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DOCUMENT NO. & TYPE	SUBJECT/TITLE	DATE	RESTRICTION
A. memo	Dan Smith to Edwin Harper re OPD staff memorandum on SBA proposal, 2p	8/18/82	<i>processed 05/13/2008 JK</i>

THE WHITE HOUSE

WASHINGTON

September 14, 1982

Dear Jerry:

Upon receiving your letter dealing with legislation on economic assistance to Warsaw Pact countries, I have had the opportunity to discuss the situation with several of my colleagues and feel that I will not be able to co-sponsor such a bill.

Notwithstanding the aid to Poland, approved by the President, only minimal Export-Import Bank assistance is provided to Poland, Hungary and Romania. No other Pact countries receive United States economic assistance.

With this in mind, three points are prevelant:

1. Because such assistance is minimal, the United States has little leverage to gain in arms control negotiations by withholding it.
2. In view of the reaction of our European allies to the recent pipeline decision, it is unlikely they would comply with another form of cut-off, particularly in trade related credits.
3. In the case of Poland, withholding assistance would inhibit the President's ability to manage foreign policy and limit flexibility in relations with Eastern Europe.

I hope that I have stated my reasons clearly, if you have any questions please don't hesitate to contact me.

Sincerely,

MICHAEL K. DEEVER  
Assistant to the President  
Deputy Chief of Staff

The Honorable Jerry Lewis  
United States House of Representatives  
Washington, D.C. 20515

Congress of the United States  
House of Representatives  
Washington, D.C. 20515

June 17, 1982

1780 EAST ARROYO AVE  
SUITE 8  
PALM SPRINGS, CALIFORNIA 92262  
714-348-0633  
714-323-1837  
BARTOW, CALIFORNIA 92311  
714-258-1023

Dear Colleague:

Today I introduced a bill which addresses two critical issues in the world community - the nuclear arms race and Western aid and credit flowing into Warsaw Pact countries. The essence of this legislation is to stem the flow of free world aid and credit to the Warsaw Pact until a verifiable nuclear arms reduction agreement is obtained with the Soviet Union.

The specter of nuclear conflict has generated justifiable concern that the very dangerous situation we now face needs defusing. We need to create additional incentives for the Soviets to participate in meaningful nuclear arms control. My bill does exactly that. It says to the Soviets that Western capital, which they so vitally desire, will be increasingly denied until their world threatening nuclear policies are changed.

Moreover, the U.S. Government has gotten into the untenable situation of financing, in part, both sides of the arms race. U.S. Government aid, loans and guarantees through programs such as the Ex-Im Bank and the Commodity Credit Corporation have taken the pressure off the Soviet economy to maintain living standards in Soviet Satellite nations. Also, private commercial firms and West European countries have provided large capital infusions to the East. This has had the result of releasing resources which have helped the massive Soviet military build-up to occur.

The productive ability of the West to generate capital, in contrast to the patent economic failures of Communism, provides us a great advantage in our military, political and economic differences with the Soviet Bloc. We should be using our economic superiority to gain strategic leverage over the Soviets on a whole range of foreign policy and military issues. Yet, incredible as it may seem the opposite is occurring. The West has been indirectly aiding the Soviet military through massive capital flows to the East. This has disadvantaged the U.S. in both policy and military matters. First, Western foreign policy has now become overly occupied with the task of protecting from default, loans made by Western Bankers. This has blunted sharp reactions by the West to Communist travesties, such as the recent heightened oppression of the Polish people. Second, Western defense spending must increase to maintain parity with the expanding military power of the Warsaw Pact. Yet our own economy's ability to withstand \$200 billion defense budgets is being severely tested. These absurd situations must not be allowed to continue. Nuclear arms must be controlled and Western capital infusions to our antagonists must be reevaluated.

This bill establishes a necessary condition for continuation of aid and capital transfers to the East. It does not condone or approve the reality of Western financial support for Warsaw Pact nations. Rather it sets a minimum requirement, nuclear arms control, for even the consideration of further flows.

The following bill will help reorient our economic policies to deter Soviet adventurism, redress the military balance between the West and the Warsaw Pact and halt the build-up of nuclear arms. Now is the time to stop this inane situation of economically aiding those nations which pose a menacing military threat to us and the entire world. Verifiable nuclear arms reduction is clearly the most important challenge facing our generation. America has a responsibility to lead in the struggle for a lasting peace for the future of freedom, indeed the existence of humanity is fundamentally involved.

signed a nuclear arms limitation agreement which provides for significant and verifiable reductions in nuclear weapons.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

That (a) notwithstanding any other provision of law, no economic assistance may be provided by an United States Government agency with respect to any country which is a member of the Warsaw Pact until the Soviet Union has signed a nuclear arms limitation agreement.

