 1997, workers in IT industries earned \$53,000, compared with an economy-wide average of \$30,000.

Preparing the Future Generations for a High-Tech World. President Clinton and Vice President Gore have set a national goal of ensuring that every child is technologically literate. That means that children will understand the mechanics of using computers and the Internet, but also be able to use it to improve their performance in all academic subjects -- and be able to acquire and synthesize information from multiple sources. The Administration's educational technology strategy has four pillars: connecting every classroom and library to the Internet by the year 2000; technology training for teachers; modern computers in the classroom; and high-quality educational software and content. As a result of the Clinton-Gore educational technology initiative: (1) the number of classrooms connected to the Internet has increased from 4 percent in 1994 to 51 percent in 1998; (2) the "e-rate," part of the Telecommunications Act of 1996, is providing \$2.25 billion annually in 20% - 90% discounts to connect schools and libraries to the Internet, with the deepest discounts going to the poorest schools that need it most [our total investment in educational technology at the federal level (including the e-rate) has increased from \$23 million in 1993 to over \$3 billion today]; and (3) grants supported by the Department of Education are training 400,000 new teachers to use technology effectively in the classroom.

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March 23, 2000

MEMORANDUM FOR: Neera Tanden
Kara Hughes

FROM: Kelly Carnes

SUBJECT: Background for HRC's Silicon Valley Trip:
Hottest Technology Issues

Right now, there are a few "hot" technology issues that undoubtedly will be raised with Mrs. Clinton during her trip to Silicon Valley, and by New York technology companies as well. Following is a brief description of the current status of each issue:

- **H-1B Visas:** H-1B visas are special temporary permits allowing skilled foreign workers to work in the United States for up to six years. With U.S. unemployment rates at historic lows, American high tech employers have become highly dependent on these skilled foreign workers. The majority (about three-quarters) of H-1B visas go to highly skilled information technology professionals.

The H-1B cap of 65,000 workers was reached for the first time in August 1997. In 1998, the Congress and the President agreed to compromise legislation that would increase the cap to 115,000 for fiscal years 1999 and 2000, decrease it to 107,500 in 2001, and then return the cap to 65,000 in 2002. Since that legislation was passed, the 1999 cap was reached in June 1999, and the 2000 cap has just been reached in the last couple of weeks.

There is enormous pressure right now to forge a quick deal on this issue so that it does not become even more politically charged during an election year. There are at least 3 pieces of competing legislation which raise the cap, exempt certain categories of scientists and engineers from the cap, and raise the fees collected by the labor department to support Regional Skills Alliances, science and engineering scholarships and other kinds of high tech training.

Attached are an article and some Democratic House members' talking points that provide an overview of the current status. Democrats are obviously split on this issue. Organized labor generally opposes cap increases, but a lot of New Democrats have endorsed. The administration has not yet endorsed any bill.

I would recommend treading very gingerly on this issue. HRC should be knowledgeable, but not necessarily stake out a position. I will be glad to explain the pros and cons in detail, if you want to talk about it further.

• **Financial Accounting Standards:** A private sector independent accounting standards board--the Financial Accounting Standards Board (FASB)-- overseen by the Securities and Exchange Commission, sets standards by which all publicly traded companies keep their books. As companies in the New Economy become less reliant on hard assets (plant, equipment, physical inventory) and more reliant on assets that are intangible (such as patents and other intellectual property, and research and development), accounting rules that have been in place for the past few decades are working less well to appropriately value companies. For example, no one knows how to determine the value of research and development that has not yet been (and may never be) turned into a commercial product.

FASB has been considering two changes to current accounting practice that may significantly impact knowledge-intensive, entrepreneurial New Economy companies:

Eliminating the "pooling" method of accounting in mergers: Under current rules, if two companies merge, they may simply combine their balance sheets. If "pooling" is no longer allowed, and the companies are required to use a method called "purchase accounting", the companies will be required to value every asset of the acquired company. The difference between the price paid by the acquiring company, and the aggregate value of the assets becomes "goodwill", which must be amortized over 20 years. Thus this accounting method creates a significant drag on earnings due to the difficulty of valuing intangibles.

Prohibiting "repricing" of stock options: Companies typically need to lower the price of their outstanding options whenever there is a precipitous drop in the stock price. As you know, stock options are now a critical part of employee compensation packages. If the stock price drops, and an employee is holding an option that can only be exercised at a much higher price, those options become worthless. Failure to "reprice" to the new market price of the stock can mean a departure of all of a company's best employees.

TechNet is one of the leading opponents of the FASB changes. Their members testified at hearings held by FASB in February and before Senator Gramm and the Senate Banking committee earlier this month. I have included an article which gives an overview of some of the issues, which unfortunately, are very arcane. If you are interested in more on this, I have a very good 7 page memo that will tell you everything you need to know and more. I will be glad to send it if you are interested.

• **Internet Taxation:** As you know, in late 1998, President Clinton signed the Internet Tax Freedom Act, which imposes a three year moratorium on states and localities imposing new taxes on the Internet and electronic commerce transactions. The Act also created an Advisory Commission to consider these very complex issues. Administration representatives, governors, consumer representatives, etc. are serving on the Commission. The Commission is required to issue a report to Congress by April 21, 2000.

The Commission met for the final time this week in Dallas, and seems to be ending up hopelessly deadlocked. The only areas of possible agreement which may emerge are 1) the idea that the tax moratorium should be continued because it is impossible to simplify the existing state and local tax system enough in the short run (there are currently more than 30,000 taxing jurisdictions), and 2) that federal and state taxes on "access" to the Internet should be eliminated or simplified (this seems to be looked at as widening the digital divide by making access more expensive). Attached are a couple of articles which have appeared in the last few days.

- **Export Controls on Encryption Products:** In January, the Clinton Administration announced a new policy on the export of encryption products that allows U.S. companies to export any encryption product to commercial firms, individuals and other "non-government" end users. Widely available "retail" encryption products can be sold to any end user.

The draft policy released in December 1999 received widespread criticism from the technology industry because it defined very narrowly who "non-government" users were. Since so many foreign governments control telecommunications services around the world, U.S. companies were concerned they could not sell telecommunications related encryption products to these governments, even though they operate just like commercial services in many countries.

I have included press releases and fact sheets with the latest information. I believe that technology businesses are reasonably happy with the policy at the moment.

- **Export Controls on High Performance Computers:** This set of changes has to do with allowing the export of more and more powerful computers as the technology advances. Every six months or so, Intel and other manufacturers release new and more powerful microprocessors (computer chips). Our export control regulations have always been based on the power of the microprocessors, and it has been very difficult for the regulations to change as quickly as the technology advances. The theory behind this liberalization is that it is impossible to control technology that is "widely available" worldwide in personal computers and other business applications.

I have included the latest press releases and fact sheets. Again, I believe the technology business community is reasonably happy with this policy for the moment.

- **Miscellaneous:** I have included some background information on 1) the President's latest proposals for investment in research and development, and 2) the Administration's latest fact sheet on the digital divide. These issues are not controversial at the moment, but will probably come up in casual conversation.

H 1 B

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Carnes, Kelly

Subject: Carnes, Kelly
FW: Democrats sign on to H-1B increase

Bipartisan coalition emerges behind immigration increase
By PAUL SINGER

WASHINGTON, March 20 (UPI) -- House leaders of both parties are coming together to support legislation to increase the number of foreign high-tech workers who can get temporary visas to work in the United States.

The meeting of the minds is raising hopes on Capitol Hill that a bill could pass this year.

The Immigration & Naturalization Service reports that it has already filled its quota of visas for highly skilled foreign workers for this year, while industry groups warn that over 300,000 high-tech jobs are going unfilled.

Both, House Majority Leader Richard Armey, R-Texas, and Minority Leader Richard Gephardt, D-Mo., have endorsed a bill offered last week by Rep. David Dreier, R-Calif., to increase the number of visas available to high-tech workers. This bipartisan support is raising the hopes of industry groups that the measure will move quickly, and competing bills will be swept aside.

The chairman of the subcommittee that will have to act first on the legislation has offered a different version that would make a much smaller increase in immigration, but subcommittee staff members acknowledge that with bipartisan support for a higher threshold, the chairman may have to rethink his bill.

Under current immigration laws, the INS may issue only 115,000 "H-1B" visas this year, which are temporary visas for workers with special high-tech qualifications and advanced degrees. The cap drops to 105,000 in 2001. The Senate Judiciary Committee earlier this month approved a bill that would raise the number of visas available to 195,000 for each of the next three years.

Lamar Smith, R-Texas, chairman of the House Immigration and Claims Subcommittee, has introduced a bill that would raise the caps on H-1B visas to 160,000 for the current year, allowing the INS to address a backlog of about 45,000 visa applications. For 2001, the cap would drop to 107,500, which Smith argues is about all the INS would be able to process anyway, based on past performance.

Dreier's bill would allow for 200,000 H-1B visas for each of the next three years. The bill also raises the fee that companies must pay for processing an employee's visa request from \$500 to \$1000, with the excess money going to fund math and science education programs in the United States.

The Dreier plan has attracted an unusual bipartisan coalition, and Dreier's office hosted a meeting with industry lobbyists Monday to develop a plan for drumming up additional support for his bill over the coming week. Several participants in that meeting say the discussion revolved around ways to generate sufficient support for the Dreier bill that the subcommittee will set aside Smith's bill and move Dreier's instead.

Armey is a co-sponsor of the bill, and Gephardt issued a statement last week indicating his support for the bill.

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Carnes, Kelly

o: Carnes, Kelly
subject: FW: Message of the Week

Congressional "New Democrats" Message on H-1-b Visas--Week of March 20

THE TECHNOLOGY WORKFORCE SHORTAGE NEEDS A SHORT-TERM FIX AND LONG-TERM SOLUTION

Background

There are several trends existing in our economy today that add up to a severe workforce shortage in high-technology fields. Although we have rapid employment growth, increasing wages, and record-low unemployment (especially in key, high-paying fields), we know that fewer American students are receiving high-tech degrees and fewer students are graduating from high school prepared to study math, science, or technology.

In 1998, Congress passed legislation to raise the H-1B caps to 115,000 in 1999 and 2000, 107,500 in 2001, and back to 65,000 in 2002. The legislation also included important provisions to ensure that American workers would not be displaced by H-1B workers. For example, employers must file an application with the Department of Labor certifying that the employer will pay the H-1B worker the "required wage rate" to avoid undermining U.S. wages, and that a strike or lockout is not in progress at the place of employment. In addition, "H-1B dependent" employers - defined as having more than 15% of employees with H-1B visas - must make additional attestations regarding American worker displacement.

However, the strength of the economy and growth of the high-technology sector have resulted in a severe H-1B visa shortage. The INS reports that all 115,000 H-1B visas for fiscal year 2000 are already gone. In order to keep our economy strong and keep the high-technology community here in America, we need to remedy this problem and lift the H-1B caps. Furthermore, we need to improve our efforts in education and training so that more Americans have the opportunity to excel at these highly-skilled, high-paying technology sector jobs.

New Democrat Values

- * New Democrats believe in the private sector as the engine of economic growth.
- * New Democrats believe in keeping America first in the New Economy
- * New Democrats believe that we should work to eliminate the "digital divide" and give all our citizens the opportunity to excel in the technology sector.

Talking Points

The high-tech industry - the engine of our New Economy - faces a severe workforce shortage. The high-tech community has created 1.2 million jobs since 1992, with some companies having a staggering 10,000% increase in employment since 1990. Wages in this industry increased 19% between 1990-1997 and are on average 77% higher than other private sector wages.

The unemployment rate for highly-skilled professionals is almost nonexistent. The overall unemployment rate for engineers, including aerospace, chemical, and electrical engineers, is 1.6% and the unemployment rate for computer scientists is at 2.3%, according to the Bureau of Labor Statistics.

H1B

(47)

The low unemployment rate both across-the-board and in key sectors of the economy, coupled with an examination of the job categories expected to grow the most in the next ten years: computer engineers, computer support specialists, system analysts, database administrators, and desktop publishing specialists, adds up to a workforce shortage that will grow in the next few years.

At the same time, fewer and fewer universities are graduating students with degrees in the key disciplines necessary to take these jobs. According to the National Center of Statistics, (U.S. Department of Education), the number of bachelors degrees awarded in computer science declined 37% between 1987 and 1997 and the number of bachelors degrees for electrical engineering declined 45% between the same time period. Coupled with a 1.6% unemployment rate for engineers in key fields, it is clear that the industries driving our economic growth suffer from a severe worker shortage that requires both a short-term and long-term remedy.

H-1B visas allow American companies to recruit the best and brightest from around the world while protecting U.S. workers

The H-1B nonimmigrant visa program allows employers to bring in highly-skilled foreign workers after attesting that the employer will pay the employee at least the prevailing wage for that occupation, the employer will provide working conditions that do not cause the working conditions of other employees to be adversely affected, and that there is no strike or lockout. The Department of Labor reviews each application before allowing the H-1B employee to enter the country.

Most H-1B employees fill computer-related occupations. INS estimates that over 40 percent of recent H-1B employees had Masters degrees or above, and the average wage is above the average U.S. wage.

That's more, since the H-1B visa cap was raised in October of 1998, 3.67 million jobs have been created and the unemployment rate has declined .5%. Clearly, increasing the number of H-1B visas does not have a negative impact on job creation or the U.S. unemployment rate.

New Democrats believe that American companies should be able to recruit the best and brightest employees from around the world. We believe that allowing these highly-skilled professionals to work and live in America benefits our economy, our workers, and helps ensure that our high-technology industry leads the world in competitiveness.

New Democrats believe we must invest in education and training for Americans. While the H-1B program provides a critical short-term remedy for the shortage of technology sector workers, other mechanisms are necessary to develop the next generation of scientists, engineers, and other essential workers for the New Economy. New Democrats strongly support H-1B legislation that includes a strong education and training component.

