

THE WHITE HOUSE
WASHINGTON

August 24, 1973

TO: STAN SCOTT

FROM: MELVIN LAIRD

For Appropriate Handling _____

Prepare A Response For
My Signature _____

Attached is forwarded for
your information.

Jack Walker

Jackson Champion

August 22, 1973

MEMORANDUM OF CONVERSATION

SUBJECT. Mr. Jack Champion

Mr. Champion called in reference to repetitive attempts to establish government contacts for the "Grass Roots Organization" dedicated to supporting self reliance for minorities in support of the President's programs.

After a long explanation of the purpose of the organization, he requested the following support:

- Information for release by his organization as to minority programs.
- Government subscription to their publications.
- Government support of their activities to include participation of representatives of the government in meetings, speaking engagements. In particular, he requested a point of contact at the White House to expedite his efforts and a government representative for a September 6th reception at the Sheraton Park.

He cautioned that the Washington Post is prepared to write a negative story if the September 6th activity fails due to the lack of government support.

Mr. Champion's phone number: 488-8787
Address: 907 6th Street, SW
Washington, DC 20024

ACTION RECOMMENDED

Mr. Champion is putting in a formal request on the above.

August 7, 1973

Dear Jack:

On behalf of the President, I am responding to your letter of July 31.

The President is appreciative of your efforts on behalf of the Administration and the Republican Party.

You should be receiving copies of all press releases from the various departments and agencies for your publication by this time. I am confident that the Executive branch and this Administration will benefit immeasurably from Grass Roots News.

It was thoughtful of you to share with us your comments about your activities. My warm congratulations to you on the occasion of your appointment to the Board of Vocational Education, and my best wishes to you for your continued success.

Sincerely,

Stanley S. Scott
Special Assistant
to the President

Mr. Jackson R. Champion
Chairman and President
Grass Roots, Inc.
907 Sixth Street, SW.
Washington, D.C. 20024

SSS:JC:hc

EXECUTIVE

PU1-6

PR

FG24

FG22

FG21-17

FG23

FG20

FG217

FG90

FG109

FG325

FG11

FG17

13

July 23, 1973

MEMORANDUM FOR
PUBLIC INFORMATION OFFICERS

Would appreciate your adding Mr. Richard S. Aubry, Pacific Coast News Bureau, 1162 East 55th, Los Angeles, California; and Mr. Jackson R. Champion, Publisher, Grass Roots News, Waterside Towers 704C, 907 Sixth Street, SW., Washington, D.C. 20024, to your list of clients receiving minority-oriented news releases.

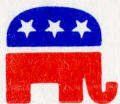
Thanks for your cooperation in this matter.

Stanley S. Scott
Special Assistant
to the President

- Copies to: HUD
- LABOR
- OMBE
- HEW
- AGRI.
- SBA
- CIVIL RIGHTS COMM.
- EEOC
- ACTION
- STATE
- JUSTICE

SSS:hc

RECEIVED
JUL 24 1973
CENTRAL




Republican
National
Committee.

April 20, 1973

George Bush, Chairman

MEMORANDUM

TO: Dan Todd
FROM: George Bush 

Thanks for your note on Jackson Champion. The fact that you received him will be very helpful to us.

Best regards.



THE WHITE HOUSE
WASHINGTON

April 16, 1973

TO: MR. DAN TODD

FROM: STANLEY S. SCOTT
SPECIAL ASSISTANT
TO THE PRESIDENT

S.S.S.

For your information.

Please respond to Jackson
Champion.

~~A~~ttachment

15
case
Stanley Scott

April 2, 1973
907 Sixth Street S.W.
suite 704c
Washington, D.C. 20024

The Honorable Richard M. Nixon
President of the United States
The White House
Washington, D.C.

Dear Mr President:

On Tuesday April 3 I have an audience with your Mr Dan Todd of the White House staff to discuss how Grass Roots, Inc can effectively use our expertise and experience in helping to promote your Administration's goal of self reliance, among minorities.

Since you have been informed of the Grass Roots proposal from the beginning, I would like to share the contents of this White House presentation with you. Your continued interest and reaction to our Grass Roots efforts are appreciated.

Sincerely,

Jackson R. Champion
Jackson R. Champion
Chairman and President
GRASS ROOTS, INC

enclosures:

APR 5 1973
WHITE HOUSE

GRASS ROOTS PROJECTED PROGRAM

On September 24, 1965 the late Lyndon B. Johnson issued Executive order 11246. Six years and one month later October 13, 1971, President Richard Nixon issued Executive Order 11625.