(b) As used in this Act--

(1) the term "nuclear arms limitation agreement" means an agreement between the United States and the Soviet Union which provides for significant and verifiable reductions in nuclear weapons, which is negotiated after the enactment of this Act, and which is signed by the United States;

(2) the term "economic assistance" includes loans, loan guarantees, investment guarantees, credits, insurance, and any other form of economic assistance, but does not include assistance provided for disaster relief; and

(3) the term "United States Government agency" includes the Export-Import Bank, the Commodity Credit Corporation, the Agency for International Development and the Overseas Private Investment Corporation.

SEC. 2. (a) It is the sense of the Congress--

(1) that private commercial interests in the United States should refrain from making loans or credit advances with respect to Warsaw Pact countries until the Soviet Union has signed a nuclear arms limitation agreement; and

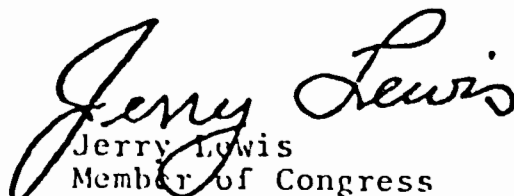
(2) that in the event that such loans or advance are made with respect to Warsaw Pact countries and defaults ensue, the United States Government will not assist in obtaining relief for those who made the loans or advances.

(b) It is further the sense of the Congress that the President should seek agreements with our allies to halt the flow of financial credits, loan guarantees, and other forms of economic assistance to the Warsaw Pact countries until the Soviet Union has signed a nuclear arms limitation agreement.

There are 41 original co-sponsors who are: T. Lott, J. Pritchard, M. Edwards, B. Livingston, N. Gingrich, G. Lee, C. Wilson, C. Pashayan, R. Lagomarsino, J. LeBoutillier, B. Fiedler, G. Brown, D. Dreier, C. Long, D. Clausen, J. Dixon, O. Snowe, H. Hyde, V. Fazio, R. Dornan, B. Lowery, J. Rousselot, W. Grisham, J. Leach, M. Fenwick, J. Murtha, B. Lehman, P. Findley, G. Hawkins, M. Lowry, J. Rhodes, B. Traxler, S. Hoyer, B. Ratchford, N. Dicks, B. Roemer, N. Mineta, G.V. Montgomery, B. Young, J. Porter, and J. Kemp. E. Forsythe, W. Hughes, Badham, R.

I would be pleased to add your name to my co-sponsors. For more information contact Morrie Goldman at 55861.

Sincerely,

  
Jerry Lewis  
Member of Congress

THE WHITE HOUSE

WASHINGTON

September 15, 1982

Dear Mr. Ballal:

Thank you for your letter. It is always good to hear from old friends.

It was good of you to take the time to send me a word of encouragement about the Administration's policies in the Middle East. I know that President Reagan is as grateful for your support as I am.

With best wishes,

Sincerely,

MICHAEL K. DEAVER  
Assistant to the President  
Deputy Chief of Staff

Mr. Kris Ballal  
Dixie Royal Homes, Inc.  
460 East 15th Street  
Cookeville, TN 38501



DIXIE ROYAL HOMES INC

460 E. 15th STREET • COOKEVILLE, TENN. 38501 • TEL 615/528/1589



September 3, 1982

Mike Deaver  
Executive Office of the President  
The White House  
Washington, D.C. 20013

Dear Mike:

We taxpayers express our opinions usually when things are going bad for the United States. I, for one, want to deviate from the mold, and compliment the President on the leadership he has shown on the middle east issue recently. Most of the men around the President are serving him well, such as the Secetaries Schultz, Lewis, Regan and Baldrige. If the President and the country are to be well served, you need men such as yourself, Meese, Clark and Baker, rather than those who draw national attention (usually adverse) to themselves such as Watt, Donovan and Gorsuch, instead of efficiently administering their departments. I hope you folks don't forget that the Regan coalition needs Republicans, Democrats and Independents if his programs are to succeed. By the way, how come you are having so much difficulty finding minorities to serve in policy making positions?

With kind regards.

Sincerely,

A handwritten signature in black ink, appearing to read "SK Ballal", with a long horizontal stroke extending to the right.