The HI-TECH Act (Helping to Improve Technology Education and Achievement Act), which was introduced by New Democrat Coalition Members Smith, Dooley, Moran, and Eshoo, along with Representative Lofgren, doubles the current \$500 per-visa employer fee and will provide nearly \$200 million a year for education and job training programs. HI-TECH invests the fees from the H-1B program to provide up to \$10,000 in loan forgiveness for math and science teachers; support for the Upward Bound Math/Science program; scholarships for low-income students who study math, science, or a related field; and job training for U.S. workers through Regional Skills Alliances.

We believe that these programs will serve to lessen the long-term need for H-1B employees by developing the talent and skills of children who

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Lobbying & Law

■ FOR HIGH TECH, IT'S A NUMBERS GAME

BY NEIL MUNRO

The ultra-competitive Internet industry is built on the latest in high technology, but it closely resembles the frightful "state of nature" that English political thinker Thomas Hobbes sketched out in 1651. In cyberspace, the strongest corporations flaunt their power, while a weak company, one hit by a dip in revenues or a delay in the introduction of its latest product, finds that life is nasty, brutish, and short. The company loses important customers, skilled employees, and key executives, and eventually abandons its office furniture on the sidewalk, leaving it to bleach in the California sun.

So it behooves a company to impress Wall Street, especially those institutional investors or mutual fund managers who have the economic power to create or destroy a company in a day. In press releases or annual reports, companies tout new revenues, mergers with larger companies, advertising sales, and a variety of intangible assets, such as cutting-edge research, planned software upgrades, and the all-important "Web-page-views-per-month" or "unique-Web-site-visits-per-day" scores.

Given this harsh reality, Internet companies have mounted a major lobbying effort against proposed rules that would force them to provide awkward details and to declare expenses that are now excluded from the quarterly financial statements filed with the Securities and Exchange Commission. These proposals, say high-tech executives, were designed for the Industrial Age and would cripple the information-based economy.

However, the high-tech companies have crashed into strong opposition from large-scale investors—such as pension funds and mutual funds—who support the new proposals. "It is definitely a cultural clash," said Rick McGurn, a vice president of Institutional Shareholder Services in Rockville,

Md., an investment advisory firm that represents large investors. "The line we get so much" from the high-tech executives, he says, "is that 'You don't understand.' But we understand all too well what is going on out there," said McGurn, adding that companies use existing accounting rules to hide their costs and risks.

The quarterly statements are intended to help both individual investors and professional stock-buyers choose promising stocks. To make them easy to understand, the companies' reports must comply with accounting procedures mandated by the Norwalk, Conn.-based Financial Accounting Standards Board, a professional association backed by the SEC. "Our basic mission," said Deborah Harrington, the FASB's manager of public relations, "is to give investors a truer picture, a more transparent picture, of the companies they invest in."

Often enough, the FASB rules force companies to disclose damaging information. For example, in December 1997, Oracle Corp.'s stockholders lost \$9 billion—29 percent of their shares' value—when the company's report revealed that its annual growth was only 4 percent, significantly less than Wall Street had expected. Since then, its stock has climbed from \$29 per share up to \$78 per share.

The FASB's proposed regulations would blight companies' prospects on Wall Street by forcing them to slash billions of dollars from their profits, high-tech executives complain. But the FASB says that when a large company buys a smaller company, the buyer should deduct the purchase price—often several billion dollars—from its profits, over a period not to exceed 20 years. High-tech officials, hoping to avoid splashing red ink on company reports, disagree. They contend that the two companies have simply pooled their assets. As a result, the new company should not be forced to subtract the acquisition cost from its profits. If the



MARK NEBERGALL: "You've got to have a new suit on every quarter, to look good."

Lobbying & Law

FASB (2)

FASB decides that the acquisition cost should be factored into profits, the industry wants the right to subtract the entire cost in one year instead of spreading the expenses over many years.

Another proposed rule would force companies to immediately subtract from profits the cost of increasing the value of the stock options promised to skilled employees. Such upgrades, dubbed repricing, occur when a company's stock price falls below the employees' expectations. Without such repricing, high-tech companies that stumble have little to offer their employees who are wooed by a rival company offering higher salaries or better stock options. Industry officials, who oppose any decrease in profits until the company gives the stock to the employees, said that the FASB's proposal would add to a company's pain whenever its stock price dips, and would make it harder for ailing companies to retain employees.

Industry officials are also opposing proposals that would highlight the bartering of Internet advertising—sometimes disguised as revenue—between high-tech companies.

These accounting disputes, which the FASB plans to resolve next year, are nastier than a similar regulatory clash in 1994-95. In the earlier battle, the high-tech industry defeated a proposal that would have forced companies to immediately subtract from profits the cost of stock options promised to employees. Industry CEOs argued that such rules would have crippled new Internet companies' ability to pay key employees. The FASB decided to allow companies to declare such expenses in a footnote to their quarterly report, without having to deduct them from reported profits.

In all of these battles, the high-tech industry's worries are tied to the psychology of the marketplace, said Mark E. Nebergall, the president of the Software Finance and Tax Executives Council, which lobbies on behalf of high-tech companies on tax matters. For example, stock-pickers prefer to see a company immediately deduct the entire cost of the merger from quarterly profits. "The Street will ignore a big bath, but they hate drizzle," he said. Also, Wall Street analysts want every company report to be better than the last one, regardless of one-time events that can help or hinder a quarterly report, he said. "You've got to have a new suit on every quarter, to look good."

But this psychology is promoted by the Internet companies, which use their own high stock value to purchase smaller rivals, said David W. Tice, of David W. Tice &



BAD NEWS BEARS: Wall Street traders have pummeled those Internet companies that failed to produce expected profits.

Associates, a Dallas investment research firm. "The high-tech sector is much more vulnerable [to a stock-market dip] because if these companies disappoint Wall Street, their stocks go down a lot," said Tice. Tice's recent critique of Bermuda-based Tyco International Ltd.'s accounting practices precipitated a 50 percent drop in its stock—for a loss of roughly \$45 billion—and prompted an SEC investigation of the company, a manufacturing conglomerate.

But the deeper disagreement between the accountants and the high-tech companies is over priorities. The high-tech companies argue that the new rule would not adequately take into account the true worth of their intangible assets and would slow their growth, which is more important than detailed accounting. "Investors don't care" about accountants' estimates of a company's various hard-to-measure intangible assets, said Dan S. Scheinman, senior vice president for legal and government affairs at Cisco Systems in San Jose, Calif. "What they really want to know is, does this [merger] contribute to the bottom line?" he said.

But FASB and its supporters argue that the proposed rules will help investors understand a company's true financial health. Internet industry officials, McGurn noted, "say, 'The rules have to change because we are different.' But in the final analysis, the technology companies are not different [and] having good accounting and disclosure rules are as important as ever." Such rules help prevent stock-market bubbles, and enforce marketplace discipline, he added.

In addition to Nebergall, the lobbyists working for the high-tech industry are Car-

oline Graves Hurley, who is the tax counsel at the American Electronics Association; and Mark H. Gitenstein, a Washington attorney with the Chicago-based law firm of Mayer, Brown & Platt. Gitenstein represents the NETT Coalition—which includes Technet, the Silicon Valley fund-raising and lobbying group, and companies such as Cisco Systems, which has spent \$12 billion purchasing 45 companies since 1993.

Their efforts have won some support on Capitol Hill and at the Commerce Department. "We are trying to fully understand the [proposed rules] impact on the innovation system, and we have been having a constructive dialogue with the companies," said Kelly Carnes, the department's assistant secretary for technology policy. Commerce officials have not decided what they should do if the FASB adopts rules that the companies oppose, she said. Sens. Joseph I. Lieberman, D-Conn., Connie Mack, R-Fla., Ron Wyden, D-Ore., and Rep. Zoe Lofgren, D-Calif., have sent a letter to FASB Chairman Ed Jenkins saying that the board's proposal could "damage the economy."

This pressure has produced some results for the high-tech community. For example, the FASB recently said it would let high-tech companies create a new line on their financial reports that shows their profits before merger-related expenses. It also allowed company directors—who often provide seed capital for new companies—to receive upgraded stock options without making corresponding deductions to the company's profit reports.

However, the high-tech industry is not getting everything that it wants. For example, on the repricing issue, it has been forced to offer a compromise that would curb companies' ability to boost employees' stock options. One reason for industry's limited progress, said McGurn, is that FASB's accountants learned the lessons of 1994 and 1995. In today's battle, the FASB is "much more politically savvy," McGurn said, and has lined up support from two lawmakers, Sen. Carl Levin, D-Mich., and Rep. Arlen Specter, R-Pa., as well as from the SEC, investor groups, and professional accountants. So the high-tech industry, he predicted, "is going to lose" by February.

If high-tech suffers a defeat, it will mark a rare setback for an industry that has collected scalps from nearly every sector of the political establishment—the Pentagon, tax officials, the movie industry, state governments, and social conservatives. And any such defeat will be all the more bizarre because it will be delivered by the practitioners of the ancient art of accounting. ■

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March 20, 2000

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The White House has another kind of Y2K glitch; GOP, Dems set their sights on party sites; a Microsoft dinner could run up quite a tab; former soldiers are up in arms about a possible millennium bug award; and more:

Taxes

Deep In The Heart Of Taxes

The Advisory Commission on Electronic Commerce likely will fail to reach consensus as it meets in Dallas this week, David Cay Johnston of The New York Times reports. The congressionally appointed panel created to hash out the tricky topic of Internet taxation has surprised anti-tax forces who thought they had control of the commission, he writes, as two-thirds of the 19 commissioners have come out in favor of the "level playing field." However, there is almost no prospect that the 14 commissioners will recommend applying sales taxes to Internet transactions. Even though two-thirds of the panel must support any recommendation issued to Congress, it is expected that commission Chairman Gov. James Gilmore, R-VA, will release an opinion from the commission's general counsel saying that it can issue a report, not a formal recommendation, and therefore sidestep that rule. Senate Majority Leader Trent Lott, R-MS, and House Republican leader Dick Armey, R-TX, issued letters to that effect Friday, he notes. The Wall Street Journal's Glenn R. Simpson and Jerry Guidera report that the panel appears ready to endorse the extension of the moratorium on new Internet taxes after its termination in Oct. 2001, and is expected to recommend that Congress repeal the 3 percent federal telephone excise tax and permanently ban Internet access taxes. The Washington Post's John Schwartz offers a quick run-down of the debate and the likely outcomes of the meeting, and TechWeb's Mo Krochmal looks at the fall-out for the IT industry. And an AP story notes some ways that the meeting's outcome could impact the presidential race.

White House

The Case Of The Missing E-mails

White House officials say they can't respond to a House subpoena calling for their e-mails on campaign fund raising and other matters because they can't retrieve the e-mails. AP reports that White House counsel Beth Nolan blamed unintentional computer failures. "We do not know if any responsive information is contained in the unrecorded e-mails," Nolan told Rep. Dan Burton, R-IN, chairman of the House Government Reform Committee. Nolan also said that getting back the incoming e-mails from 1996 to 1999 would be costly and time-consuming. White House spokesman James

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Taxes

Government Reps Abstain On Net Tax Votes

DALLAS — Federal, state and local representatives on the Advisory Commission on Electronic Commerce united Monday to protest the panel's lack of consensus and the unwillingness of some members to compromise by abstaining from voting on any provisions, as commissioners met for their final meeting.

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"Unless consensus develops, we're going to abstain from voting," said Commerce Department General Counsel **Andrew Pincus**, speaking on behalf of himself and the two other Clinton administration representatives on the panel. "We've sought to work with everyone to achieve consensus. Unfortunately the commission has not served as a forum to achieve consensus."

State and local representatives on the panel, including Gov. **Michael Leavitt**, R-UT, Dallas Mayor **Ron Kirk**, Washington County (OR) Commissioner **Delna Jones**, and **Gene Lebrun**, former president of the National Conference of Commissioners on Uniform State Laws, joined the administration in its protest on the first two votes on international Internet tax proposals.

The abstentions sparked a debate over whether the panel could send a report to Congress without the supermajority—or 13 votes out of 19—called for in the 1998 Internet Tax Freedom Act.

The commission's counsel, **Tom Griffith**, said it would be "perfectly appropriate" for the commission to send Congress by its April 21 deadline a list of votes on amendments and highlight the votes the commission believes are important to Congress, as long as the final product is not called a "recommendation" or "finding."

"It is clear Congress wants a report and expects a report," Griffith said, citing letters from Senate Majority Leader **Trent Lott**, R-MS, and House Speaker **Dennis Hastert**, R-IL, saying they would accept a majority report, rather than a supermajority recommendation.

"The best judgment is not always a consensus judgment," Lott said in his letter sent to Commission Chairman Gov. **James Gilmore**, R-VA. "It may be impossible to obtain a two-thirds vote in favor of bold policy proposals that reduce tax burdens on American consumers and businesses. It would be a mistake for a majority of the commission to sacrifice its best judgment just to reach the arbitrary standard of a two-thirds majority."

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Process Could Fall To GOP Revolt

Lebrun challenged Gilmore, saying a report sent to Congress without the required votes would violate the law.

"If we go this route, we're changing the rules and not doing what Congress asked us to do," he said.

"They're not going to dignify the process by voting no," Mark Nebergall, who heads the Software Finance and Tax Executives Council and is a member of the Internet Tax Fairness Coalition, said. "I think they're protesting. We're not going to have any debate."

(Ed) Index

- by Rebecca S. Weiner

Exports

Lott Says Export Act Reauthorization Could Wither

Senate Majority Leader Trent Lott, R-MS, said Monday that unless there is a major breakthrough in talks between supporters and critics of legislation to reauthorize the Export Administration Act, the opportunity to take up the bill may be fading.

The bill's chief sponsor, Senate Banking Committee Chairman Phil Gramm, R-TX, and Armed Services Committee Chairman John Warner, R-VA, are expected to meet this week, possibly as soon as Tuesday, according to an industry source, to discuss the status of ongoing negotiations over the legislation.