Grass Roots Inc formation has been brought about ot aid in the implementation of these two far-reaching orders and create a growing awareness among the segment of our society that needs it most-- the minorities. Naturally it cannot become a viable entity without cooperation from both industry and those minorities than motivated toward full participation in the mainstream of our economy.

Grass Roots Inc first step is the magazine. Its contents will contain articles of interest to businesses and industry plus many opportunities for minorities participation----- a profit-making relationship.

Grass Roots will act as liasion, broker, or clearing house between prime government contractors and major corporations with minority employees and minority enterprises in a manner that will profit all parties.

In referring to minority enterprises, this does not mean black only but all disenfranchises ethnic groups- Chienoes, Jews, Puerto Ricans, American Indiana, Chinese, etc..

Since Grass Roots is a profit-making organization, it is interested in all groups who are profit oriented. When major corporations and prime contractors learn that there is a profit to be made working with minority enterprise, the first move should be implemented automatically.

Grass Roots is serving as a liaison, broker, or clearing house between government, major corporations, retailers, financial institutions, political groups, minority businesses, Unions, minority community groups, Grass Roots vehicle used to bring about a profit relationship between major business and minority enterprises and minority employees, are: a monthly publication called Grass Roots News a conference/seminar, date to be set, designed to bring the groups together to establish meaningful and sustaining buyer-seller relationships. At this time Grass Roots is asking prime government contractors or major corporations to open their minds, eyes, and ears and communicate with Grass Roots, and its purposes. Grass Roots will show how this profit relationship can be established.

Following are more specific ways in which we feel Grass Roots News will serve these groups.

Minority Businesses

1. Publicize their performances and products.
2. Interpret federal contracting actions, i.e. Commerce Business

GRASS ROOTS PROJECTED PROGRAM
page 2

4. Investigate and make available government programs and plans.
5. Develop a directory of minority businesses and products.

Minority Employees

1. Inform minorities of corporate job opportunities.
2. Inform of corporate compliances toward minority employees.
3. Screen and direct potential minority employees resumes to proper sources.
4. List available corporate positions.
5. Provide statistic on minority hiring practices.

Retail Chains

1. Help recognize the existence of minority suppliers of goods and services, and encourage the consideration of these sellers to retail outlets and buyers.
2. Formulate a viable format for skilled personnel.
3. Seek out and publicize new sources of suppliers.
4. Provide employers with minority personnel in substantial numbers and aid in upgrading them into managerial and decision-making positions within the organization.
5. Helping with a better race relationship with the minority communities, that they serve.

Major corporations

Prime contractors

1. Formulate a list of minority-owned business by products and service, market areas economic capacity, etc.
2. A platform to display programs designed for the upward mobility of minorities personnel within the corporations.
3. Produce a list of minority business consultants.
4. Directory of minorities business that have the skills and productivity to deliver goods and services that contribute to profitability.
5. Screen and supply prime government contractors with lists of potential minority subcontractors and their services and for products.

Objectives of Grass Roots Magazine 15

~~is~~ the total concept of Grass Roots Inc, through Research and Development in development of self-reliance through piggybacking:

1. Government through Research and Development would furnish funds through contracts.
- 2/ Major or prime contractors would furnish technical knowhow and the lending of technical personnel, and the giving of sub-contracts to minority entrepreneur
3. Retailers will furnish shelf-space and quality control.
4. Financial institutions the working capital,
5. Minority Communities (Grass Roots) will furnish labor, technicians and professionals.
6. Unions will furnish the opportunity to get the training through apprenticeship programs.
7. Political Organization the clout to bring Piggy-back concept into being.
8. Minority entrepreneur the determination.

Grass Roots news is directed toward the problems of "minority" enterprises and employees in general and not the the economy of any single minority group. While much publicity has been given to the idea of "black capitalism" we must point out that traditional patterns of industry and commerce in the U.S.A. have severely limited the achievements of many groups of Americans, both as owners/operators of businesses and as holders of decision-making positions in industry at large. The techniques outlined in the issues of this magazine can be applied equally well to the problems of any single minority or any group of minorities.

Grass Roots news will provide multi-step program of research and operations designed profitability in bring together minority and "mainstream" decision makers in concert.

Grass Roots News the vehicle to bring the thoughts and desires of the eight targets groups into focus. These are the target groups.