Kris Ballal

President, Tennessee Academy of  
Science

KB:dh

THE WHITE HOUSE

WASHINGTON

September 15, 1982

Dear Mrs. Daggett:

Thank you for your recent message. I appreciate the time you have taken to bring your views on many important issues to my attention. While it is not possible for me to respond in detail to all of your comments, I will be sure to keep them in mind during discussions with my colleagues.

With best wishes,

Sincerely,

MICHAEL K. DEEVER  
Assistant to the President  
Deputy Chief of Staff

Mrs. Dorothy L. Daggett  
Apartment 1001  
420 Bay Avenue  
Clearwater, FL 33516

420 Bay Avenue, No. 1001, Clearwater, Florida 33516

Sept 4, 1982

Dear Mr. Deaver -

Will you please take the time

to read these clippings.

Since I have attained the pinnacle  
of 50 years - I feel that I can speak quite  
bluntly of what is going on in my country.

Soon - with this insane arms race - we  
will be exactly like Russia. Everything for the  
war department, never mind the hungry children  
and the people!

Washington needs a very large dose of  
common sense.

Take the Civil defense. There is no defense  
against atomic warfare.

Consider evacuating the city of N.Y. Where  
do they go - who feeds and houses them?

They cannot return - if the bombs hit the city.



The whole thing is impossible. Even with smaller towns - they are not for good. No one seems to give that a thought.

To our everlasting disgrace, we did not condemn Israel - along with the others in the U.N.

There is nothing in my life time more barbaric than Hitler's treatment of the Jews. They should be the last people to use the same tactics.

The rape of Beirut will forever be a blot in their history.

There is no more reason for the Israelis to demand recognition by the PLO - than for them to recognize the PLO.

After all - Israel was carved out of Palestine by Balfour - and it has been a problem ever since.

From the start, I have believed that Israel's main objective is to annex Lebanon.

Their hatred of the PLO gave them an obvious

420 Bay Avenue, No. 1001, Clearwater, Florida 33516

Excuse.

No whitewash can cover the hideous things they did - Such as bombing hospitals.

Our own country is in dire need now. We cannot - and should not - send great sums to Israel - nor to any country.

First we should get our own house in order. The civil defense money - cutting out the ridiculous M X project - as well as the bomber which is already obsolete - all of these would help bring down the deficit.

As for the Jewish lobby in Congress - they are elected to do what is best for the U. S. A. After all - unless we are descended from Indians - all of our ancestors came from another country. But we are now Americans - and this is supposed to be a Christian country where others may worship freely - unless they

Can vote for the best interests of the U.S.A. -  
They should resign.

I consider Begin and Sharon to be  
monsters - Also I read that over 100,000  
Israelis are very unhappy over what  
Ariel has done.

Sincerely,  
(Mrs.) Dorothy L. Daggett

THE WHITE HOUSE

WASHINGTON

September 15, 1982

Dear John:

I appreciated your recent letter. Thanks for the support you continue to show. We all need to know occasionally someone out there appreciates us. We're never too old to hear the nice things.

I found the brochure on the Northwood Institute very interesting. I can understand your enthusiasm for your new job.

My very best to you and your family.

Sincerely,

MICHAEL K. DEAVER  
Assistant to the President  
Deputy Chief of Staff

Mr. John H. Hekman  
Vice President  
Northwood Institute  
3225 Cook Road  
Midland, Mich. 48640

September 10, 1982

Mr. Michael K. Deaver  
Deputy Chief of Staff  
The White House  
1600 Pennsylvania Avenue  
Washington, DC 20500



Dear Mike:

The interesting article in the People Magazine for August 2nd triggered this letter. It's an interesting look at just a few of the things that take place in the life of the Deaver family. You and Carolyn do lead a life filled with exciting, and I am sure at times exasperating events. As I have expressed before we are thankful for what you and your associates Ed Meese and Jim Baker do for the President and for our great country.

Another reason for writing is to bring you up-to-date on the official pictures taken at the dedication of the Ford Museum in Grand Rapids, Michigan. As of this writing and also with your help we have gotten the signatures of the Ford's, the Reagan's, the Bush's, President Lopez Portillo, the foreign minister of Japan, Senators Howard Baker and Don Reigle, Congressmen Hal Sawyer and Tip O'Neil, Jerry Carmen, and expect to get Mr. Trudeau and Giscard d'Estaing along with Ladybird Johnson in the very near future. The official photograph will hang beautifully in the Ford Museum where we expect to join in the celebration on the 17th of September.

Above all I again express my gratitude to you for what President Reagan is doing. His task is so great that he needs everybody's help and above all, our prayers. Again to you, Ed, Jim and Bill Clark go a very special thanks.