Gramm has been negotiating for several weeks with Warner, and three other Senate committee chairmen over their concerns that the bill makes it too easy to decontrol items that could pose a national security risk. Among the major provisions in the bill, S. 1712, is one that would set up a new process calling for the decontrol of dual-use products, those with military and commercial uses, that are available on a mass-market scale or from foreign competitors.

After reaching an apparent agreement two weeks ago to begin Senate floor action, Gramm was forced to pull the bill after it was clear that not all of the issues had been resolved.

While the Senate may have a day or two to take up the measure, Lott reiterated that the Senate soon will begin work on the budget and appropriations measures and will not have time to deal with much else.

"Time is marching on. We've moved to other issues," he said. "The commitment of more time and opportunities (to S. 1712) are dwindling."

In recent weeks, Gramm had agreed to make some changes that industry representatives have said went too far for them to support the measure. It is unclear whether Warner will soften his position on those issues.

Meanwhile, the House International Relations Committee's International Economic Policy and Trade Subcommittee has scheduled a hearing on the Export Administration Act on Wednesday with witnesses from industry.

Among those scheduled to testify include Computer Coalition for Responsible Exports Co-Chairman Dan Hoydysh, director of trade policy for Unisys, David Rose, Intel's director of export and import administration policy, and Dave McCurdy, president of the Electronic Industries Alliance.

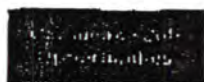


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John M. Daley
Secretary
Department of Commerce

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Commerce Announces Streamlined Encryption Export Regulations

Washington, DC - The U.S. Department of Commerce Bureau of Export Administration (BXA) today issued new encryption export regulations which implement the new approach announced by the Clinton Administration in September.

Today's move permits U.S. companies to export any encryption product around the world to commercial firms, individuals and other non-government end-users under a license exception (i.e., without a license). In addition, "retail" encryption products which are widely available in the market can now be exported to any end-user including foreign governments. In most cases, a one-time product review by BXA continues to be required. Post-reporting requirements are reduced to track industry business models.

Related Link

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"This policy helps business and promotes e-commerce by adjusting our regulations to marketplace realities that U.S. companies face when they try to sell their products overseas. We've also worked very hard to address privacy concerns and to ensure that our law enforcement and national security concerns are met," said Commerce Secretary William M. Daley.

For source code, the regulation reduces controls further than announced in September. Commercial encryption source code, encryption toolkits and components can now be exported under license exception to businesses and non-government end-users for internal use and customization and for the development of new products. In addition, the regulations relax restrictions on publicly available encryption source code, including by posting on the Internet.

The regulation further streamlines requirements for U.S. companies by permitting exports of any encryption item to their foreign subsidiaries without a prior review. Foreign employees of U.S. companies working in the United States no

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U.S. Department of Commerce - Commerce Announces Streamlined Encryption Export Re.. Page 3 of 4

greater than 512 bits and up to 1024 bits, network-based applications and other products which are functionally equivalent to retail products are considered retail products.

Internet and Telecommunications Service Providers

Telecommunications and Internet service providers can obtain and use any encryption product under this license exception to provide encryption services, including public key infrastructure services for the general public. Provision of services specific to governments (e.g., running a virtual private network for a government agency) will, however, require a license

Global Exports of Unrestricted Encryption Source Code

Encryption source code which is available to the public and which is not subject to an express agreement for the payment of a licensing fee or royalty for commercial production or sale of any product developed with the source code may be exported under a license exception without a technical review. The exporter must submit to the Bureau of Export Administration a copy of the source code, or a written notification of its Internet location, by the time of export. Foreign products made with the unrestricted source code do not require review and classification by the U.S. Government for reexport. This license exception should apply to exports of most "open source" software.

Global Exports of Commercial Encryption Source Code and Toolkits

Encryption source code which is available to the public and which is subject to an express agreement for the payment of a licensing fee or royalty for commercial production or sale of any product developed using the source code (such as "community source" code) may be exported under a license exception to any end-user without a technical review. At the time of export, the exporter must submit to the Bureau of Export Administration a copy of the source code, or a written notification of its Internet address. All other source code can be exported after a technical review to any non-government end-user. U.S. exporters may have to provide general information on foreign products developed for commercial sale using commercial source code, but foreign products developed using U.S.-origin source code or toolkits do not require a technical review.

U.S. Subsidiaries

Any encryption item (including commodities, software and technology) of any key length may be exported or reexported to foreign subsidiaries of U.S. firms without a technical review. Foreign nationals working in the United States no longer need an export license to work for U.S. firms on encryption. This extends the policy adopted in last year's update, which allowed foreign nationals to work for foreign subsidiaries of U.S. firms under a license exception. All items produced with encryption commodities, software, and technology authorized under this license exception will require a technical review.

Export Reporting

Post-export reporting is required for certain exports to a non-U.S. entity of products above 64 bits. However, no reporting is required if the item is a finance-specific product or is a retail product exported to individual consumers. Additionally, no reporting is required if the product is exported via free or anonymous download, or is exported from a U.S. bank, financial institution or their subsidiaries, affiliates, customers or contractors for banking or financial use. Reporting helps ensure compliance with our regulations and allows us to reduce licensing requirements.

Implementation of the December 1998 Wassenaar Arrangement Revisions

Last year, the Wassenaar Arrangement (33 countries which have common controls on exports, including encryption) made a number of changes to modernize multilateral encryption controls. This regulation allows exports without a license of 56 bit DES and equivalent products, including toolkits and chips, to all users and destinations (except the seven state supporters of terrorism) after a technical review. Encryption commodities and software with key lengths of 64-bits or less which meet the mass market requirements of Wassenaar's new cryptography note are also eligible for export without a license after a technical review.

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The address of this page is <http://204.193.246.62/public.nsf/docs/60D6B47456BB389F852568640078B6C0>. It was last updated Friday, January 14, 2000 at 1:33 p.m. EST.

February 1, 2000**FACT SHEET**

THE WHITE HOUSE

Office of the Press Secretary

For Immediate Release

February 1, 2000

FACT SHEET**Export Controls on Computers**

The President today announced an update of U.S. export controls on computers that will promote our national security, enhance the effectiveness of our export control system, and ease unnecessary regulatory burdens on both government and industry.

Today's announcement is President Clinton's fourth revision to U.S. export control parameters since 1993. This action reflects the Clinton Administration's efforts to ensure effective controls on militarily sensitive technology while taking into account the increased availability of commodity products, such as servers and workstations, of which millions are manufactured and sold worldwide every year.

The Administration's computer export controls are designed to permit the government to calibrate control levels and licensing conditions depending upon the national security or proliferation risk posed at a specific destination, to enhance U.S. national security by ensuring controls on computer exports are effective, and to minimize impediments to legitimate computer exports, which will help preserve the technological lead of the U.S. computer industrial base.

As directed by the President in July 1999, the Administration has conducted a review of our computer export controls that took into account (1) advancements in computing technology since mid-1999, (2) our security, nonproliferation and other national security interests, and (3) the need for a policy that would remain effective for at least six months.

This review found that advancements continue in the power and capabilities of widely available computing systems, reflecting the exponential growth in individual microprocessor speeds that has occurred since 1995. The speed of the general purpose microprocessor used in standard personal computers and business applications today has increased by a factor of eight since the Administration's 1995 decision took effect. This growth will continue--U.S. companies plan commercial sales of individual "chips" rated over 5000 MTOPS by late 2000. Moreover, while there are military* applications across a range of MTOPS levels, the national security agencies have reaffirmed their previous conclusion that there is no definitive line that separates levels of computing power on the basis of their usefulness for military applications. In light of this finding, the advances in basic computing technology the problems inherent in trying to control commodity level items, the Administration has determined that widespread commercial availability of computers with performance capabilities up to 12,500 MTOPS makes that a realistic and enforceable control level.

* The term "military" encompasses nuclear, chemical, biological, missile or conventional military end-users/uses.

The Associated Press State & Local Wire

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March 29, 2000, Wednesday, AM cycle

SECTION: Political News

LENGTH: 511 words

HEADLINE: First Lady tours **women's** technology incubator

BYLINE: By CLIFF EDWARDS, AP Technology Writer

DATELINE: SAN FRANCISCO

BODY:

Taking her U.S. Senate campaign to California, first lady **Hillary Rodham Clinton** showed her support for **women** entrepreneurs Wednesday at an incubator for Internet-related companies.

Clinton joined San Francisco Mayor Willie Brown at the **Women's** Technology Cluster and took part in a roundtable discussion with **women** who own Internet companies to discuss their role in the future of technology.

"We need to build that new girls' network to compete with the old boys' network," she proclaimed, referring to the loose-knit group of powerful men with personal connections to one another.

Recent polls have shown Clinton locked in a virtual dead heat with Republican rival New York City Mayor Rudolph Giuliani to replace retiring Democratic Sen. Daniel Patrick Moynihan.

While the roundtable was not billed as a fund-raising trip, political candidates from across the spectrum have become frequent visitors to Northern California in hopes of tapping support from an industry flush with new wealth brought on by the rise of the Internet as a means of communication and commerce.

Clinton also has been heavily courting women and minorities in her Senate race. Tuesday night, she received an award for her work on behalf of breast cancer patients at a star-studded gala in Beverly Hills, Calif., and organizers of Wednesday's event planned to broadcast the discussion over the Internet.

During the roundtable, Clinton listened to several CEOs talking about starting their businesses, and asked the women questions about funding. She apparently was impressed.

"Today, I've met a lot of women who just don't know - and don't want to know - what can't be done," she said.

Clinton also launched the new World Wide Web site, MsMoney.com, a financial site aimed at women.

"We're glad that she's very interested in the issues of economic empowerment of women," said Margarita Quihuis, director of the Women's Technology Cluster, which provides technical and financial advice and space for 20 female entrepreneurs at a time in exchange for a share

of their future stock.

Women now receive less than 4 percent of venture capital funding, Quihuis noted, "so it's great that she's showing her support in terms of what we're trying to do here."

Venture capitalists typically invest in a company in its early stages in return for stock in that company. While many of those companies will not succeed, the venture capitalists are betting some will be hits, like Amazon.com.

The Women's Technology Cluster, a 30,000 square-foot space where some of the entrepreneurs live as well as work, gets help from the Panasonic Corp.'s venture capital and technology development subsidiary.

Paul Liao, president of Panasonic Technologies Inc., said the incubator's help for a select few eventually helps everyone. "They are really unleashing the potential of a whole group of people, another class of innovators who can really drive the economy."

After the roundtable, Clinton was scheduled to attend a fund-raiser at the home of Apple Computer founder Steve Jobs.

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March 29, 2000; Wednesday

SECTION: National political

LENGTH: 1050 words

HEADLINE: Hillary Tours Technology Incubator

BYLINE: CLIFF EDWARDS

DATELINE: SAN FRANCISCO

BODY:

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Clinton was expected to join San Francisco Mayor Willie Brown at the **Women's** Technology Cluster and take part in a roundtable discussion with officials of several female-owned Internet companies on their role in the future of technology.

The roundtable was not billed as a fund-raising trip for the first lady's U.S. Senate campaign in New York, but political candidates from across the spectrum have become frequent visitors to Northern California in hopes of tapping support from an industry flush with new wealth brought on by the rise of the Internet as a means of communication and commerce.

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Women now receive less than 2 percent of venture capital funding, Quihuis said, "so it's great that she's showing her support in terms of what we're trying to do here."

On the Net: Women's Technology Cluster site: <http://www.womenstechcluster.org>.

First lady Hillary Rodham Clinton showed her support for women entrepreneurs Wednesday at an incubator for Internet-related companies.

Clinton joined San Francisco Mayor Willie Brown at the Women's Technology Cluster, and was expected to take part in a roundtable discussion with the leaders of several female-owned Internet

companies on their role in the future of technology.

"It is the New Girls' Network," she proclaimed in a play on words.

The roundtable was not billed as a fund-raising trip; political candidates from across the spectrum have become frequent visitors to Northern California in hopes of tapping support from an industry flush with new wealth brought on by the rise of the Internet as a means of communication and commerce.

Recent polls have Clinton in a dead heat with Republican rival New York City Mayor Rudolph Giuliani to replace retiring Sen. Daniel Patrick Moynihan.

Clinton has been heavily courting women voters and minorities in her Senate race. Tuesday night, she received an award for her work on behalf of breast cancer patients at a star-studded gala in Beverly Hills, Calif., and organizers of Wednesday's event planned to broadcast the discussion over the Internet.

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Clinton also was scheduled to attend a fundraiser at the home of Apple Computer founder Steve Jobs.

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(PROFILE

(CO:Apple Computer; TS:AAPL; IG:CPR;)

)

First lady Hillary Rodham Clinton showed her support for women entrepreneurs Wednesday at an incubator for Internet-related companies.

Clinton joined San Francisco Mayor Willie Brown at the Women's Technology Cluster and took part in a roundtable discussion with women who own Internet companies to discuss their role in the future of technology.

"We need to build that new girls' network to compete with the old boys' network," she said.

The roundtable was not billed as a fund-raising trip for her Senate campaign in New York, though political candidates from across the spectrum have become frequent visitors to Northern California in hopes of tapping support from an industry flush with new wealth brought on by the rise of the Internet as a means of communication and commerce.

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After the roundtable, Clinton was scheduled to attend a fund-raiser at the home of Apple Computer founder Steve Jobs.

On the Net: Women's Technology Cluster site: <http://www.womenstechcluster.org>.

(PROFILE

(CO:Apple Computer; TS:AAPL; IG:CPR;)

)

LANGUAGE: ENGLISH

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The Associated Press State & Local Wire

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March 30, 2000, Thursday, PM cycle

SECTION: State and Regional; Political News

LENGTH: 469 words

HEADLINE: First Lady visits **women's** technology group

BYLINE: By CLIFF EDWARDS, AP Technology Writer

DATELINE: SAN FRANCISCO

BODY:

First lady **Hillary** Rodham **Clinton**, in a tight race to become a U.S. senator, courted female entrepreneurs during a swing through this region flush with new wealth from Internet commerce.