1. minority businesses
2. minority employees (minority communities groups)
3. government
4. prime contractors, major corporations
5. retailers
6. financial institutions
7. political groups
8. unions

Since the keystone to any profit-oriented world is success. There fore we cannot expect philanthropy to provide the impetus. So minority businessmen through Grass Roots news will know what the requirements? so they can adequately deal with them; mainstream businessmen must deal with minority organizations that have the skills and productivity to deliver goods and services that contribute productivity and profitability. therefore Grass Roots will be a common ground to

SATURDAY, JANUARY 1, 1972

The New York Times

BUSINESS/FINANCE

25

Grass Roots Helps Minority Ventures Vie for Contracts

By LEONARD SLOANE

Grass Roots Exposition, Inc., which just completed its first year of operation, has developed a new program for bringing together prime contractors and other major corporations with minority businesses.

The program—called piggybacking—is based on the idea that big business would lend its personnel and provide technical assistance to black-owned companies to help make them viable and competitive. In addition, the concept calls for proposing to the Federal Government tax incentives to the major corporations that participate in this program.

"We're going to lobby for this in order to get incentives similar to those offered by Puerto Rico," said Jackson R. Champion, chairman and president of Grass Roots. "We can't ask the contractors to do this work for less than a profit."

Grass Roots, a private organization, hopes to serve as a broker to match the contractors and the black businesses.

GRASS ROOTS AIDS MINORITY VENTURE

Continued From Page 25

"We know that a minority business cannot depend on Federal contracts alone," Mr. Champion noted, "and that it has to become competitive in order to enter the marketplace."

In addition to its liaison role between government agencies, manufacturers and retailers and black corporations, Grass Roots is also working to develop economic stability in the minority community. It has created the nonprofit Grass Roots Foundation, which gives scholarships to students in such fields as economics, retailing and merchandising.

As one part of its efforts, Grass Roots Exposition held a trade conference in the New York Coliseum for six days in December. Thirty-eight minority businesses attended the conference, where the piggyback idea was first presented and discussions with government and corporate officials were held during a series of workshops.

"We took a beating on the conference because the attendance was light," Mr. Champion conceded yesterday.

The guiding force behind Grass Roots is Mr. Champion, whose Champion Sales Agency is the major investor in the new organization. The Champion agency is a manufacturers' representative handling such products as wigs, beauty aids and printed material.

Another aspect of the Grass Roots operation is the awarding of its Stamp of Approval to companies that upgrade minority hiring practices, provide shelf space for products made by black companies and generally cooperate with minority enterprises. The first such award, made during the trade conference, went to the F. W. Woolworth Company.

"I'm very optimistic," the 48-year-old Mr. Champion observed.

Among the companies that have cooperated with Grass Roots so far are the J. C. Penney Company, Hartfield-Zedys, Inc., the Columbia Broadcasting System and the Great Atlantic and Pacific Tea Company.

Continued on Page 30, Column 2

A PROPOSAL TO AID MINORITIES
TOWARD SELF RELIANCE

. . . a program to assist the
Administration in its goal of self reliance

Prepared by:
the staff of
Grass Roots, Inc.
907 Sixth Street, SW
Washington, DC 20024
(202) 488-8787

contact:
Jackson R. Champion
Chairman and President

Origin and Scope

This proposal was prepared by the staff of Grass Roots, Inc., 907 Sixth Street, SW Washington. The proposal, conceived by Grass Roots, is designed to develop and demonstrate a program to assist minority-owned businesses and minority employees toward the Nixon Administration's goal of self reliance.

It is Grass Roots' contention that the required directives and resources for this task already exist in our society. This organization believes that with the assistance of various cognizant federal agencies and the private sector, directives and resources can effectively be marshalled to bring about a significant change in the status of minority enterprises and employees. (Please note that our proposal is directed towards the problems of 'minority' enterprises and employment in general, and not to any single minority group. The program outlined here can be applied equally well to the problem of any single minority or any group of minorities).

While much publicity has been given to the ideas of 'black capitalism' and 'equal opportunity employment', we must point out that traditional patterns of business, industry, and commerce in the United States have severely limited the achievements of many groups of Americans, both as owners/operators of business establishments and as decision-makers in major corporations. Our proposal calls for a multi-step approach to lessen these circumstances. The four phase plan calls for: centralizing directives and resources under the Executive Branch, disseminating pertinent information, to participating groups, coordinating minority-mainstream forces through research, and developing operations to full capacity. The plan maximizes the prospects for success by bringing together the mainstream and minority to solve problems, in concert. While Grass Roots, Inc. expects to supply both staff and operations personnel required for this proposal, we also expect to rely heavily upon the personnel, programs, and good offices of various federal agencies and private companies concerned with the problems to which we are addressing ourselves.

Background

Grass Roots feels the need to capitalism on the commitment expressed at the top levels of government and business in order to push back the horizons for minority enterprises and employment opportunities at the local level. Now with the national policy firmly established, and with major corporate commitments to this policy, the focus must shift to more direct contacts between buyers and sellers, as well as business executives and their minority counterparts. Three Executive Orders provide the backbone of this Grass Roots Proposal. If the self reliance concept is to work in this society, these Executive Orders must be enforced.