As you can see from the letterhead we have joined the great



N O R T H W O O D   I N S T I T U T E

M I D L A N D , M I C H I G A N 4 8 6 4 0

P H O N E 5 1 7 - 6 3 1 - 1 6 0 0

September 10, 1982

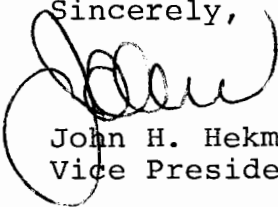
Mr. Michael K. Deaver  
page 2

school of Northwood Institute. Enclosed is some information on Northwood. Its primary thrust is a sincere dedication to our free enterprise system. It's the "name of the game" with our present administration also.

Please don't hesitate to call on me if we can be of help to you. Thank you for your recent note acknowledging the cookies. I am sure that you derived some good energy from those harmless little delicacies.

May God bless you, Carolyn and the family.

Sincerely,



John H. Hekman  
Vice President

JHH/bw



## PRIVATE MEANS PERSONAL

An enrollment of 1,950 students, large enough to be diversified, small enough to be friendly.

Average class size of 35 students, encourages faculty, student interaction.

Faculty office hours allow for one on one communication.

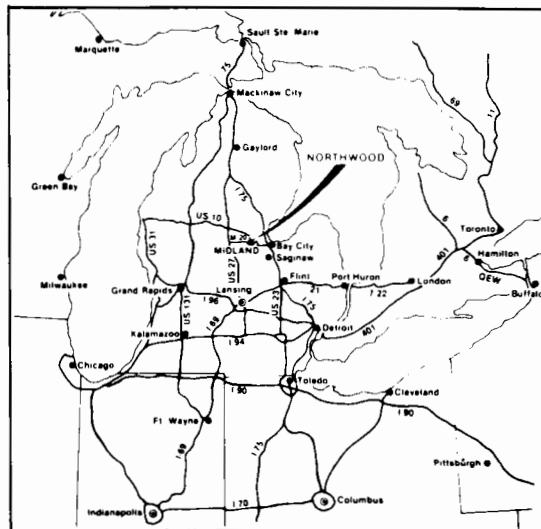
50% of faculty are from Business and Corporate environments, bringing practical, real-world knowledge to the classroom.

Placement, for the past decade, has consistently exceeded 90%.

## CAMPUS VISITS

We encourage you to visit our beautiful 268 acre campus. The classrooms and dormitory buildings are set in serene, lush, green woods. No matter which of the four seasons, Northwood's campus is beautiful. During your visit you will have the opportunity to talk with an Admission counselor who will assist you with your college plans and answer your questions. A Northwood student will take you on a tour of campus and give you an insight of college from a student viewpoint. Faculty members are also available to discuss college and career opportunities with you.

To schedule a visit to Northwood call the Admissions office at (517) 631-1600, ext. 273 or 228.



**NORTHWOOD INSTITUTE**  
3225 Cook Road  
Midland, Mich. 48640  
(517) 631-1600

# NORTHWOOD INSTITUTE



**BUSINESS  
AT ITS  
BEST**





Northwood Institute is a private accredited, co-educational business management college located in Midland, Michigan. A student at Northwood, unlike most colleges and universities, begins coursework in a chosen major on the first day of classes as a freshman. Approximately 30%, 6 to 7 classes during a student's first two years will be in their major. Those courses are then reinforced by general business principles (30%) and traditional college coursework (40%). The result of this practical, career-oriented program is the two year Associate Degree.

At this point, a student may choose to use the Northwood Institute Placement Service and find employment, or continue on at Northwood for a Bachelor of Business Administration Degree.

An education at Northwood is both flexible and practical.



Co-founders, Dr. Arthur E. Turner and

## ASSOCIATE DEGREES

You may begin study in any one of the following two-year Associate degree programs:

- Business Management
- Computer Science/Management
- Accounting
- Automotive Marketing
- Fashion Marketing and Merchandising
- Advertising
- Hotel and Restaurant Management
- Executive Secretarial
- Automotive Replacement Management
- Banking and Finance
- Residential and Commercial Design Management
- Retail Merchandising
- Truck Marketing
- Liberal Arts

## 2 + 2

Upon completion of an Associate Degree, most Northwood students (69%) elect to complete their Bachelor degree. This is the 2 + 2 plan. These students realize that, for their particular career plans, a broader knowledge of the world of business will be needed to get ahead.

## B.B.A. PROGRAM

The Bachelor of Business Administration has five possible majors:

- Management
- Marketing
- Computer Science/Management
- Accounting
- Management/Economics

A graduate of any Associate degree may enter any Bachelor program, and some students elect dual majors.