Clinton attended a private fund-raiser Wednesday night at the home of Apple Computer founder Steve Jobs, but first took the time to plug her support for **women's** issues at the opening of the **Women's** Technology Cluster. The center, or incubator, promotes female-owned Internet-related businesses.

"We need to build that new girls' network to compete with that of the old boys' network," Clinton said. "The outcome of the kind of investments that are being made here in this cluster certainly will bear an enormous amount of fruit.

"I'm certainly going to be taking this idea back to New York and telling the people in Silicon Alley that California is a step ahead when it comes to empowering women in the new economy."

Recent polls have Clinton in a dead heat with her Republican rival, New York City Mayor Rudolph Giuliani.

She has been heavily courting women voters and minorities. Tuesday night, she received an award for her work on behalf of breast cancer patients at a star-studded gala in Beverly Hills. On Wednesday, she participated in a roundtable discussion, which organizers said they would broadcast over the Internet.

The roundtable was not billed as a fund-raising stop, though political candidates from across the spectrum have become frequent visitors to Northern California in hopes of tapping support from an industry flush with new wealth.

"We're glad that she's very interested in the issues of economic empowerment of women," said Margarita Quihuis, director of the Women's Technology Cluster, which provides technical and financial advice and space for 20 female entrepreneurs at a time in exchange for a share of their future stock.

Women now receive less than 4 percent of venture capital funding, Quihuis noted, "so it's great that she's showing her support in terms of what we're trying to do here."

The Women's Technology Cluster, a 30,000 square-foot space where some of the entrepreneurs live as well as work, gets help from the Panasonic Corp.'s venture capital and technology development subsidiary.

Venture capitalists typically invest in a company in its early stages in return for stock in that company. While many of those companies will not succeed, the venture capitalists are betting some will be hits, like Amazon.com.

Paul Liao, president of Panasonic Technologies Inc., said the incubator's help for a select few eventually helps everyone. "They are really unleashing the potential of a whole group of people, another class of innovators who can really drive the economy."

On the Net: Women's Technology Cluster site: <http://www.womenstechcluster.org>.

GRAPHIC: AP Photos XFX 102-104 of March 29

LANGUAGE: ENGLISH

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National Journal's Technology Daily

AM Edition

March 30, 2000

LENGTH: 106 words

HEADLINE: CAMPAIGN: It's The New Girls Network

BODY:

First lady **Hillary Rodham Clinton** paid a visit to a California **women's** technology group Wednesday and helped launch a new Web site aimed at **women**, AP reports. Clinton joined San Francisco Mayor Willie Brown at the Women's Technology Cluster, and was expected to take part in a discussion with the leaders of female-owned Internet companies on their role in technology's future. She also launched the new Web site, MsMoney.com, a financial site targeted at women. Although the tour was not billed as a fundraising trip, Clinton also was scheduled to attend a fundraiser at the home of Apple Computer founder Steve Jobs.

LANGUAGE: ENGLISH

LOAD-DATE: May 24, 2000

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Newsbytes

March 30, 2000, Thursday

LENGTH: 238 words

HEADLINE: Hillary Woos High-Tech **Women**

BYLINE: MartinStone; Newsbytes

DATELINE: SAN FRANCISCO, CALIFORNIA, U.S.A.

BODY:

First lady **Hillary** Rodham **Clinton** has reportedly joined in support for **women** entrepreneurs by attending an incubator for Internet-related companies while helping launch a financial Web site aimed at **women**.

An Associated Press report today said Clinton joined San Francisco Mayor Willie Brown at the **Women's** Technology Cluster and became part of a roundtable discussion with **women** Internet venture owners.

The trip was arranged in conjunction with the Technology Network(TechNet), a bipartisan lobbying group that seeks to bring IT industry leaders into direct contact with elected officials and political hopefuls.

The report noted that Clinton has been courting women voters and minorities in her race for a Senate seat and suggested she, like other candidates, is avidly eyeing the high-tech sector as a source of funds and support. She was slated to attend a fund-raiser at the home of Apple Computer founder Steve Jobs following the roundtable, the report said.

Clinton until now has not struck as high a profile in her dealings with the technology community, and some high-tech industry observers have noted that she has begun to court this community to help round out her knowledge and potential constituency and donation bases by taking the technology plunge.

Reported By Newsbytes.com, <http://www.newsbytes.com> .

06:13 CST

(20000330/WIRES ONLINE, BUSINESS, LEGAL/HILLARYY2K/PHOTO)

LANGUAGE: ENGLISH

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March 30, 2000, Thursday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO BUSINESS AND TECHNOLOGY EDITORS

LENGTH: 790 words

HEADLINE: First Lady's Visit Marks Expansion of Panasonic Internet Incubator To San Francisco; Panasonic Digital Concepts Center Shares Offices and Special Event With **Women's** Technology Cluster

DATELINE: SAN FRANCISCO, March 30

BODY:

The Panasonic Digital Concepts Center (PDCC), a combined business incubator and venture fund, expanded into the crossroads of Internet and new media by opening a San Francisco office yesterday. The new office, which PDCC shares with the **Women's** Technology Cluster (WTC), was the center for a high-level forum on **women**, technology and the new economy. First Lady **Hillary** Rodham **Clinton** joined San Francisco Mayor Willie Brown along with a mix of technology and business leaders for the afternoon's events. The event featured a roundtable discussion centered on the challenges and opportunities that face **women** in the exploding digital economy.

(Photo: <http://www.newscom.com/cgi-bin/prnh/20000330/SFTH101-a>
<http://www.newscom.com/cgi-bin/prnh/20000330/SFTH101-b>)

PDCC's San Francisco office, like its Silicon Valley counterpart, offers Internet, e-commerce and technology startups office space and access to seasoned industry executives, venture capitalists, advisors and accountants.

"With all the activity and deal-making centered in San Francisco, we knew we had to expand our operations by opening a second incubator facility in the city," explained Panasonic Technologies, Inc. President Paul Liao. "By working with the **Women's** Technology Cluster, we were able to start things off right with an incredible roundtable discussion that brought together some of the most interesting people working in the new economy. The First Lady's participation was both an inspiration and a compliment to the panel of **women** entrepreneurs who took part in the day's events."

During the CEO roundtable, Mrs. Clinton wanted to know more about the inspiration that propelled the WTC CEOs and how an original idea travels from inception to an Internet company. Following the roundtable, Mrs. Clinton participated in the partnership announcement between PDCC and WTC. She then applauded Panasonic and the company's Dr. Liao, saying that "corporations do well by doing well in the community." Mrs. Clinton said that given the opportunity to participate in the new economy, women will dedicate a portion of their income to the community. She said she sees a new girls' network to compete with the old boys' network and that's why she applauds this incubator.

"Incubators are really all about networking and bringing together the right people so that intelligent ideas can flourish. We were especially pleased by the combination of notable technology, business and governmental leaders who attended this special event," said Panasonic Digital Concepts Center Managing Director, Charles Wu. "The first day in our new San Francisco office was a huge success."

Matsushita Electric Industrial Co., Ltd. (NYSE: MC), Panasonic's parent company, is a global leader in technology with more than 280,000 employees and worldwide sales of \$64 billion. PDCC, a business unit of Panasonic Technologies, Inc., includes an incubator for early-stage Internet startups as well as a venture fund. Incubator investment is a critical component of Matsushita's strategy for identifying and nourishing new technologies.

About the Panasonic Digital Concepts Center (PDCC)

Established in 1998, Cupertino, CA-based Panasonic Digital Concepts Center (PDCC) houses the Panasonic Internet Incubator, Panasonic Ventures and employees who act as liaisons to a dozen subsidiaries of Matsushita Electric Industrial Co., Ltd. (Matsushita) of Japan. Its mission is to create new

technologies, products, services and business models in the home networking, Internet applications and e-commerce areas by partnering with the Silicon Valley venture community. A unit of Panasonic Technologies, Inc. -- itself a wholly owned subsidiary of Matsushita -- PDCC creates value for local startup companies through incubation services, late-stage investments and international relationships that accelerate the companies' growth. For more information, visit the PDCC Web site at www.digitalconceptscenter.com.

About Matsushita Electric Industrial Co., Ltd.

Osaka, Japan-based Matsushita Electric Industrial Co., Ltd., one of the world's leading developers and producers of digital electronic products for the home, the office, and in between, is best known by its Panasonic brand. Matsushita Electric has overseas operations that include over 220 companies in 46 countries and regions.

SOURCE Panasonic Digital Concepts Center

CONTACT: Michelle Hammill of Marino & Associates, 415-547-7766, or michelle@marino.com, for Panasonic Digital Concepts Center; or Kurt Praschak of Panasonic Digital Concepts Center, 201-392-6124, or praschakk@panasonic.com

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March 30, 2000, Thursday FIRST EDITION

SECTION: NEWS; Pg. A-18

LENGTH: 736 words

HEADLINE: First lady picks up pointers from S.F. businesswomen;
She takes hiatus from N.Y. campaign to applaud Web visionaries

BYLINE: Ilene Lechuk

SOURCE: OF THE EXAMINER STAFF

BODY:

First lady **Hillary** Rodham **Clinton** was thousands of miles from her New York home and the U.S. Senate race she is trying to win in November, but she still talked like a candidate.

Clinton arrived in San Francisco Wednesday to pay an official visit as first lady to a group of **women** entrepreneurs who have created an innovative incubator to help **women** launch Internet companies.

The first lady made it clear that taking their concepts back to Washington wasn't all she had in mind.

"I certainly will be taking this idea back to New York and telling the people of Silicon Alley that California is a step ahead when it comes to empowering **women** in the new economy," she said.

And after learning how the businesswomen are creatively campaigning for venture capital, Clinton headed to Palo Alto to raise her own campaign cash at an evening fund-raiser in the home of Apple Computer co-founder Steve Jobs.

Her visit to the year-old Women's Technology Cluster in San Francisco - aired live on the Web - was a priceless promotional opportunity for the local dot-com start-ups, including MsMoney.com, a financial site aimed at women that was launched during the event. At the same time, it gave Clinton a chance to talk publicly about two hot campaign topics: equal business opportunities for women and the sizzling high-tech economy.

Clinton has been heavily courting women voters and minorities in her Senate race. Polls show she's in a dead heat with Republican rival New York City Mayor Rudolph Giuliani to replace retiring Democratic Sen. Daniel Patrick Moynihan.

Willie Brown's support

Mayor Willie Brown, a friend of the Clintons who has spent a night

in the White House's Lincoln Bedroom, offered the first lady his political support Wednesday.

"I'm looking forward to all of us assisting in the efforts to secure her a seat in the United States Senate as early as November of this year," Brown said at the Women's Technology Cluster event. "She richly deserves it."

Clinton met with 11 aspiring businesswomen from the Women's Technology Cluster for a round-table discussion about the challenges facing female high-tech entrepreneurs and how they can help each other.

Members of the cluster share information and network with potential investors. About 10 of the women share office space in the Women's Technology Cluster building in The City's Dogpatch neighborhood. And all members have agreed to put 2 percent of their companies' equity back into the cluster for future members to use.

"(The first lady) being here validates this model," said cluster founder Cate Muther, whose work was praised by Clinton.

"As more and more women are finding opportunities in the new economy," Clinton said, "they are finding some problems of the old economy as well, namely that the capital available is not sufficiently diverse to be available to women entrepreneurs with good ideas. We need to build that new girls' network to compete with that of the old boys' network."

Just 4 percent

National statistics show that just 4 percent of Internet technology firms launched with venture financing are headed by women, according to Muther.

"But the good news is since 1995, the growth rate of CEOs in venture financed companies has increased over 250 percent," she said.

Muther's cluster mirrors that

progress. Since opening in 1999, companies in the cluster have received more than \$17 million in early-stage financing, she said. And Wednesday, Panasonic announced it would be partners with the women's cluster and agreed to give seed money to two members: Vistify and Audiobasket.com.

Another hopeful benefactor is Tiffany Bukow, the 33-year-old CEO who launched MsMoney.com on a shoestring budget and with 25 employees. Bukow said she was looking to the cluster to help her find up to \$20 million in venture capital for her upcoming marketing and expansion plans.

"To have the support of this community of women . . . is the main reason why I decided to participate," she said.

Along with Bukow, Clinton met women who are launching Internet sites offering everything from ecologically sound consumer goods to personalized audio news. Audiobasket.com especially caught the eye of Clinton, who was pleased to know she could get news on subjects that interested her most.

"Like if I'm interested in New York state politics, to pick a subject out of the air," she said with faux nonchalance.

GRAPHIC: PHOTO, First lady Hillary Rodham Clinton, left, and Cate Muther of the Women's Technology Cluster lead a discussion Wednesday., EXAMINER / PAUL CHINN

LOAD-DATE: March 31, 2000

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MARCH 30, 2000, THURSDAY, FINAL EDITION

SECTION: NEWS; Pg. A11

LENGTH: 810 words

HEADLINE: Republicans Criticize Hillary for Visit to **Women's** Event in S.F.;

They say she really came here to raise funds

BYLINE: Carla Marinucci, Kelly Zito, Chronicle Staff Writers

BODY:

First Lady **Hillary** Rodham **Clinton** came to San Francisco yesterday for a **women's** high-tech event -- but took sharp criticism from Republicans who charged that her California visits disguise a glut of taxpayer-funded political fund raising for her U.S. Senate bid.

Clinton was scheduled to appear in her official function as first lady at an event for the San Francisco **Women's** Technology Cluster, a high-tech "incubator" for female entrepreneurs. But her three-day California trip was top-heavy with eight political fund-raisers to benefit her Senate campaign -- all of them out of the public eye.

In the Bay Area alone, she was the guest of honor at two fund-raisers in private homes yesterday -- one at the home of Apple Computer founder Steve Jobs -- both off-limits to reporters.

"It is wrong and unfair of her to use taxpayer money to go around the country raising funds for her campaign," said Clifford May, spokesman for the Republican National Committee, who called the practice "unconscionable."