Executive Order 11246 (9/24/65) calls for non-discrimination in employment by government contractors and subcontractors.

Executive Order 11478 (8/12/69) strengthens and assures fully equal employment in the federal government. Promotes full realization through a continuing affirmative action program in each executive department and agency.

Executive Order 11625 (10/13/71) prescribes additional arrangements for developing and coordinating a program for minority business enterprise: provides technical management and assistance, assists in demonstration projects, and coordinates the participation of all federal departments and agencies.

Serving as a central liaison body, Grass Roots would re-establish contact with all relevant bodies. It is obvious to Grass Roots that such contact must be made in an atmosphere of awareness and comprehension that is conducive to success, and must be made by the public and private sectors alike, and must be made through the Executive Office of the federal government. Here is our program.

The Program

Grass Roots proposed plan seeks to expand the opportunities of minority Americans to share tangibly in the property and wealth of the country, while at the same time recognizing their potential of self reliance.

As indicated earlier, this proposal was prepared with the Administration's position on self reliance in mind. Grass Roots believes that in order to achieve total self reliance among minority businessmen and minority employees, the concerted efforts of several groups must come into play: the federal government, prime contractors from the private sector, plus minority businessmen and employees. From time to time other instrumental groups will have to join to make for a more effective union between these future buyers and sellers, or employers and employees. They include retail chain outlets, financial institutions, labor unions, and political groups. And now for purposes of discussion let's look at this four phase plan.

Quasi-Public Corporation in the Executive Branch. First it is being proposed that a quasi-public corporation be established in the Executive Branch of the federal government. Like other corporations, the Office would take the form of a profit-making body, with a Board of Directors comprised of all our citizenry. Such a Board would have more credibility among the clients being served. Grass Roots, Inc., would serve as this quasi-public liaison (broker, clearing house, etc.)

This publically-owned corporation would have as its clients minority suppliers of goods and services (minority group members seeking subcontractual arrangements with prime government contractors), and minority group members seeking employment. The greatest achievement of this effort would be the consolidation of all equal opportunity activities and federal business/economic development centers into one focal unit -- a single Executive Office with the overall directives and responsibilities for self reliance of minority enterprises and personnel as the unit's primary objective.

Communication Organ The primary communications vehicle for contacting the target audiences above will be Grass Roots News, the monthly publication of Grass Roots, Inc. If it is true that business and employees must 'know the game before they can compete' in the production of goods and services then such a communications organ is essential.

This communications vehicle would serve as the link among all the operating and target groups concerned: federal agencies, prime government contractors, minority enterprises and employees along with retail stores, financial institutions, labor unions, and political groups.

Annual Conference We at Grass Roots, Inc. believe that it is necessary to educate all sides, separately and together, on the true nature of the present relations between the two sides in their own locality, on what to expect from each other under contract, and on how to go about producing real change for the better. Both groups have much to offer in the way of teaching; all have much to learn. The task is to bring them together so that they can educate each other and themselves, and so that there will be a high possibility of success in arriving at business arrangements and in seeing them through to a satisfactory sustaining position.

To do this Grass Roots will put on an annual conference. Daily meetings or seminars during the conference will help achieve the above. During the conference minority businessmen and job seekers will place an exposition of their goods and services in the convention hall.

Prior to the annual meeting Grass Roots will conduct a research survey to attempt to team minority businesses and businessmen with federal contractors in joint ventures -- before they arrive at the convention. This research phase will be a natural ongoing prerequisite to the development of a sustaining buyer-seller relationship with the major contractors and potential subcontractors. Likewise, pre-research will be carried out to bring together prospective employers with employees. Grass Roots recognizes the need for this research and development if this joint venture approach is to operate effectively -- serve both parties and lead to self reliance.

Follow-Up Workshops When the pre-conference research phase indicates that follow-up (or development) would help place the minority business (or employee) into a realistic ongoing arrangement, the 'piggyback' concept will be brought into play. This concept was developed at the December 1971 Grass Roots Trade Conference held in the New York Coliseum. Based on research, the 'piggyback' concept is an approach to develop the minority company to the point where it can produce competitively and accept a subcontractual position with the prime contractor. The concept, as described in the January 1, 1972 issue of The New York Times calls for:

- prime contractors furnishing technical knowhow by lending technical personnel, assisting in quality control, etc.,
- government furnishing funds to participating prime contractors through tax incentives, or rebates,
- labor unions furnishing any necessary apprenticeship training,
- financial institutions furnishing the working capital, where necessary,
- retail stores furnishing the product shelf space,
- political organizations furnishing the necessary clout to bring the Executive Orders and piggyback concept into being, and finally
- minority entrepreneur furnishing the determination.