## ADMISSION

The successful applicant will have:

- A high school transcript reflecting a college preparatory program.
- A grade point average of at least 2.0
- An ACT exam.

After Northwood has received the application, the \$15 application fee, transcripts, and test scores, the student will be informed of an admissions decision.

## TRANSFER STUDENTS

The Institute's transfer program is designed to allow each student to transfer the maximum number of credit hours applicable to their program. Students may enter at any point in their college career.





# Northwood Institute,

## Where Business and Pleasure Mix!

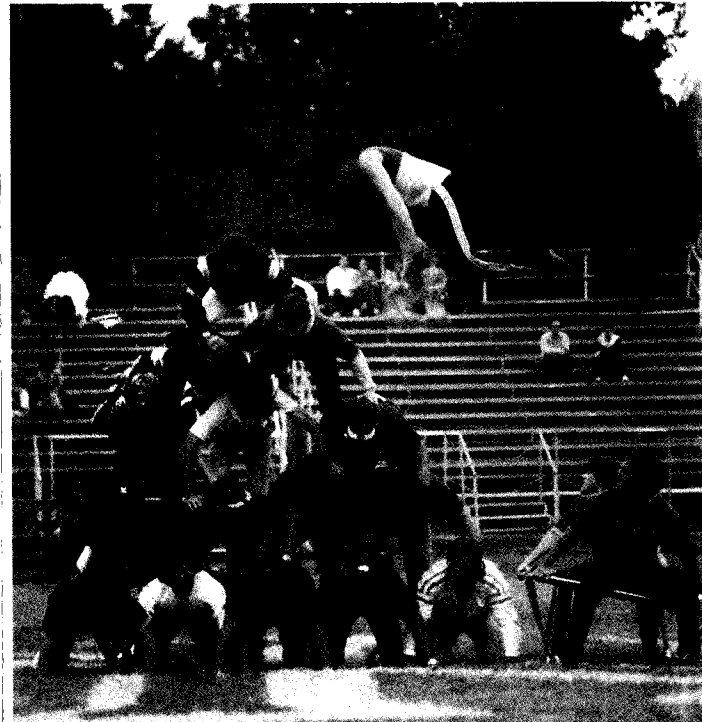
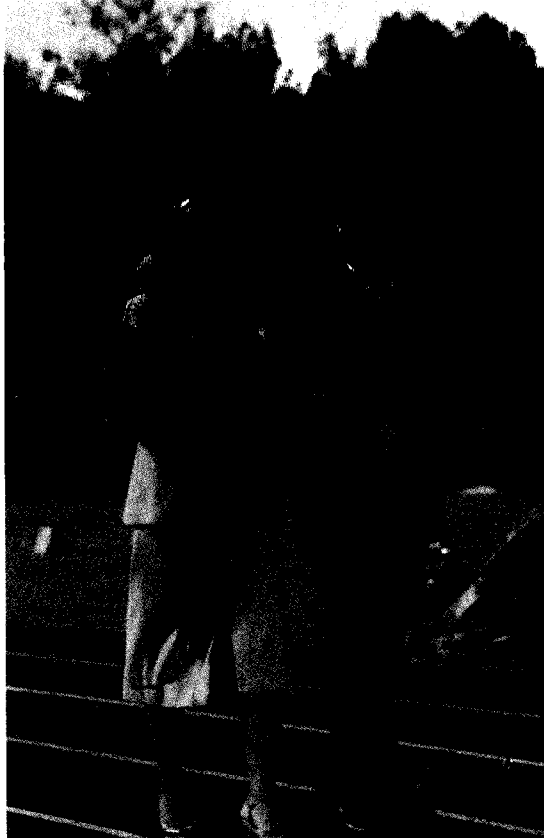
Your college years should be fun. Social activities provide students the opportunity to meet new friends, enjoy new experiences, learn a hobby, or just take a break from the books. The Northwood student can choose from a full calendar of events sponsored by Student Activities.

Movies, concerts, speakers, parties, dances, cultural events and tournaments are all on the regular agenda, while Homecoming, Auto, Truck and Parts

Show, Parents Weekend, Winter Week, and Greek Week add more excitement to the social calendar.

In addition to campus sponsored activities, students may also choose to join a variety of academic business and social organizations and clubs. Groups like the Advertising Team, Accounting Club and Fashion Group, add depth to a student's academic experience, while social growth can be enhanced by joining various social fraternities and sororities.

Northwood, where quality academics and an exciting social calendar are combined for the total collegiate experience.