Clinton's Senate campaign staff was decidedly reluctant to discuss her fund-raising activities this week. It did not return numerous phone calls from The Chronicle requesting information on Clinton's campaign events in California.

Karen Dunn, a campaign spokeswoman reached yesterday, insisted her office had no idea how many fund raisers Clinton had attended here -- or what they expected to raise.

But the first lady's own White House schedule listed a nonstop schedule of such events in such tony California communities as Beverly Hills and La Jolla after her arrival late Monday.

With the New York Senate race heating up -- and Clinton appearing to catch up in the polls with GOP challenger Rudolph Giuliani -- the apparent reluctance to be forthcoming about her fund-raising activities could present a thorny problem for Democrats.

Democratic presidential candidate Al Gore, still under fire for past fund-raising activities, has attempted to seize the campaign finance reform issue from Texas Gov. George W. Bush.

But the California trip underscored the often fuzzy line between Clinton's official role as first lady and her status as a candidate. And it illustrated how -- like her husband, President Clinton -- she has found the nation's most populous state to be a gold mine of campaign donation checks.

Federal elections records show that the first lady has raised more than \$316,000 from California donors during the current election cycle. That is almost half as much as U.S. Rep. Tom Campbell, the South Bay Republican campaigning to unseat California Democratic Sen. Dianne Feinstein, who has picked up \$674,450 from individual donors in California.

Guiliani has also turned to California as a source of contributions, raising more than \$380,000. In a half-hour roundtable session yesterday, Clinton met with top female CEOs to discuss issues of women and technology yesterday, among them, Lavonne Luquis of Latino.com, Tiffany Bass Bukow of Ms.Money.com and Cate Muther of the Women's Technology Cluster.

As first lady, Clinton dutifully asked about the problems of business startups, financial challenges and the biases they encountered.

But Clinton also assured the women she would take their feedback and ideas "back to Silicon Alley" -- a reference to the New York high-tech industry. And she got a laugh when she asked Kim Fisher, the CEO of AudioBasket, how to use her product if "I'm interested in New York state politics, just to pick a topic."

Republicans say such events keenly illustrate how Clinton has used her first lady status to unfair advantage.

"There's no reason in the world why she couldn't charter a campaign plane like other candidates do and pay for it by funds contributed by willing donors -- rather than taxpayers who have no choice," said May of the Republican National Committee.

Clinton arrived in San Francisco yesterday on an Air Force plane, but "she flies on that for security reasons everywhere she goes," said a White House spokeswoman yesterday.

Clinton's longtime friends and supporters say the GOP criticism is just the latest example of unfair singling out of the first lady.

"They should be ashamed of themselves. If nothing else, they should afford respect to the first lady of the United States. She's doing what she ought to be doing, according to the Secret Service, to protect her security," said Martha Whetstone, a longtime Democratic activist and family friend of Clinton.

Dawn Chairwa, associate counsel for the president, said that on a trip that involves campaign activity, the law requires reimbursement by the campaign at a first-class rate for the first lady as well as for her staff. She said that would include a trip, such as the one to San Francisco, which involved both fund raising and official first lady events.

GRAPHIC: PHOTO, Hillary Rodham Clinton (center) with Lavonne Luquis of Latino.com and Cate Muther of the Women's Technology Cluster at a roundtable discussion. / Michael Macor/The Chronicle

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March 29, 2000

LENGTH: 704 words

HEADLINE: MsMoney.com Launches Premier **Women's** Financial Web Site During Live Web Cast Of First Lady's Visit to the WTC

BODY:

12,000 New Registered Users Sign Up With Web Commerce and Community Site

During Pre-launch Membership Drive

SAN FRANCISCO, March 29 /PRNewswire/ -- MsMoney.com, a unique Web commerce and community site devoted solely to **women's** financial and investment needs, will officially launch its services today during the exclusive live Web cast featuring First Lady **Hillary** Rodham **Clinton's** visit to the **Women's** Technology Cluster (WTC). The First Lady's visit to the WTC is in recognition of the one-year anniversary of the first high-tech incubator focused on **women** entrepreneurs. As part of her visit to WTC, Mrs. Clinton will participate in an Entrepreneurs Roundtable with the CEOs and executives of WTC companies, including the CEO of MsMoney.com, for a discussion of issues about **women**, technology, and the new economy.

MsMoney.com is poised to be the premier Internet destination where **women** can research, organize and manage all aspects of their finances and purchase products and services tailored to their needs. Since March 15, the company has registered 12,000 new users through its ongoing membership drive. Its comprehensive offering of expert financial content, interactive tools and services gives **women** a "two-minute-a-day" solution to simplify their financial lives.

MsMoney.com is hosting the live Web cast via Yahoo! in celebration of its launch and mission to educate and empower women. Individuals interested in attending the live Web cast and in registering to become a free member of MsMoney.com should visit www.msmoney.com.

"My vision to launch a company designed specifically to meet women's unique financial needs is rooted in the early days of the Web when I recognized that women were largely underserved by the financial services industry," said Tiffany Bass Bukow, Founder & CEO of MsMoney.com. "We are honored to have the strong support of the WTC and our business partners who all realize the need for the customized financial services and information that MsMoney.com offers, and we are excited to have the opportunity to unveil our site during such a momentous occasion."

MsMoney.com was founded in response to the lack of a focused and trusted arena in which women could receive high quality, relevant financial information and services that meet their specific requirements.

"Nielsen/ NetRatings' data shows that while both men and women access the Internet from home in equal numbers, significantly more male than female surfers visit financial sites," said Betty Cho, Internet analyst for NetRatings. "For example, it's noteworthy that none of the top 10 financial sites accessed from home or work are attracting female visitors in equal numbers. This points to an unmet opportunity in the market to provide women with the tools, services, and content that will empower them to take control of their financial lives."

The company has already formed business relationships with companies such as CarsDirect.com, NextCard, Citibank, and E-LOAN to provide their services to MsMoney.com members. MsMoney.com is also partnering with more than 30 notable authors who have written books about women and money, including Dr. Judith Briles, Jennifer Bayse Sander, and David Bach, author of the New York Times bestseller Smart Women Finish Rich. Bach will regularly host live online events and chat sessions on the site.

About MsMoney.com

Tiffany Bass Bukow, Founder & CEO, created MsMoney.com in 1999. MsMoney.com is a funded, pre-IPO company poised to become the premier financial Web site for women. MsMoney.com is dedicated to empowering and educating women to be financially healthy. Through best-of-breed partnerships with authors and financial service providers, MsMoney.com offers a new depth of content and services missing today on the Internet for this extremely important group. It is one of 10 companies chosen to be part of the Women's Technology Cluster (www.womenstechcluster.org). More information can be found at the company's Web site at www.msmoney.com.

/CONTACT: Amy Jen Su of MsMoney.com, 415-401-1770, or amy@msmoney.com; or Nancy MacGregor of RealTime Communications, 415-643-0766, or nancy@realtime-comm.com, for MsMoney.com/ 07:55 EST

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March 29, 2000, Wednesday

SECTION: FINANCIAL NEWS

DISTRIBUTION: TO BUSINESS, TECHNOLOGY AND POLITICAL EDITORS

LENGTH: 735 words

HEADLINE: **Hillary** Rodham **Clinton** to Address Leading **Women** Entrepreneurs at AlleyCat News' First Annual **Women** of Silicon Alley Summit

DATELINE: NEW YORK, March 29

BODY:

New York Democratic Senatorial Candidate and First Lady, **Hillary** Rodham **Clinton** will address the first annual **Women** of Silicon Alley Summit featuring a galaxy of leading **women** entrepreneurs from some of New York's most groundbreaking high-tech and Internet businesses at the one-day conference sponsored by AlleyCat News on April 13, 2000 at Bridgewater, South Street Seaport, New York City.

The **Women** of Silicon Alley Summit will be Ms. Clinton's first appearance at a Silicon Alley event, giving members of New York's booming new media community an opportunity to hear her thoughts on economic growth, digital economy, and how as a Senator she would support New York's high-tech community.

"We're very excited about Ms. Clinton's interest in the Summit," said Janet Stites, co-founder and Publisher of AlleyCat News. "It bodes well for both the community as a whole and **women** entrepreneurs."

Joining Ms. Clinton as distinguished keynote speakers are Kay Koplovitz, CEO, Working Woman Network and Candice Carpenter, founder and CEO of iVillage.com, both pioneers in business.

"While the number of **women**-owned businesses in general continues to steadily increase, the number of **women**-owned businesses backed by venture capital -- a near necessity to build a global business -- is still at a trickle," said Stites. "You don't need a Palm Pilot to keep track of the Internet millionaires -- or even CEOs -- who are **women**."

A morning investors panel, moderated by Christopher Aidun, Partner and Chair, iLawGroup, Loeb & Loeb, and featuring venture capitalists from both traditional funds and funds which focus on **women**-owned businesses, will address just this issue. Speakers include Patty Abramson, co-founder and Managing Director, Women's Growth Capital Fund; Steve Brotman, Managing Director & Co-founder, Silicon Alley Venture Partners; Danny Schultz, Managing Partner, Draper Fisher Jurvetson Gotham; Alicia Tranen, Associate, RRE Ventures; Margaret H. (Peg) Wyant, Managing Director, Isabella Fund; and Kathryn Wylde, President and CEO, New York City Investment Fund.

An afternoon entrepreneurs panel will feature some of the Alley's most successful women entrepreneurs who will discuss the pros and cons of funding, launching, and exiting an Internet businesses. The panel, moderated by Dee Dee Ricks, President & CEO, OmniOptions.com, will include speakers Cecilia Pagkalinawan, CEO and Founder, Boutique Y3K; Carley Roney, Editor-in-Chief/Co-founder, TheKnot.com; Susan Strausberg, CEO, Edgar Online Inc.; Nina Zagat, Zagat.com; and Lisa Hall, COO, Oxygen Media.

Central to the Summit will be the twenty-one executives from women-owned technology businesses who will showcase their companies at the conference. The presenting companies include: AudioBasket.com, B2Bdiversity.com, Boutique Y3K, ChetahMail, CivicZone.com, construction zone.com, DesignerOutlet.com, Inc., eDelights.com, Elity Systems, Inc., foodline.com, Fusebox Inc., ingredients.com, MarketingInfo.com, Mediabistro.com, Phlair, Inc., SeniorSite.com, Soliloquy, Inc., TheKnot, Webnoize, XseeksY.com and Zwirl.com

Lead conference sponsors include: Bizzed.com, Iron Street Labs, Linden Alschuler & Kaplan Public Relations, Loeb & Loeb, LLP, Mi8 Corporation and OmniOptions.com.

For more on the conference, or to register, visit: <http://www.alleycatnews.com>, or call: 212-966-4242. Both men and women are welcome to the event!

About AlleyCat:

Since its launch in 1996, AlleyCat News has become a must-read for entrepreneurs and investors in the Internet and technology sector. Published eleven times a year, its regular features include news briefs on the industry, a grid of companies seeking funding and profiles of investors putting their money in the New York market. AlleyCat also operates the AlleyCat Investors Network, putting the investment community face-to-face with the entrepreneurs on an informal basis; publishes the e-mail newsletters AlleyCat Week and AlleyCat Events Calendar; and is the host of the Northeast Venture Conference and the Annual Alley to the Valley Conference. AlleyCat's next conference is its AlleyCat CFO Summit to be held June 8, South Street Seaport, NYC.

SOURCE AlleyCat News

CONTACT: Hannah Arnold, 212-575-4545, Janet Stites of AlleyCat News, 212-966-4242

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HEADLINE: Graphic Gems CEO Winifred Jiau to Meet With First Lady **Hillary Clinton**

DATELINE: SAN FRANCISCO, March 29

BODY:

Winifred Jiau, Founder and CEO of Graphic Gems, a B2B Application Service Provider (ASP) and a leader in delivering interactive 3D Internet solutions, will attend the event hosted by the Woman's Technology Cluster (WTCT) for First Lady **Hillary Rodham Clinton**. During the event, six **women** CEOs will participate in a **Women's** Technology Cluster (WTC) roundtable discussion featuring the First Lady. The event, to take place in WTC's San Francisco headquarters on March 29th, will include a discussion on **women**, technology, and the challenges of a "new economy." Ms. Jiau will participate in an announcement from Panasonic about a major new partnership between the WTC and the Panasonic's Digital Concept Center, (PDCC). Graphic Gems is part of the PDCC Internet Incubator.

Jim Robbins, Executive Director of the Panasonic Internet Incubator Program stated that "Graphic Gems is an excellent example of Panasonic's commitment to working with leading woman in technology."

Ms. Jiau, 32 year-old CEO originally from Taiwan, holds a Master's in Statistics from Stanford University and a B.S. from Taiwan National University. According to Ms. Jiau, "As a woman CEO from Taiwan who founded and invented the technology behind Graphic Gems, I look forward to adding my unique perspective to the meeting with Mrs. Clinton."

The WTC is the first high tech incubator focused on **women** entrepreneurs. Mrs. Clinton will address the WTC after being introduced by San Francisco Mayor Willie Brown. The ceremony will be broadcast live (courtesy of MsMoney.com which is launching its official website that day) and will also include the announcement of a strategic partnership between the WTC and Panasonic. Graphic Gems, a B2B Applications Service Provider (ASP) is specialized in providing 3D Internet service to e-Commerce sites. The company is based in San Mateo, CA, and a member of Panasonic's Internet Incubator Group. The company, founded in October 1998, is privately held and headquartered in San Mateo, California. For additional information, please visit <http://www.graphicgems.com> . For more information about WTC, please see www.womenstechcluster.org and for more about Panasonic's Digital Concepts Center, please see <http://www.vc.panasonic.com> .