It is conceivable that this piggyback concept will help not only ensure the achievement of self reliance for the business and businessman, but it will add to the economic base of the community, county, state, and nation.

Program Budget

The following is a budget estimate for completion of the four phases of the Grass Roots program proposed here for the first twelve months of operation. It includes all management, research, planning and development of the conference, publication, and follow-up workshops. It covers the cost of all work to be performed, regardless of who performs it. For these reasons the figures proposed should be construed only as an estimated budget and not as a quotation.

Since this plan would be a profit making venture, the income from the publication and conference should exceed the expenses of the operation and thus show a profit.

SALARIES	EXPENSES	INCOME
Director	\$ 42,000	
Deputy Director	30,000	
Assistant Director for Research and Development	27,000	
Assistant Director for Coordination	27,000	
Assistant Director for Seminars and Conferences	27,000	
Managing Editor for Communications	27,000	
Legal Secretary	17,500	
Executive Assistants (six)	120,000	
Executive Secretary	17,500	
Steno/Typists (six)	90,000	
	<hr/>	
	\$455,000	
Budget for Annual Conference	50,000	\$500,000
Follow-Up Workshops and Seminars	120,000	360,000
Monthly Publication	205,000	500,000
	<hr/>	<hr/>
	\$ 375,000	\$1360,000
		830,000
		<hr/>
		\$ 530,000

JULY 10, 1973

NASSAU, BAHAMAS
INDEPENDENCE

JULY 10, 1973

GRASSROOTS INCORPORATED

wants you
to

Join The Many Bahamians

On A Gala Celebration

BAHAMAS

INDEPENDENCE WEEK

JULY 6-13, 1973

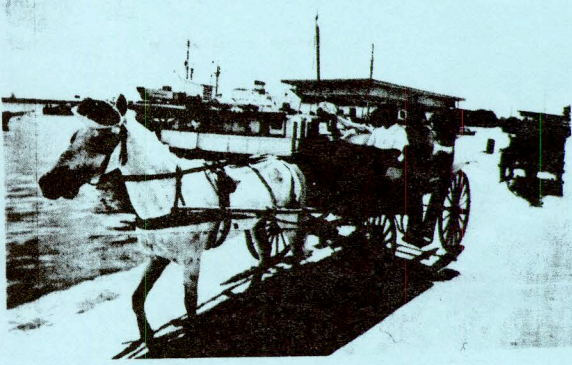
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PER PERSON

Double Occupancy



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- * Travel Insurance.

Meet Government Officials and discuss the future of all the Bahamas.

Minimum deposit of \$25.00 per person by April 13th.

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INDEPENDENCE WEEK

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DEPOSIT \$ _____



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1800 K STREET, N.W. SUITE 910
WASHINGTON, D.C. 20006 833-3290

File

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TOWARD SELF RELIANCE

. . . . a program to assist the
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Prepared by:
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		830,000
		\$ 530,000

FILE

A PROPOSAL TO AID MINORITIES
TOWARD SELF RELIANCE

. . . a program to assist the
Administration in its goal of self reliance

Prepared by:
the staff of
Grass Roots, Inc.
907 Sixth Street, SW
Washington, DC 20024
(202) 488-8787

contact:
Jackson R. Champion
Chairman and President

Origin and Scope

This proposal was prepared by the staff of Grass Roots, Inc., 907 Sixth Street, SW Washington. The proposal, conceived by Grass Roots, is designed to develop and demonstrate a program to assist minority-owned businesses and minority employees toward the Nixon Administration's goal of self reliance.

It is Grass Roots' contention that the required directives and resources for this task already exist in our society. This organization believes that with the assistance of various cognizant federal agencies and the private sector, directives and resources can effectively be marshaled to bring about a significant change in the status of minority enterprises and employees. (Please note that our proposal is directed towards the problems of 'minority' enterprises and employment in general, and not to any single minority group. The program outlined here can be applied equally well to the problem of any single minority or any group of minorities).