## CAMPUS ACTIVITIES

- Auto, Truck and Parts Show
- Homecoming
- Winter Week
- Parents Day
- WJRN Radio AM
- Intramural Sports
- Ski Club
- Advertising Team
- Fraternities and Sororities
- Fall term in Paris
- Hockey Club
- Theatrical Organization
- Music Club
- Soccer Club
- Arts Program
- Movies and Concerts
- Splash Bash
- Freedom Seminar
- Northwood Times Newspaper
- Greek Week



## ATHLETICS

Intercollegiate Athletics play an important part in campus life at Northwood. This is not only true for the college athlete who enjoys healthy competition, but is equally true for the student body, faculty, administration, and area sports fans who find pleasure and excitement in watching Northwood teams compete.

## HOUSING

Students attending Northwood have a variety of housing styles available to them. All freshman students are required to live on campus their first year in the traditional style dormitories of Miner and DuBois Halls. Upperclassmen may choose to live in the various apartment-style facilities on campus. All dorms are close to classroom and dining facilities. Those students who are from the Tri-City area are not required to live on campus.



## THE ARTS ARE ALIVE AT NORTHWOOD

Special events throughout the year bring a special mix of business and the arts.

- A variety of visiting artists
- Student and Faculty Art Shows
- Musicians of every style
- The Northwood Symphonette
- Theatre trip to New York City

At the Midland Center for the Arts, you'll find studio art classes and art exhibitions. Plus exciting dramatic and musical theatrical productions and an internationally established symphony orchestra.



## THE CITY

Midland offers the best of both worlds. The conveniences of a large city including a wide variety of shopping, excellent restaurants, a nice selection of entertainment and both award winning cultural and athletic center facilities. The charm and friendliness of a small town, tree lined streets, beautiful parks, safe and clean environment and friendly neighbors.

Midland is also a corporate center. The world headquarters of the Dow Chemical Company makes its home in Midland. Bechtel, Consumers Power, and Dow Corning also have corporate offices and plant facilities in Midland.

Northwood students are welcome to use all Midland public parks, recreation, art and library facilities.



## Intercollegiate Athletic Teams

### Men's

- Football
- Basketball
- Baseball
- Tennis
- Track and Field
- Golf

### Women's

- Volleyball
- Basketball
- Softball
- Tennis

Northwood is a member of the Great Lakes Intercollegiate Athletic Conference, with eight other Michigan college and universities. The school also competes with several outstate teams and is a member of both NCAA and NAIA.

## Club Sports

For those students who enjoy healthy intercollegiate competition in the non-varsity arena, club sports provide a challenging athletic opportunity. Whether it be controlling the soccer ball for the winning goal, playing fair, yet aggressive hockey, or schussing down the most challenging slope, club sports add excitement to the sport schedule.

### Club Sports

- Soccer Club
- Hockey Club
- Ski Club

## Intramural Sports

Students of all athletic interests and skill levels can find friendly competition through the intramural athletic program. The Bennett Sports Center and the courts and game fields surrounding it, provide our students with the facilities for an expansive intramural sports offering.

To mention a few:

- Football — Touch and Flag
- Co-ed sport competition
- Volleyball
- Water Polo
- Basketball
- Tennis
- and many more

THE WHITE HOUSE

WASHINGTON

September 15, 1982

Dear Mr. Ambassador:

Thank you for the very interesting booklet, "India: The Turning Point". I enjoyed perusing it and appreciate your thoughtfulness in sending it to my office.

Sincerely,

MICHAEL K. DEAVER  
Assistant to the President  
Deputy Chief of Staff

HE K. R. Narayanan  
Embassy of India  
2107 Massachusetts Ave., N.W.  
Washington, D.C. 20008

K.R. NARAYANAN  
AMBASSADOR



EMBASSY OF INDIA  
2107 MASSACHUSETTS AVE. N.W.  
WASHINGTON, D. C. 20008

August 19, 1982.

Dear Mr. Deaver,

India and the United States are committed to the ideals and processes of democracy. The recent official visit of Prime Minister Mrs. Indira Gandhi to the United States has once again highlighted this bond between the two largest democracies in the world today.

As part of our continuing effort to promote a better understanding of contemporary India, I take pleasure in enclosing a copy of the booklet, "India: The Turning Point". I trust you will find it interesting.

Yours sincerely,

A handwritten signature in dark ink, appearing to read 'Narayanan', with a horizontal line underneath the name.  
(K.R. Narayanan)

The Honorable Michael K. Deaver  
Deputy Chief of Staff

THE WHITE HOUSE

WASHINGTON

September 16, 1982

Dear Rita:

This is to thank you for your memorandum of September 13 to me about the Federal monies EPA has ready for award for various types of remedial and cleanup work at six hazardous waste sites in New Jersey.