SOURCE Graphic Gems

CONTACT: Alex Legato of Graphic Gems, 650-594-2101, or alegato@graphicgems.com; or Caroline Carmagnol, caroline@alizepr.com, or James Greene, james@alizepr.com, both of Alize Public Relations, 650-320-8900, for Graphic Gems

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THE WHITE HOUSE

April 5, 2000: Column on Women Entrepreneurs and Microcredit

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TALKING IT OVER

HILLARY RODHAM CLINTON

April 5, 2000

▶ [President & First Lady](#)
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I first met Cate Muther last October when the President and I hosted a White House Conference on Philanthropy. She was part of a panel exploring the power of the new economy to transform charitable giving.

Soon, I discovered that Cate and I had something in common. Each of us had traveled to Bangladesh to visit the Grameen Bank, where the concept of microcredit, or small loans, originated. And both of us returned to this country inspired by the power of these loans to enable even the poorest of women to start businesses, lifting their families -- and their communities -- out of poverty.

I first heard about the Grameen Bank over 20 years ago, when Bill and I invited the bank's founder, Mohammad Yunus, to Little Rock to help us introduce microcredit lending programs into some of the poorest rural communities in Arkansas. Since then, as I've traveled around the world, I have seen the power of small loans to improve the lives of women and their families. And I've been constantly amazed by the rates at which these loans are repaid -- rates that make them the envy of commercial banks. On his recent trip to Bangladesh, the President also had the opportunity to meet some of the women whose lives have been transformed by the loans they received from Grameen.

Over the past two decades, I have encouraged the creation of microcredit projects in every corner of the world, including our own country. Meanwhile, Cate, who had been the senior marketing officer at the networking giant Cisco Systems, drew on her private sector experience and what she had witnessed in Bangladesh to start the Women's Technology Cluster. The first incubator specifically targeted to female high-tech entrepreneurs, the WTC was the first project of the Three Guineas Fund, a foundation that Cate funded herself and named after a Virginia Woolf essay on philanthropy and women's financial independence.

Both the Three Guineas Fund and the WTC reflect the philosophies of microcredit lending. For although the economic plight of a poor woman in Bangladesh who wants a loan to buy a second milk cow or a sewing machine may seem worlds away from that of a technology entrepreneur in San Francisco, the bottom line is this: No matter where they live, women

need help breaking down the barriers to capital.

Last week, I traveled to an old San Francisco neighborhood called Dogpatch to meet Cate and participate in a round-table discussion with some of the women whose companies are now part of the cluster.

I met Gina Johnson, whose web site, RosePlace.com, offers resources to those who care for senior citizens. And Lavonne Luqies, who was recently named one of the Top 100 Influential Hispanics in the United States by Hispanic Business magazine. She hopes her web site, Latino.com, will become the premier cultural portal for the Latino community. Finally, as we watched, CEO Tiffany Bass Bukow launched MsMoney.com, her new financial services site, designed specifically for women.

At the WTC, these women and their businesses receive inexpensive office space, business consulting and mentoring services, discounted health insurance and long-distance rates, and shared staff support and facilities. Most importantly, though, they have access to a network of experts, business mentors and programs that help them attract capital investment.

As Cate explains it, "More than 30 percent of new women-owned businesses are in the technology field. But accessing capital continues to be a systematic problem for women entrepreneurs. The Women's Technology Cluster is a model for breaking these structural and cultural barriers." Muther's goal is twofold: to provide women with the help they need to break through the barriers, while, at the same time, developing a new generation of philanthropists.

As I have observed in places around the country and around the world, when women become full economic partners in their communities, they are likely to become philanthropists as well. At the WTC, Cate is banking on that fact. Each CEO who participates in the incubator must pledge 2 percent of the value of her company to an equity reinvestment fund. Over time, Muther expects two things to happen: First, the WTC will become financially self-sustaining. And second, as they participate in the decisions about how to support the existing charitable endeavors in their communities, every entrepreneur will become an active and engaged philanthropist.

What I saw at the WTC last week is a remarkable example of how the blessings and opportunities of the Internet Age can be extended to increasing numbers of Americans. Not only is Cate Muther opening the doors of Silicon Valley to women, giving them the opportunity to join the ranks of successful high-tech entrepreneurs, she is also fostering a culture of charitable giving, turning entrepreneurs into philanthropists. It's a wonderful idea, and an example that I hope others will follow.

To find out more about Hillary Rodham Clinton and read her past columns, visit the Creators Syndicate web page at www.creators.com.

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SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 1 -

FINAL

WASHINGTON, DC

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 202/251-0916 CELL
 202/456-5340 FAX
 WHCA PAGER #4721

PRESS ADVANCE: ERIC MASSEY
 202/564-6585 PHONE
 202/253-3138 CELL
 202/387-8608 HOME

SCHEDULER: MELODIE GREENE
 202/456-7847 PHONE
 202/395-1501 CELL
 202/456-5340 FAX
 202/667-5547 HOME
 WHCA PAGER #4938

PREV RON The White House

11:30 am PRIVATE MEETING
 Map Room
 CLOSED PRESS

12:00 pm PRIVATE MEETING
 Room tbd
 CLOSED PRESS

12:25 pm- MEET AND GREET
12:35 pm Hallway outside OEOB Room 450
 WH PHOTO ONLY

PARTICIPANTS: 17 guests

12:35 pm- MEET AND GREET
12:40 pm Off-stage Hold, Room 450
 WH PHOTO ONLY

PARTICIPANTS: 5 guests

SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 2 -

12:40 pm- PROGRAM ON VIOLENCE AGAINST WOMEN ACT
1:30 pm OEOb Room 450
OPEN PRESS

FORMAT:

-HRC proceeds directly to podium and makes opening remarks.

-HRC introduces Kathy Witt, Sheriff, Fayette County, KY.

-Kathy Witt makes remarks and introduces Congressman John Conyers.

-Congressman John Conyers makes remarks and introduces Joe Curran, Maryland Attorney General.

-Joe Curran makes remarks and introduces Congressman Connie Morella.

-Congressman Connie Morella makes remarks and introduces Rose Pulliam, Assistant Director of Alabama Coalition Against Domestic Violence.

-Rose Pulliam makes remarks.

-HRC makes closing remarks.

-HRC departs.

PARTICIPANTS: Approximately 160 guests

1:50 pm- PROMOTION CEREMONY FOR DR. RICHARD TUBB
2:00 pm Oval Office
WH PHOTO ONLY

PARTICIPANTS: Approximately 22 guests

2:10 pm- BRIEFING
2:15 pm Red Room

STAFF CONTACT: Ellen Lovell

SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 3 -

2:15 pm- MEET AND GREET
2:30 pm Blue Room
WH PHOTO ONLY

PARTICIPANTS: Approximately 35 guests

2:30 pm- MILLENNIUM MATINEE
4:00 pm East Room
POOL PRESS

FORMAT:

-POTUS and HRC are announced into the East Room accompanied by Dr. Marcia McNutt, Dr. Neil deGrasse Tyson and young scientists.

-HRC proceeds to podium and makes opening remarks and introduces video tour.

-Video plays (approximately 5 minutes in length).

-HRC introduces Dr. Marcia McNutt.

-Dr. Marcia McNutt makes remarks and introduces Dr. Neil deGrasse Tyson.

-Dr. Neil deGrasse Tyson makes remarks and introduces POTUS.

-POTUS makes remarks.

-Ellen Lovell opens discussion between audience and Internet.

4:00 pm -POTUS makes closing remarks.

-POTUS and HRC have option to mix and mingle with guests in State Dining Room or depart.

PARTICIPANTS: Approximately 150 guests

Tbd pm- DOWN TIME
4:55 pm

SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 4 -

5:00 pm- BOSTON GLOBE INTERVIEW
5:20 pm Room tbd or by phone
WH PHOTO ONLY

INTERVIEWER: Mary Leonard

5:30 pm- PRIVATE RECEPTION
5:45 pm Residence
WH PHOTO ONLY

5:50 pm DEPART South Portico
EN ROUTE Private Residence
[Drive time: approximately 15 minutes]

6:05 pm ARRIVE Private Residence

GREETERS:
Jim and Ann Free

6:10 pm- HILLARY 2000 RECEPTION
7:40 pm Private Residence
CLOSED PRESS

FORMAT:

-HRC stands for a photo receiving line.

-Jim Free makes welcoming remarks and introduces HRC.

-HRC makes remarks and opens Q&A.

-Upon conclusion of Q&A, HRC proceeds upstairs for brief private meeting.

-HRC departs.

PARTICIPANTS: Approximately 50 guests

7:45 pm DEPART Private Residence
EN ROUTE JW Marriott Hotel
[Drive time: approximately 15 minutes]

SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 5 -

8:00 pm ARRIVE JW Marriott Hotel

GREETERS-IN HOLD:

Eileen McCaffrey
Congressmember Jim Moran

8:10 pm- **ORPHAN FOUNDATION OF AMERICA GALA DINNER**

9:10 pm Grand Ballroom
JW Marriott Hotel
14th and Pennsylvania
Washington, DC
Hold: Independence Room
Phone: 202/393-2000 main
Fax: 202/626-6991 main
OPEN PRESS

FORMAT:

-Lisa Picalo, student, welcomes HRC into ballroom.

-HRC proceeds to seat on-stage.

-Michael Olsson, student, makes remarks and presents Humanitarian Award to HRC and Congressman Tom Delay.

-HRC poses for photo with Cong. Delay and students.

-HRC makes remarks.

-Cong. Jim Moran introduces Leland Brendsel.

-Leland Brendsel presents check to Eileen McCaffrey.

-Araceli Santander, student, makes closing remarks.

-HRC works ropeline.

-HRC proceeds to hold for photo-op with students.

-HRC departs.

PARTICIPANTS: TBD

SCHEDULE FOR HILLARY RODHAM CLINTON
MONDAY, JUNE 12, 2000

- 6 -

9:20 pm DEPART JW Marriott
 EN ROUTE The White House
 [Drive time: 5 minutes]

9:25 pm ARRIVE The White House

RON The White House

**Violence Against Women Act (VAWA) Reauthorization Event
Remarks by First Lady Hillary Rodham Clinton**

**Presidential Hall
The White House
June 12, 2000**

[Some opening remarks were cut off the tape.]

...in Pittsburgh because the weather prevented her from getting any further, so she drove and got here in the middle of the night, so I am very appreciative. I am delighted also that we have so many members of Congress here, and I'd like to ask all of the members to stand so that we can acknowledge them. I know that the front row is filled with members.

We are here today to send a clear message: If we want to stop violence against women, protect its victims, and prosecute those responsible, then we must reauthorize the Violence Against Women Act now.

There didn't used to be events like this, in the White House or really anywhere else in our country. The words domestic violence used to be whispered by only a few brave activists and survivors. So I am especially pleased as I look around this Presidential Hall today and see so many leaders from law enforcement, government, and non-profits who have worked tirelessly to ensure that no woman falls victim to violence, and if it does occur, the perpetrators are prosecuted and punished.

I want to thank Secretary of Health and Human Services Donna Shalala and Bonnie Campbell, the director of our Violence Against Women's Office, for helping to lead the Administration's efforts on this issue. I also want to say a special word of appreciation to Senator Barbara Boxer and Congresswoman Connie Morella, who, along with Joe Biden and John Conyers, are working tirelessly in Congress to reauthorize this act. And I want to thank them and the Members who are here with us today for their leadership, speaking out on the floor and in committees to protect women from abuse and assault.

Violence against women is not just a women's issue. It's a family issue -- and a criminal issue. And as you can see from the members of the law enforcement community who are behind me and in the audience, law enforcement knows how important this issue is in keeping the peace in families, neighborhoods, and communities.

Sheriff Kathy Witt of Fayette County, Kentucky, used VAWA funds to create a "zero tolerance" unit which serves emergency protective orders on batterers within 12 hours after they are issued -- when women are most vulnerable. We will also hear from the attorney general from the state of Maryland, Joseph Curran, who has championed VAWA by creating a statewide Family Violence Council to improve the way Maryland responds to violence against women. And, finally, we will hear from Rose Pulliam, the associate director of the Alabama Coalition of

Domestic Violence, who has teamed up with law enforcement to better serve victims of violence at the local level.

We know that violence against women is an equal opportunity destroyer – it plagues women of all ages and backgrounds, all races and religions, all communities and countries. Last week, I joined women from all over the world at the United Nations to celebrate the strides we have made since the Beijing Conference five years ago. We recommitted ourselves to ensuring that the issues that were most important to women were kept on the global agenda, and again and again the issue of domestic violence was raised. We as a country could, at that meeting, report that we have made real progress in our fight against violence against women. We know that there are many women who today are alive and are leading lives that are looking toward the future because we had programs to intervene, to prevent, and to punish.

I remember as a young lawyer so often encountering women who had been abused and had been neglected by the legal system, who felt that their bodily damage, the damage to their spirit, the way their belief in themselves, their future had been crushed, was something that no one else cared about. Often times they were ridiculed and ignored when they went for help. Neither the police, nor the legal system, nor the medical system really treated domestic violence as a crime. But that has changed, and we now know that finally, the incidence of domestic violence is going down.

The Justice Department recently released a report showing that, from 1993 to 1998, domestic violence declined by 21 percent. In fact, intimate partners committed fewer murders in 1996, 1997, and 1998 than in any other year since 1976.

I believe that there are many reasons why that is the case. But certainly among one of the most important reasons is the Violence Against Women Act and the concerted effort that public education and outreach that this legislation helped us organize around in the last years. Today, I am releasing two new government reports that show how VAWA has helped us increase resources, change attitudes, and make critical strides to combat domestic violence.

VAWA has meant \$1.5 billion in more funding for local organizations and law enforcement offices all over the country. It has provided shelter to more than 300,000 battered women and children. It has given nearly 500,000 domestic violence victims a toll-free national hotline to call 24 hours a day, 365 days a year. And it has helped thousands of police officers, judges, and state prosecutors to better serve the domestic violence victims.

I am pleased to be joined today by police officers from domestic violence units in Maryland and Virginia who are standing behind me, as well as representatives of the International Association of Chiefs of Police, the Police Executive Research Forum, the National Association of Attorneys General, the National Sheriffs Association, and the National Organization of Black Law Enforcement Executives. Every one of these people and countless others like them across our country have worked to make this promise against violence a reality for women and children.