While much publicity has been given to the ideas of 'black capitalism' and 'equal opportunity employment', we must point out that traditional patterns of business, industry, and commerce in the United States have severely limited the achievements of many groups of Americans, both as owners/operators of business establishments and as decision-makers in major corporations. Our proposal calls for a multi-step approach to lessen these circumstances. The four phase plan calls for: centralizing directives and resources under the Executive Branch, disseminating pertinent information, to participating groups, coordinating minority-mainstream forces through research, and developing operations to full capacity. The plan maximizes the prospects for success by bringing together the mainstream and minority to solve problems, in concert. While Grass Roots, Inc. expects to supply both staff and operations personnel required for this proposal, we also expect to rely heavily upon the personnel, programs, and good offices of various federal agencies and private companies concerned with the problems to which we are addressing ourselves.

Background

Grass Roots feels the need to capitalism on the commitment expressed at the top levels of government and business in order to push back the horizons for minority enterprises and employment opportunities at the local level. Now with the national policy firmly established, and with major corporate commitments to this policy, the focus must shift to more direct contacts between buyers and sellers, as well as business executives and their minority counterparts. Three Executive Orders provide the backbone of this Grass Roots Proposal. If the self reliance concept is to work in this society, these Executive Orders must be enforced.

Executive Order 11246 (9/24/65) calls for non-discrimination in employment by government contractors and subcontractors.

Executive Order 11478 (8/12/69) strengthens and assures fully equal employment in the federal government. Promotes full realization through a continuing affirmative action program in each executive department and agency.

Executive Order 11625 (10/13/71) prescribes additional arrangements for developing and coordinating a program for minority business enterprise; provides technical management and assistance, assists in demonstration projects, and coordinates the participation of all federal departments and agencies.

Serving as a central liaison body, Grass Roots would re-establish contact with all relevant bodies. It is obvious to Grass Roots that such contact must be made in an atmosphere of awareness and comprehension that is conducive to success, and must be made by the public and private sectors alike, and must be made through the Executive Office of the federal government. Here is our program.

The Program

Grass Roots proposed plan seeks to expand the opportunities of minority Americans to share tangibly in the property and wealth of the country, while at the same time recognizing their potential of self reliance.

As indicated earlier, this proposal was prepared with the Administration's position on self reliance in mind. Grass Roots believes that in order to achieve total self reliance among minority businessmen and minority employees, the concerted efforts of several groups must come into play: the federal government, prime contractors from the private sector, plus minority businessmen and employees. From time to time other instrumental groups will have to join to make for a more effective union between these future buyers and sellers, or employers and employees. They include retail chain outlets, financial institutions, labor unions, and political groups. And now for purposes of discussion let's look at this four phase plan.

Quasi-Public Corporation in the Executive Branch. First it is being proposed that a quasi-public corporation be established in the Executive Branch of the federal government. Like other corporations, the Office would take the form of a profit-making body, with a Board of Directors comprised of all our citizenry. Such a Board would have more credibility among the clients being served. Grass Roots, Inc., would serve as this quasi-public liaison (broker, clearing house, etc.)

This publically-owned corporation would have as its clients minority suppliers of goods and services (minority group members seeking subcontractual arrangements with prime government contractors), and minority group members seeking employment. The greatest achievement of this effort would be the consolidation of all equal opportunity activities and federal business/economic development centers into one focal unit -- a single Executive Office with the overall directives and responsibilities for self reliance of minority enterprises and personnel as the unit's primary objective.

Communication Organ The primary communications vehicle for contacting the target audiences above will be Grass Roots News, the monthly publication of Grass Roots, Inc. If it is true that business and employees must 'know the game before they can compete' in the production of goods and services then such a communications organ is essential.

This communications vehicle would serve as the link among all the operating and target groups concerned: federal agencies, prime government contractors, minority enterprises and employees along with retail stores, financial institutions, labor unions, and political groups.

Annual Conference We at Grass Roots, Inc. believe that it is necessary to educate all sides, separately and together, on the true nature of the present relations between the two sides in their own locality, on what to expect from each other under contract, and on how to go about producing real change for the better. Both groups have much to offer in the way of teaching; all have much to learn. The task is to bring them together so that they can educate each other and themselves, and so that there will be a high possibility of success in arriving at business arrangements and in seeing them through to a satisfactory sustaining position.

To do this Grass Roots will put on an annual conference. Daily meetings or seminars during the conference will help achieve the above. During the conference minority businessmen and job seekers will place an exposition of their goods and services in the convention hall.

Prior to the annual meeting Grass Roots will conduct a research survey to attempt to team minority businesses and businessmen with federal contractors in joint ventures -- before they arrive at the convention. This research phase will be a natural ongoing prerequisite to the development of a sustaining buyer-seller relationship with the major contractors and potential subcontractors. Likewise, pre-research will be carried out to bring together prospective employers with employees. Grass Roots recognizes the need for this research and development if this joint venture approach is to operate effectively -- serve both parties and lead to self reliance.