Although the President's schedule for his trip to New Jersey already had been set by the time your memorandum reached me, I do want to assure you that your suggestion he announce these awards in Trenton was indeed appreciated.

With my best wishes to you,

Sincerely,

MICHAEL K. DEEVER  
Assistant to the President  
Deputy Chief of Staff

Ms. Rita M. Lavelle  
Assistant Administrator for  
Solid Waste and Emergency Response  
United States Environmental Protection  
Agency  
Washington, D.C. 20460



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY  
WASHINGTON, D.C. 20460

September 13, 1982

OFFICE OF  
SOLID WASTE AND EMERGENCY RESPONSE

MEMORANDUM

SUBJECT: Positive Environmental Action for President

FROM : Rita M. Lavelle *Rita M. Lavelle*  
Assistant Administrator for  
Solid Waste and Emergency Response

TO : Michael Deaver  
Deputy Chief of Staff  
The White House

EPA has Federal monies totaling about \$ 5.2 million ready for award for various types of remedial and cleanup work at six hazardous waste sites in New Jersey. This brings to \$9 million the EPA awards to New Jersey in the year and a half Superfund has been in existence.

This is an opportunity for the President to announce the awards and stress the accomplishments of his Administration under Superfund nationwide.

The sites are Spence Farm, Friedman, Goose Farm, Pijak Farm, LiPari, D'Imperio, Price's Landfill, and Kin-Buc. Two of these lie in the district of Republican Congressman Edwin B. Forsythe, of the Sixth District of New Jersey. Two others lie in the district of Democratic Congressman James J. Florio, of the First District of New Jersey, leading critic of EPA in the House of Representatives.

Many of the sites are in or near the Trenton-Philadelphia area, so that Trenton would be a suitable place for the President to make the announcement, with Governor Kean of New Jersey, Congressman Forsythe, EPA Administrator Anne M. Gorsuch, Senate Republican Candidate Fenwick and others at his side.

Next Friday, September 17, would be an appropriate day. A time in the morning, around 10 a.m., would be best for maximum media coverage.

From this platform the President can summarize the successes of all of EPA as well as support the candidacies of New Jersey candidates, including Millicent Fenwick.

We are also proposing that the President may wish to go to Seymour, Indiana, in October to participate in announcement of private-sector cooperation in remedial action at another large hazardous-waste site.

Mrs. Gorsuch will be able to rearrange her schedule to accompany the President. Two other staff members should accompany her to provide technical backup.

I await your decision.

Mike -

Background is attached. We also can have our speechwriters available to offer words of wisdom. This is a very definite environmental success story - one this administration can and should start claiming.

Again thanks for the opportunity. A know Anne and the Governors would love to share the 'limelight'.

Rth

THE WHITE HOUSE

WASHINGTON

September 17, 1982

Dear Al:

I had such a wonderful time at the Camp.  
It truly is an experience one doesn't  
forget.

I have never had a more pleasant time - nor  
a better rest, and I certainly enjoyed being  
your guest and appreciate your thoughtfulness.

Sincerely,

MICHAEL K. DEEVER  
Assistant to the President  
Deputy Chief of Staff

Mr. Alfred W. Baxter  
6823 Buckingham Blvd.  
Berkeley, CA 94705



THE WHITE HOUSE

WASHINGTON

September 20, 1982

Dear Jim:

Thank you for your July 29 letter proposing a White House Conference on Small Business to establish a continuing dialogue with the small business community. I certainly share your goal of improving support for the President's economic program in the small business community.

Small business is a vital part of the U.S. economy, and no one understands that better than the President. My feeling, however, is that rather than another White House Conference, we should concentrate our efforts on other means for demonstrating the Administration's commitment to small business.

Clearly it is important to improve the communication of existing small business policies and programs to the small business community. For instance, very few small businesses know that we initiated many of the top 15 recommendations of the 1980 White House Conference. I think it would be helpful if the SBA could develop a plan to communicate Administration policies to the small business community.