Today a police officer who receives a call from a woman being abused at home is much more likely to know how to respond. A police department or D.A.'s office is more likely to have people specializing in domestic violence and sexual assault cases.

Law enforcement is more likely to forge partnerships with social service providers to serve victims more effectively. I heard recently about a community that created a mobile unit to provide direct assistance to victims in rural areas. But we can not claim victory because every day we know that this problem is stalking women everywhere.

Nearly one-third of women murdered each year in America are still killed by their intimate partners. One million women are stalked each year. And when women were still raped and sexually assaulted more than 300,000 times in 1998 alone, our job is far from done. I don't believe law enforcement yet has the resources needed to track down and to punish those who hurt women with the full force of the law.

For centuries, domestic violence women suffered in silence. Now that is no longer the case, but we can not permit our country to take a step back. We must reauthorize the Violence Against Women Act, so that the message goes out loudly and clearly. Make no mistake about it, this is still a national priority that we intend to keep focusing on and pushing until we see that every woman has the protection she needs and law enforcement has the resources they require and protective orders actually protect women.

We also have to guarantee that children in abusive homes have much more help than traditionally has been available. You know, witnessing domestic violence and being abused, for males, is the single biggest predictor of juvenile delinquency and adult criminality.

The Vice President today is sending a letter to every member of Congress today asking them to make reauthorizing VAWA a priority.

We know this is a priority for law enforcement. It is a priority for the members of Congress who joined us today. It's a priority for this Administration, the President, the Vice President, and me. It's a priority for the U.S. Conference of Mayors. But most importantly, it is a priority for women and children. Now, it is time for Congress to act.

We cannot fail to reauthorize this act, because to do so would be to fail the women who are being hurt every day by loved ones and strangers.

It is my great honor now to introduce someone who has been a strong champion of this legislation, who has worked very hard on behalf of women and children, and who has been a relentless champion of making sure that Congress puts the needs of women and children first – Senator Barbara Boxer.

###

VAWA Event with the First Lady
June 12, 2000

VAWA Needs to be Reauthorized. Unfortunately, the Violence Against Women Act needs to be reauthorized this year. Since the passage of VAWA, more than \$1.5 billion in VAWA grant funds have supported the work of prosecutors, law enforcement officials, the courts, victim advocates, health care and social service professionals, and intervention and prevention programs. Programs under VAWA administered by HHS include victim services, shelters, and the national domestic violence hotline, which has received approximately 500,000 calls to date. Unfortunately, these programs need to be reauthorized this year.

VAWA Legislation Stalled in Congress. Legislation to reauthorize VAWA has stalled in Congress. The Senate hopes to mark-up in the Judiciary Committee the week of June 12 (Biden). The House Subcommittee on Crime marked up the VAWA legislation in May, and full committee markup is scheduled for the week of June 19. However, there is no plan at this time for floor action in either the House or the Senate.

More Work to Do. Although we have made tremendous strides in the last six years, violence still devastates the lives of many women and children. As recent statistics show, in a nation where nearly one-third of women murdered each year are killed by their intimate partners, where violence by intimates accounts for over 20% of all violent crime against women, where women were raped and sexually assaulted 307,000 times in 1998 alone, and where approximately one million women are stalked each year, there is much work to be done.

First Lady to Highlight Need to Reauthorize. On Monday, June 12 at 12:30 p.m. in Room 450 of the OEOP, the First Lady will call upon Congress to pass vital VAWA legislation this year. Mrs. Clinton will focus her attention on the effect that VAWA funding has had on law enforcement around the country, enabling them to provide training to law enforcement officials, provide cell phones to battered women, and increase service of protection orders, among other activities. Mrs. Clinton will be joined by law enforcement officials, including police officers, prosecutors, and state attorneys general, members of Congress, domestic violence advocates, and Secretary Shalala. Speaking in favor of VAWA reauthorization will be Rep. Morella; Rep. Conyers (99% for sure); Maryland State AG Joseph Curran; Sheriff Kathryn Witt of Fayette County, Kentucky; and Rose Pulliam, the Associate Director of the Alabama Coalition Against Domestic Violence.

JUNE 12, 2000

**RALLY FOR REAUTHORIZATION OF
THE VIOLENCE AGAINST WOMEN ACT**

Date: Monday, June 12, 2000
Time: 12:30 PM
Location: 450 OEOB
From: Ann O'Leary, Heather Howard and Eric Morse

I. PURPOSE

To demonstrate your commitment to combating violence against women by joining with law enforcement to call for reauthorization of the Violence Against Women Act (VAWA).

II. BACKGROUND

Overview

You will join with law enforcement to highlight the success of VAWA and the importance of VAWA funding to law enforcement efforts to combat violence against women. You will announce key law enforcement support for reauthorization, and you will release reports from the Departments of Justice and Health and Human Services detailing the progress of VAWA. You will also announce that, through May 31, 2000, the National Domestic Violence Hotline has received nearly 500,000 calls. Finally, you will also announce that Attorney General Reno and Secretary Shalala are calling on their Cabinet colleagues to do more with their agency resources to address the problem of domestic violence.

Background

In 1994, with your strong support, Congress passed the landmark Violence Against Women Act (VAWA), as part of the Administration's crime bill, to combat domestic violence, sexual assault, and stalking. The Act established new Federal criminal provisions and key grant programs that improve the criminal justice system's response to domestic violence, sexual assault and stalking, and direct critical services to victims. As the DOJ and HHS reports you are releasing detail, \$1.5 billion dollars in Federal grant funds have gone to the states to enable law enforcement agencies and communities across the nation to promote the safety of countless women and hold offenders accountable. These grants have supported the work of prosecutors, law enforcement officials, the courts, victim advocates, health care and social service professionals, and intervention and prevention programs.

Announcements

- You will be releasing reports from the Departments of Justice and Health and Human Services that describe the importance of the Violence Against Women Act and the accomplishments since it became law. The reports detail the different programs receiving support through VAWA. For example, HHS grants have helped to shelter more than 300,000 women and their dependents each year and the National Domestic violence Hotline has

responded to nearly 500,000 calls. The Department of Justice has issued over \$800 million in grants, \$549 million of which has gone to STOP grants ("Services-Training-Officers-Prosecutors"), which promote a coordinated approach to violence against women by encouraging the states to pool the expertise and resources of law enforcement, prosecutors, and victim advocates.

- You will announce key law enforcement support for VAWA reauthorization. The International Association of Chiefs of Police (IACP), has written a letter to the President endorsing reauthorization, and the National Association of Attorneys General (NAAG), has approved a resolution endorsing authorization. In addition, the National Sheriffs Association and the Police Executive Research Forum (PERF) are supporting reauthorization.
- The Vice President is joining the call for reauthorization, sending a letter to every Member of Congress asking them to make reauthorization a priority.
- Attorney General Reno and Health and Human Services Secretary Donna Shalala are calling on their Cabinet colleagues to use their agency resources to address the problem of domestic violence.

III. PARTICIPANTS

In addition to you, the speaking program includes:

Joseph Curran, Jr., Maryland Attorney General. Mr. Curran has been Maryland's Attorney General since 1986, and has seen the tremendous difference that VAWA has made in his state. VAWA has allowed for the creation of programs where sheriffs, police officers, judges, prosecutors, and service providers respond in a coordinated fashion so that victims' needs are addressed and offenders are prosecuted. Mr. Curran has helped to create a state-wide Family Violence Council which assembled judges, law enforcement, and other experts in order to improve responses to violence against women. In Maryland, VAWA funds have helped to train law enforcement and help them adopt preferred arrest policies; train prosecutors and provide for specially-trained prosecution units focusing on violence against women; and provide training to the judiciary. To date, Maryland has received over \$20 million in VAWA funding from the Department of Justice.

Rose Pulliam, Associate Director of the Alabama Coalition Against Domestic Violence. In addition to her current position, Ms. Pulliam has also served as the Program Director for the Family Service Center of Talladega, a local service program, and also as the Executive Director for Second Chance, Inc., a local battered women's shelter. Ms. Pulliam has worked in the domestic violence and sexual assault social services area in Alabama for over seven years, and has seen first-hand the impact that VAWA has had on both a programmatic level and a community-response level. Ms. Pulliam will describe the dramatic impact that the VAWA funding has had in Alabama, including helping to fund the creation of 42 Domestic Violence Response Councils across the state, which developed protocols for law enforcement, the criminal justice system, and social service providers. These protocols allow law enforcement and the

shelter system to work in a coordinated way in order to combat violence against women. For instance, in Huntsville, Alabama, domestic violence advocates accompany law enforcement officers in responding to domestic violence calls, and, therefore, are able to provide assistance immediately. Ms. Pulliam will call for reauthorization of VAWA, not only in order to continue to fund the VAWA grant programs but for the important message that it sends to each community that violence against women will not be tolerated.

Kathryn Witt, Sheriff of Fayette County, Kentucky (Lexington). Sheriff Witt has worked in law enforcement for over 15 years, and will describe the impact that VAWA has had from a law enforcement perspective. In Kentucky, protective orders are not effective until they are served; in Fayette County, VAWA funds have helped to fund the "zero tolerance" unit which serves emergency protective orders on batterers within 12 hours after they are issued – when women are the most vulnerable. VAWA funds have also been used to gather evidence for prosecutions such as photographs of injuries; and to provide cell phones to battered women so that they have immediate access to help in case their lives are endangered. Sheriff Witt's office has also used VAWA funding to employ a law enforcement/victim advocate who travels to victims' homes and helps them to implement safety plans which include changing locks and providing outside lighting. To date, Kentucky has received over \$13 million in VAWA funding from the Department of Justice.

Representative Connie Morella. Rep. Morella, who has a long history of work on domestic violence issues and who chairs the Women's Caucus Violence Against Women Task Force, is the sponsor of H.R. 1248, legislation to reauthorize VAWA. Her bill is primary legislative vehicle in the House.

Representative John Conyers, Jr. Rep. Conyers, who is Ranking Member of the House Judiciary Committee, is the sponsor of H.R. 357, comprehensive legislation to reauthorize VAWA. Although his legislation is not moving, he is helping to move Rep. Morella's bill through the Judiciary Committee.

Audience

The audience will consist of 17 members of Congress (Senator Barbara Boxer and Representatives Dale Kildee, Karen McCarthy, Eddie Bernice Johnson, Jo Ann Emerson, Corrine Brown, Grace Napolitano, Ken Bentsen, Sheila Jackson Lee, Julia Carson, Eni Faleomavaega, John Lewis, Mike Thompson, Earl Hilliard, Eliot Engel, Lucille Roybal-Allard); in addition, there will be representatives of law enforcement groups and groups in the National Task Force to End Sexual and Domestic Violence Against Women.

IV. SEQUENCE OF EVENTS

- **HRC**
- Sheriff Witt
- Representative John Conyers
- State AG Joe Curran
- Representative Connie Morella
- Rose Pulliam
- **HRC (close)**

V. PRESS PLAN

- Open press

VI. REMARKS

- To be provided by Laura Schiller

ATTACHMENTS

- Press paper
- Fact sheet on VAWA reauthorization
- DOJ Report: "The Clinton Administration's Crime Control Strategy: A Commitment to End Violence Against Women"
- HHS Report: "Violence Against Women: Progress Report"
- Vice-President letter
- Reno/Shalala letter

The White House
Office of the First Lady

FOR IMMEDIATE RELEASE
June 12, 2000

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**FIRST LADY HILLARY RODHAM CLINTON JOINS WITH LAW ENFORCEMENT
TO CALL FOR REAUTHORIZATION OF THE VIOLENCE AGAINST WOMEN ACT**

First Lady Hillary Rodham Clinton today will join members of the law enforcement community and a bipartisan group of lawmakers to urge Congress to reauthorize the Violence Against Women Act (VAWA). She will announce key law enforcement support for reauthorization and will highlight the progress of VAWA, releasing reports from the Departments of Justice and Health and Human Services documenting the success of the law. In addition, she will announce that the National Domestic Violence Hotline, established under VAWA, received nearly 500,000 calls from February 1996 to May 31, 2000. Finally, the First Lady will announce that Attorney General Janet Reno and Health and Human Services Secretary Donna Shalala will call on their Cabinet colleagues to use their agency resources to address the problem of domestic violence. The Vice President also is joining the call for reauthorization, sending a letter to every Member of Congress asking them to make reauthorization a priority.

The First Lady will be joined by Attorney General Joseph Curran, Jr. of Maryland; Sheriff Kathy Witt of Fayette County, Kentucky; Rose Pulliam, associate director of the Alabama Coalition Against Domestic Violence; Senator Barbara Boxer; and Rep. Constance Morella.

VAWA'S SUCCESS IN COMBATING DOMESTIC VIOLENCE

Over the last seven years, the Clinton Administration has led an historic effort to reduce crime in our nation's communities and, in particular, to recognize and respond to the problem of violence against women. In 1994, with the First Lady's strong support, Congress passed the landmark Violence Against Women Act (VAWA) as part of the Administration's crime bill. The Act established new Federal criminal provisions and key grant programs to improve the criminal justice system's response to domestic violence, sexual assault and stalking, and to direct critical services to victims. Reports released today by DOJ and HHS show that these programs have awarded \$1.5 billion dollars in Federal grants to states to help law enforcement agencies and communities across the nation promote the safety of women and hold offenders accountable. These grants have supported the work of prosecutors, law enforcement officials, the courts, victim advocates, health care and social service professionals, and intervention and prevention programs.

A recent report by the Bureau of Justice Statistics shows that domestic violence has declined since 1993 and that VAWA programs are working. For example, the number of women experiencing violence at the hands of an intimate partner declined 21 percent from 1993 to 1998. In addition, in 1996, 1997, and 1998, intimate partners committed fewer murders than in any year since 1976.