Follow-Up Workshops When the pre-conference research phase indicates that follow-up (or development) would help place the minority business (or employee) into a realistic ongoing arrangement, the 'piggyback' concept will be brought into play. This concept was developed at the December 1971 Grass Roots Trade Conference held in the New York Coliseum. Based on research, the 'piggyback' concept is an approach to develop the minority company to the point where it can produce competitively and accept a subcontractual position with the prime contractor. The concept, as described in the January 1, 1972 issue of The New York Times calls for:

- prime contractors furnishing technical knowhow by lending technical personnel, assisting in quality control, etc.,
- government furnishing funds to participating prime contractors through tax incentives, or rebates,
- labor unions furnishing any necessary apprenticeship training,
- financial institutions furnishing the working capital, where necessary,
- retail stores furnishing the product shelf space,
- political organizations furnishing the necessary clout to bring the Executive Orders and piggyback concept into being, and finally
- minority entrepreneur furnishing the determination.

It is conceivable that this piggyback concept will help not only ensure the achievement of self reliance for the business and businessman, but it will add to the economic base of the community, county, state, and nation.

Program Budget

The following is a budget estimate for completion of the four phases of the Grass Roots program proposed here for the first twelve months of operation. It includes all management, research, planning and development of the conference, publication, and follow-up workshops. It covers the cost of all work to be performed, regardless of who performs it. For these reasons the figures proposed should be construed only as an estimated budget and not as a quotation.

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		830,000
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①

April 2, 1973
907 Sixth Street S.W.
suite 704c
Washington, D.C. 20024

Mr Jerry H. Jones
Special Assistant to the President
The White House
Washington, D.C.

Dear Mr. Jones,

On Tuesday April 3 I have an audience with Mr Dan Todd of the White House staff to discuss how Grass zRoots, Inc can effectively use our expertise and experience in helping to promote this Administration's goal of self reliance, among minorities.

Since you have been informed of the Grass Roots proposal from the beginning, I would like to share the contents of this White House presentation with you. Your continued interest and reaction to our Grass Roots efforts are appreciated.

Sincerely,

Jackson R. Champion
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Chairman and President
GRASS ROOTS, INC

x

enclosures:

Y 10, 1973

NASSAU, BAHAMAS
INDEPENDENCE

JULY 10, 1973

GRASSROOTS INCORPORATED

wants you
to

Join The Many Bahamians

On A Gala Celebration

BAHAMAS

INDEPENDENCE WEEK

JULY 6-13, 1973

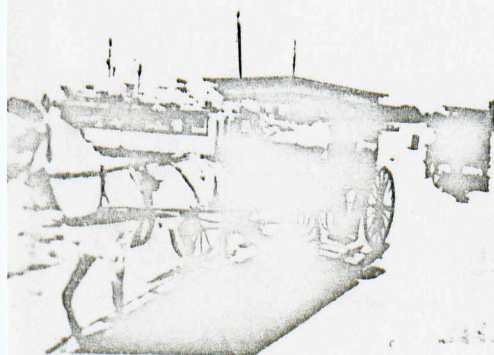
8 DAYS 7 NIGHTS



29900

PER PERSON

Double Occupancy



PACKAGE INCLUDES:

- * Roundtrip Air Transportation Jet Economy To Nassau.
- * Transfers From Airport And Hotel.
- * Meals Daily(Breakfast and Dinner).
- * Taxes And Gratuities.
- * Welcome Reception.
- * Travel Insurance.

Meet Government Officials and discuss the future of all the Bahamas.

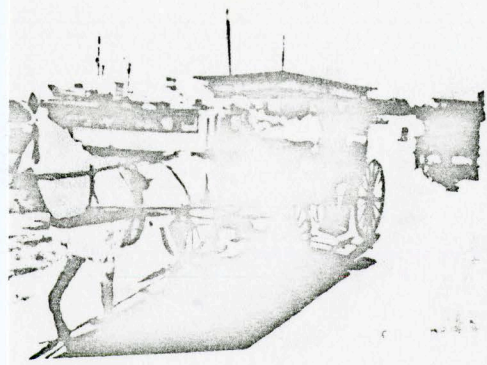
Minimum deposit of \$25.00 per person by April 13th.