Sincerely,

Edwin Meese III  
Counsellor to the President

The Honorable James C. Sanders  
Administrator  
Small Business Administration  
1441 L Street, N.W.  
Suite 1000  
Washington, D.C. 20416

*Some ltr from  
J. Sanders was sent  
to 4 other Seniors  
W.H. -  
Replied to by  
2/2/83*

THE WHITE HOUSE

WASHINGTON

August 18, 1982

19 AUG 1982

MEMORANDUM FOR EDWIN L. HARPER

FROM: DAN J. SMITH

SUBJECT: OPD Staff Memorandum on SBA Proposal

PL draft an appropriate  
reply for EM3 to send to  
Jim Sanders. Thanks  
You. EJS

Per your request, the following is in response to the OPD staff memorandum of July 10 (090647PD) on the "SBA Proposal."

The SBA proposed to Ed Meese, in a July 29 letter that the Administration "hold the regional small business conference throughout most of 1983 and possibly bringing it all together for a national meeting in Washington sometime in late 1983 or early 1984." The rationale is to demonstrate the President's commitment to small business. The desired result is to create greater small business support for the President's program for economic recovery.

Observations

1. A White House Conference would not be a good vehicle in which to sell the economic recovery program. During the 1980 White House Conference process, government officials were prohibited from speaking at some regional conferences that preceded the one here at the White House. The Conference was seen as a "small business ball game" and not a forum for public officials or the Administration. The Conference rule about who speaks and why is likely to be in force at any future conferences. Attempts to use the Conference in the fashion suggested is likely to be counterproductive.
2. Such a Conference could be a useful vehicle for demonstrating our commitment, but needs to have a clear and acceptable (to small business) result. The desired result in 1980 was a set of recommendations for policy changes. However, that Conference got out of control, from the Carter Administration's point of view, and produced a number of recommendations the Carter White House disagreed with.
3. A White House Conference requires an inordinate amount of planning and coordination to be successful. Extraordinary care is needed in compiling the invitation list so as not to offend our grassroots small business supporters. We need to see more specifics on the proposed "breakout, which I assume are state and local level versions of the Conference, to better understand how these meetings, which would probably number between 50 and 100, are to be funded and coordinated.

4. If we want to better communicate to small business the case for the economic recovery program, faster and more manageable means include:
  - a. Regular mailings to the 2,000 delegates to the 1980 Conference.
  - b. Guest articles by Administration spokesmen in the newsletters of major small business associations (i.e., Chamber of Commerce, NFIB, and NSB).
  - c. Greater administration visibility in small business oriented publications (i.e., Inc. Magazine).
  - d. More Presidential and top Administration official speeches before major small business groups.
5. The Administration does need to better communicate its small business policies and programs. For instance, the Administration has done an outstanding job of implementing the top fifteen recommendations of the 1980 Conference, but we have failed to make the small business community aware of this.

Recommendation

The White House should defer making a decision on this proposal until a more achievable result is developed and a more detailed plan presented that provides specifics on cost, invitation strategy, arrangements for breakout sessions, length of regional and national meetings, etc. Meanwhile, the SBA should be asked to develop a plan to improve the Administration's communication with the small business community.

*Agreed*

cc: Roger Porter  
Wendell Gunn



U.S. SMALL BUSINESS ADMINISTRATION  
WASHINGTON, D.C. 20416

OFFICE OF THE ADMINISTRATOR

JUL 29 1982

Honorable Michael Deaver  
Deputy Chief of Staff and Assistant to the President  
The White House  
Washington, D.C. 20500

Dear ~~Mr. Deaver~~ *Mike*:

The 1980 White House Conference on Small Business started a grass roots movement that did not end when the conference was completed. As a result of the Conference, the small business community's awareness of its own impact on political issues was increased. Although the community may be divided on a few issues they all are in agreement with a common concern: SURVIVAL.

The 1980 White House Conference brought together some 2000 delegates, elected from over 30,000 nationwide conference participants, to discuss issues of common concern and to recommend from their perspective courses of action, legislative or otherwise, which would help alleviate many of the burdens imposed upon the small business community. Although the conference ended in what might be called a success many of the questions raised then still remain unanswered today. During the 1980 conference, President Carter told the delegates he would recall them some two years later to report on their recommendations. This, of course, has not happened but it has left a widespread feeling of indifference, if not neglect, by this Administration.

Aside from the President's recent personal participation with the signing of the Small Business Innovation and Research bill and his promulgation of the traditional Small Business Week proclamation there have not been many direct linkages between President Reagan (and his Administration) with small business. Since the small business community has provided the bedrock of support for the President throughout most of his career it would seem quite natural for the President to call his own White House Conference on Small Business to establish a continuing dialogue with the small business community. Although the SBA through its district, regional and national advisory councils does a successful job of reaching out to the community there needs to be more direct White House involvement in this dialogue.

*Bill  
talk to C7  
4 get me  
a sec response*