VAWA MUST BE REAUTHORIZED

Although tremendous strides have been made, domestic violence still devastates the lives of many women and children. Nearly one-third of women murdered each year are killed by their intimate partners, violence by intimates accounts for over 20 percent of all violent crimes against women, and women were raped and sexually assaulted 307,000 times in 1998 alone. If Congress fails to reauthorize VAWA, many critical programs may lose their funding. Reauthorization will help ensure that we maintain support of existing programs, expand the investigation and prosecution of crimes, provide greater numbers of victims with assistance, maintain and expand the domestic violence hotline, shelter, and rape prevention and education programs, and support creative partnerships between law enforcement, victim advocates and communities that have proven so effective. In addition, reauthorization will:

- Strengthen the VAWA criminal provisions;
- Expand protections of federal criminal laws and grant programs to women in dating relationships;
- Protect immigrant women and children from domestic violence;
- Enhance the full faith and credit provisions;
- Facilitate filing and service of protection orders; and
- Ensure that children remain in the custody of non-abusive parents.

LAW ENFORCEMENT RALLIES BEHIND REAUTHORIZATION

VAWA programs have provided tremendous support to law enforcement in their efforts to combat violence against women. DOJ has awarded more than \$800 million dollars in VAWA grants to law enforcement officials, prosecutors, victim advocates, and courts to address the problem of violence against women at the state, local, and tribal levels. These grants have enabled states to train personnel in handling cases of violence against women, increase prosecutions, assist victims, and build innovative partnerships between law enforcement, prosecutors, and victim services providers.

The First Lady today will stand with law enforcement to recognize the importance of VAWA to the law enforcement community. The International Association of Chiefs of Police (IACP), the National Association of Attorneys General (NAAG), the National Sheriffs Association, and the Police Executive Research Forum (PERF) all support reauthorization. The First Lady also will release a resolution from NAAG in support of reauthorization, and a letter from IACP to President Clinton supporting reauthorization.

###

Fact Sheet: Violence Against Women Act II

In 1994, Congress passed and the President signed landmark legislation to fight violence against women. The Violence Against Women Act (VAWA) established new criminal provisions and key grant programs that improve the criminal and civil justice systems' response to domestic violence, sexual assault and stalking, and direct critical services to victims. This comprehensive law sent a clear message across the nation: violence against women is not only wrong, it is a crime. In the past six years, the Violence Against Women Act has protected the safety of countless women and held offenders accountable for their actions.

But there is still much work to be done. Violence still devastates the lives of too many women and children. Nearly one-third of women murdered each year are killed by their intimate partners. Violence by intimates accounts for over 20% of all violent crime against women in America. Women were raped and sexually assaulted 307,000 times in 1998 alone, and approximately one million women are stalked each year.

Congress must act now to pass the Violence Against Women Act II (VAWA II) with the following key measures to sustain and increase our efforts to combat violence against women:

I. Secure and strengthen key VAWA grant programs

In passing VAWA II, Congress should reauthorize and improve the VAWA grant programs to help keep victims safe and hold offenders accountable.

◆ **Reauthorize VAWA grant programs:** In the past six years, more than \$1.5 billion in VAWA grant funds have created a national domestic violence hotline and supported the work of prosecutors, law enforcement officials, the courts, victim advocates, health care and social service professionals, and intervention and prevention program staff. Unless Congress extends these programs now, the authorizations for nearly all of VAWA's critical grant programs will expire this year.

◆ **Ensure that VAWA grant programs cover victims in dating relationships:** Today, some jurisdictions may not use VAWA grant funds to target dating violence. New Bureau of Justice Statistics (BJS) data confirm that dating violence is a serious problem: the highest rates of domestic violence are among young persons ages 16 - 24, and more than four in ten incidents of domestic violence involve non-married partners. Our laws must provide these victims with access to services targeting their needs.

◆ **Direct critical resources toward victims who are traditionally underserved.** Some victims, including those who are elderly or disabled, live in rural areas, speak little or no English, or come from diverse cultural and religious backgrounds, face particular difficulties when they seek services. We must ensure that VAWA grant programs reach out to these victims.

- ◆ **Support monitoring and stewardship of the shelter program.** A set-aside of 1.5% of the battered women's shelter program is essential to extend monitoring and stewardship activities. The additional staff resources and technical assistance capacity are critically needed and will result in enhanced sharing of information and best practices and improved monitoring of federal resources.
- ◆ **Set aside 5% of Justice Department grant funds for tribes.** A recent BJS study estimated that the rate of violent crime against Native American women is more than twice that committed against women generally. We must direct resources to tribes so that they can provide culturally appropriate assistance to victims in their communities and hold offenders accountable.
- ◆ **Provide critical support for key programs.** Legislation is needed to continue or strengthen programs targeted at judges and courts, the Domestic Violence Victims' Civil Legal Assistance Program, and the Grants to Combat Violent Crimes Against Women on Campuses.

II. Strengthen federal law enforcement's ability to protect all victims

VAWA and subsequent legislation authorized federal law enforcement officials to investigate and prosecute interstate domestic violence, stalking, violations of protection orders, and related firearms violations. Over 250 prosecutions have been brought under these provisions. Now we must close loopholes that hamper our ability to most effectively prosecute these crimes and strengthen these laws to better protect Native American victims and those in dating relationships.

III. Protect immigrant women and children from domestic violence

VAWA included important protections for battered immigrant women that lessened the ability of abusers to use immigration laws to coerce, control, or intimidate them. Unfortunately, new federal laws have inadvertently undermined these provisions. VAWA II would restore these protections.

IV. Enhance the efficacy of protection orders

VAWA requires states and territories to give full faith and credit to protection orders issued by other jurisdictions. VAWA II would eliminate some persisting barriers to enforcement of such orders and would facilitate enforcement of tribal protection orders. In addition, VAWA II would remove a financial obstacle by requiring STOP grant recipients to ensure that victims do not have to pay filing or service costs for protection orders in both civil and criminal cases.

VI. Ensure that children remain in the custody of non-abusive parents

VAWA II contains two measures to reduce the impact of domestic violence on children.

First, it helps victims who flee abuse to obtain custody orders without returning to dangerous jurisdictions. Second, it would establish grants for supervised visitation centers. These centers protect victims and their children, and minimize the danger of parental abduction, by providing secure environments for visitation and exchange of children.

THE WHITE HOUSE

June 14, 2000

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TALKING IT OVER

HILLARY RODHAM CLINTON

June 14, 2000

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In this country, four women die every day -- more than 1,000 dead each year -- at the hands of a husband or boyfriend. Even more troubling is this: Fifty percent of the men who abuse their wives or girlfriends also abuse their children.

Violence breeds violence, trapping both perpetrators and victims in a tragic and vicious cycle. Of the girls who witness violence in their homes, more than half will become victims when they grow up. And for boys, witnessing domestic violence is the single best predictor of juvenile delinquency and adult criminality.

These statistics come from a resolution adopted by the National Association of Attorneys General, urging Congress to reauthorize and strengthen the Violence Against Women Act.

Adopted originally in 1994 as part of the administration's comprehensive crime bill, VAWA was designed to combat domestic violence, sexual assault and stalking by combining tough new criminal penalties with programs to prosecute offenders and aid victims. The passage of VAWA sent a clear message across this country: Violence against women is not only wrong, it is a crime.

In the last six years, VAWA has produced startling results, saving the lives of countless women and holding offenders accountable for their crimes. Between 1993 and 1998, violent domestic offenses against women declined by 21 percent. But as long as the lives of any women and children are threatened, there is work to be done.

This week, at the White House, I was joined by an unusual coalition of law enforcement officers and lawmakers from both parties, standing together with a common goal -- the reauthorization of VAWA.

For 30 years, I have worked to strengthen families and bring an end to violence against women and children. I remember a time, not so long ago, when the phrase "domestic violence" was whispered only by a few brave activists and survivors. Women were ashamed of their victimization, and many went to great lengths to hide their bruises and other evidence of violence and abuse. Even when they revealed their secrets, most had no

safe place to go. Only the lucky ones had family or friends to hide them and offer shelter and food.

But recent studies show that VAWA has worked -- helping to increase resources, change attitudes, and take critical strides toward combating domestic violence. As intended, VAWA has offered protection to victims and punishment to offenders.

Under VAWA, \$1.5 billion in federal funds has been spent on programs like George Washington University Law School's Domestic Violence Advocacy Project. There, law students work with hospital emergency room personnel 24 hours a day, and are ready to respond to the legal needs of battered women.

In many states, funds have been used to train police officers in domestic violence investigations. Two counties in Delaware are focusing on the often-neglected elderly victim. In Fayette County, Ky., Sheriff Kathryn Witt has used VAWA funding to create a "zero tolerance" unit that serves emergency protective orders within 12 hours, the period when women are most vulnerable.

In Huntsville, Ala., domestic violence advocates accompany police officers on calls to provide immediate assistance to women in danger. And in Maryland, the state's attorney general, J. Joseph Curran Jr., helped create a statewide Family Violence Council that, with the help of judges, law enforcement personnel and other experts, is working to improve responses to violence against women.

Violence is an issue for women of all ages and backgrounds, races and religions, communities and countries. Last week, I joined representatives from all over the world who came to New York to celebrate the strides made since the Fourth World Conference on Women five years ago. As we assessed our progress since Beijing, domestic violence was one issue that delegates raised over and over again.

We spoke with pride of our progress. But we also acknowledged that we cannot yet claim victory. In this country alone, nearly one-third of the women murdered each year are killed by husbands or boyfriends. One million women are stalked. In 1998 alone, 300,000 were raped or otherwise sexually assaulted. And law enforcement officers still don't have the resources they need to punish every criminal who hurts a woman.

The reauthorization of VAWA is a priority for our law enforcement community. It is a priority for this administration. And most importantly, it is a priority for women and their families.

When Congress passed VAWA, they threw a lifeline to abused women. Now is not the time to yank it back. Now is the time for members on both sides of the aisle to stand up for women and vote to reauthorize this life-saving legislation.

To find out more about Hillary Rodham Clinton and read her past columns, visit the Creators Syndicate web page at www.creators.com.

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THE WHITE HOUSE

June 14, 2000

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TALKING IT OVER

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Daily News (New York)

June 13, 2000, Tuesday RACING FINAL EDITION

SECTION: NEWS; Pg. 30 POLITICS 2000

LENGTH: 399 words

HEADLINE: BATTERED WOMEN'S LAW IN DANGER, HIL SAYS

BYLINE: By JOE MAHONEY and KENNETH R. BAZINET DAILY NEWS STAFF WRITERS

BODY:

WASHINGTON - There's new evidence a federal law that protects battered **women** is working, but First Lady **Hillary** Rodham **Clinton** warned yesterday that if Congress doesn't reauthorize the measure, it will be a dangerous step backward.

"We know that violence against **women** is an equal-opportunity destroyer," Clinton said on a day of activities that straddled her role as First Lady and New York Senate candidate.

A campaign operative working for her Senate race opponent, Rep. Rick Lazio (R-Suffolk), this weekend accused the First Lady of using her position at the White House to manufacture a record while she runs for office.

But yesterday, Lazio simply said he backs extending the Violence Against Women Act. He noted that when it originally passed in 1994, he helped develop support for it.

The First Lady also hosted an event on sea and space exploration and was honored by the Orphan Foundation of America, along with House GOP Whip Tom DeLay (R-Tex.), a longtime Clinton nemesis.

She was joined at the White House by about a half-dozen cops, a dozen members of Congress and several women's rights advocates, who joined in the call to renew the act.

The five-year, \$2.6 billion law is expected to come up before Congress in the next month.

Under the law, more than a half-million women have used a national domestic abuse hotline and more than 300,000 battered women have been provided shelter, according to a study released yesterday by the Departments of Justice and Health and Human Services.

"Every eight seconds, a child is born in this country. . . . Every 15 seconds a woman is beaten in this country," said Sen. Barbara Boxer (D-Calif.).

There was concern among Democrats that the reauthorization could be jeopardized if it emerges as a campaign issue.

"With this Republican Congress, the last thing this bill needs is Mrs. Clinton's and Vice President Gore's campaigns making it an election issue," said a Capitol Hill source.

Clinton clings to a slight lead over her GOP opponent, according to a CBS/New York Times poll released yesterday. The survey gave the First Lady a 44%-to-39% edge over Lazio, with a margin of error of plus or minus 3 percentage points.

The poll suggests that Clinton may face a tighter race against Lazio than she would have had against Mayor Giuliani, who dropped out May 19. The same poll gave Clinton a 49%-to-41% lead in April.

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June 13, 2000, Tuesday, Final Edition

SECTION: A SECTION; Pg. A11

LENGTH: 561 words

HEADLINE: WASHINGTON IN BRIEF

BODY:

Backing for Domestic Violence Aid

First lady **Hillary** Rodham **Clinton** yesterday urged Congress to reauthorize legislation aimed at preventing violence against **women** and helping victims of domestic violence.

Clinton, flanked by domestic-violence law enforcement officers at a White House event, said that since its 1994 enactment, the Violence Against **Women** Act has provided \$ 1.5 billion to help communities develop programs to protect victims of domestic violence and provide shelters. It also provided for a national toll-free hot line for victims and helped finance counseling and prevention programs, she said.

A bill sponsored by Rep. Constance A. Morella, a Maryland Republican, would authorize another \$ 2.6 billion for community programs over five years. The legislation has 195 co-sponsors, Morella said. The current program expires at the end of the fiscal year on Sept. 30.

Lott in No Rush on China Vote

Senate Republican Leader Trent Lott said he will not "rush" to schedule a vote on a landmark China trade bill, despite calls by the White House and the business community for swift passage. Permanent normal trade relations (PNTR) for China has already won House approval and Senate passage is virtually assured whenever a vote is scheduled.

"I know that there's broad support for this legislation," Lott, of Mississippi, told a news conference. But he said, "On a trade bill . . . senators have strong feelings on all sides, and some of them are going to insist on offering amendments. And I just think if we rush to it, we could take something that probably is going to pass overwhelmingly and get it tangled up in a way that would be counterproductive."

New Mandates on Campus Security