----- JOIN US AND HAVE A BALL INDEPENDENCE WEEK -----

2990.00

PER PERSON

Double Occupancy



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----- JOIN US AND HAVE A BALL INDEPENDENCE WEEK -----

FOR RESERVATIONS:

INDEPENDENCE WEEK

NAME _____

ADDRESS _____

ZIP _____ PHONE _____

NO. IN PARTY _____

ROOMING WITH _____

DEPOSIT \$ _____



Make checks payable to:

TRAVEL'WAY TRAVEL SERVICE
1800 K STREET, N.W. SUITE 910
WASHINGTON, D.C. 20006 833-3290

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		<hr/> \$ 530,000

5 / Interview with Staff Member

To Stan Scott's handle

Grass Roots Inc.
Suite 704
907 6th St S.W.
Washington, D.C. 20024
February 26, 1973

The Honorable Richard M. Nixon
President of the United States
The White House
Washington, D.C.

ACTION
T/D
SCHEDULE BD.
DATE RECEIVED
MAR 12 1973
RMN MESSAGE
SPEAKERS BUREAU
OTHER <i>Stan Scott</i>

Dear Mr President:

On October 13, 1971 your Executive Order 11625 went into effect I in my candid opinion this entrenched you deeper in my mind as sincerely working on bringing the disenfranchised into our nation's mainstreams. It goes without saying that this does offer a real challenge to the private companies. Also the foresight in recognizing the investment potential of this segment of our society.

However up to now the private companies, although accepting government contracts are not living up to these precepts you so nobly foster. And I am sad to note that the federal agencies have not be overly diligent about enforcement.

This also brings to mind Executive Order 11246 implemented on September 24, 1965. Only now has there been any evidence of contract compliance--- cases in point-- r.e. Bethlehem Steel Co. and AT & T. Both companies have set down guide lines in relations to minority employees.

In my previous letters to you I stated "Grass Roots" has a program which not only direct but involve awareness of ways and means of minorities to become more viable to major corporations. Minority businesses and minority employees as integral parts of our economy, as per the forementioned Executive Orders.

I am sure you have received any number ideas and proposals of how industry and the minorities can relate to each other. My concept---Grass Roots Inc-- in the process of issuing a magazine which will inform the minority business man, entrepreneur and employee, of the various opportunities available to them such as Federal, or Industry contracts open for bidding, services and supply and jobs opportunity. A special section will appraise our readers of potential electioneering candidates.

Several key figures on the hill are aware of our efforts. among them are Mr. George Bush, Senator Hugh Scottt, and Representative Gerald Ford.

At your conveniences I would like to discuss my project with an

The Honorable Richard M. Nixon
February 26, 1973
page 2.

appropriate member of your staff not for an appropriation, so
much as for your sponsorship.

Respectfully yours,

Jackson R. Champion
Jackson R. Champion
Chairman and President
Grass Roots Inc

APRIL 13, 1973

MEMORANDUM FOR

THE HON. GEORGE BUSH

FROM: DAN TODD

SUBJECT: Jackson Champion

When I met with Mr. Champion, I told him his proposals should be evaluated on their merits and I have arranged for the appropriate people at the Department of Commerce to see him and investigate his ideas.

I have no further information, but upon receipt of the Commerce report, it shall be immediately directed to you.



Republican
National
Committee.

April 9, 1973

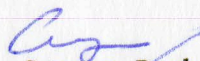
George Bush, Chairman

Mr. Dan Todd
The White House
Washington, D. C.

Dear Dan:

The attached exchange of letters are self-explanatory.

Yours very truly,


George Bush

Atts.

April 9, 1973

Mr. Dan Todd
The White House
Washington, D. C.

Dear Dan:

The attached exchange of letters are self-explanatory.

Yours very truly,

George Bush

Atts.

GB/hc

April 2, 1973
907 Sixth Street, S.W
suite 704c
Washington, D.C. 20024

APR 6 1973

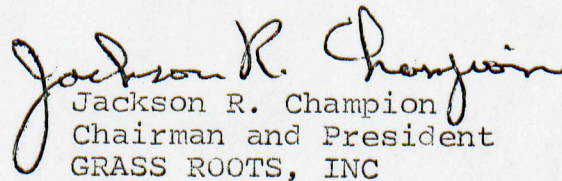
Honorable George Bush
Chairman
Republican National Committee
310 First Street S.E.
Washington, D.C. 20003

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Sincerely,


Jackson R. Champion
Chairman and President
GRASS ROOTS, INC

enclosures:

April 3, 1973

MEMORANDUM FOR DAVE WIMER

FROM: DAN TODD

SUBJECT: Jackson Champion

Attached is a proposal by Jackson Champion regarding minority self-reliance.

I met with him today and we can get off the hook by setting him up with the proper guy at Commerce.

Champion doesn't want a job or the funds per se, but wants advice and consideration on either. I committed us to getting him a hearing -- then he's on his own.

Champion is quite articulate and has broad written support (Bush, Percy, Dole, et al.), but I don't know how deep it is.

Please keep me posted.