

TO: Senator Dole  
FR: Kerry

RE: Women in Government Relations  
Tuesday, March 31

\*The audience will be a non-partisan mix of Capitol Hill lobbying types. I have made them less partisan than the first draft.

\*Your remarks will be covered by C-Span.

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**WOMEN IN GOVERNMENT RELATIONS, INC.**

**"THE CHALLENGE OF CHANGE"**

**Tuesday, March 31, 1992**

- 8:00 - 8:30 Continental Breakfast  
2168 Rayburn House Office Building  
The Gold Room
- 8:30 - 9:00 Keynote Address:  
Nick Calio  
Assistant to the President for Legislative  
Affairs
- 9:00 - 9:30 Special Guest: Senator Robert Dole (R-KS)  
Senate Minority Leader  
  
Introduction by Congresswoman Jan Meyers
- 9:30 - 9:45 Distinguished WGR Member Award
- 9:45 - 10:35 Panel: "Domestic Issues and the Economy"  
  
Angela Owens, Moderator  
NBC Editorials  
  
The Honorable Liz Brater  
Mayor, Ann Arbor, Michigan  
  
Carl Tubbesing  
Director, Washington Office  
National Conference of State Legislatures  
  
The Honorable Leon Panetta  
Chairman, US House Budget Committee
- 10:45 - 11:45 WGR Business Meeting - WGR members only  
B340 Rayburn House Office Building
- 12:00 - 1:30 Congressional Reception  
2168 Rayburn House Office Building  
The Gold Room



SPEAR

9:00 am  
Tuesday - March 31  
8:30 - 9:15 am  
↓  
(flexible)

Women in Government Relations, Inc.

1325 Massachusetts Avenue, N.W.  
Suite 510  
Washington, D.C. 20005-4171

202/347-5432  
202/347-5434 Facsimile

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National Rural Health  
Association

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The Dow Chemical Company

Ruth B. Ravitz  
Aerospace Industries Association

**Administrative Director**  
Janet S. Allen

December 11, 1991

The Honorable Robert Dole  
Minority Leader  
United States Senate  
141 Senate Hart Office Building  
Washington, DC 20510

Dear Senator Dole:

I would like to extend an invitation to you to be the keynote speaker at the 16th Annual Meeting for Women in Government Relations, Inc. (WGR) on March 31, 1992. Our theme for this year's meeting is "The Challenge of Change".

The world today is a rapidly changing place and we would like to hear your thoughts on the issues in the forefront for the presidential election year. As a respected national leader, your views will be of great interest to our membership. Following the keynote address, there will be a panel of representatives from a municipality, a state and the federal government who will discuss "Domestic Issues and the Economy". After the panel and a business meeting, the WGR Annual Congressional Reception will take place. All Members of Congress are invited and I hope you will join us for that event as well.

WGR is a professional organization of over 800 women and men who represent corporations, trade associations, public interest groups and federal and state governments. We are the largest organization in the nation in this field. The goal of WGR is to advance the profession of government relations through issue-oriented and career workshops and provide our members opportunities to meet other influential women and men who shape public policy.

I look forward to your participation and appreciate your consideration of our invitation. Karen Akagi at Hand, Arendall will be following up in the immediate future. For further information, she may be reached at 202/785-8893.

Sincerely,

Millicent Gorham  
Millicent Gorham  
President

attached: letter of support from  
Rep. Jan Meyers

NO honorarium  
Rayburn Gold Room  
Room 2168

Hand Arendall Ballou Greaves  
1667 K St. N.W.  
Suite 510  
20006  
Tolliston

12-13-91 Interim letter + copy to Karen Akagi  
1-27-92 letter of support from Jan Meyers + reply attached

01.

few conflict -

9:AM



JAN MEYERS  
3D DISTRICT, KANSAS  
WASHINGTON OFFICE:  
1230 LONGWORTH HOUSE OFFICE BUILDING  
(202) 225-2865  
DISTRICT OFFICE:  
204 FEDERAL BUILDING  
KANSAS CITY, KS 66101  
(913) 621-0832  
DISTRICT OFFICE:  
7133 WEST 95TH STREET  
SUITE 217  
OVERLAND PARK, KS 66212  
(913) 383-2013

**SPEAK**

Congress of the United States  
House of Representatives  
Washington, DC 20515-1603

January 17, 1992

Tuesday, March 31  
SMALL BUSINESS COMMITTEE  
RANKING REPUBLICAN, SUBCOMMITTEE:  
REGULATION, BUSINESS OPPORTUNITIES, AND ENERGY  
FOREIGN AFFAIRS COMMITTEE 9.00  
SUBCOMMITTEES:  
EUROPE AND THE MIDDLE EAST  
WESTERN HEMISPHERE AFFAIRS  
SELECT COMMITTEE ON AGING  
VICE CHAIRMAN  
ENVIRONMENTAL AND ENERGY STUDY COMMITTEE  
AT-LARGE MEMBER  
REPUBLICAN POLICY COMMITTEE

2168 Rayburn HOB

The Honorable Bob Dole  
Senate Republican Leader  
S-230, U.S. Capitol  
Washington, D.C. 20510

Dear Bob:

In December, you received a letter from Millicent Gorham, President of Women in Government Relations, Inc. (WGR), inviting you to give the Keynote Address for their Annual Meeting on March 31, 1992. While I know you keep a hectic schedule, I am writing to encourage you to accept WGR's invitation.

WGR is a professional organization that has done much to advance the careers of women in all aspects of government relations, both in the public and private sectors. Their impressive programs each month, addressing the important public policy concerns of the times, have included the remarks of many members of Congress. However, having you as keynote speaker for their Annual Meeting, given your insight into national politics and your influential role as Republican Leader in the Senate, would certainly be a highlight for the WGR membership.

Bob, I know there just aren't enough hours in the day to honor all the speaking requests you receive. However, I hope you can find the time to share your thoughts with WGR on March 31, 1992.

→ Thanks for your consideration in this matter, Bob. Hope this letter finds you feeling fine and well on the way to a complete recovery. ←

Sincerely,

*Jan*  
Jan Meyers  
Member of Congress

JM/jl

**SCHEDULE**  
**WGR 16th Annual Meeting**  
**March 31st, 1991**  
**"The Challenge of Change"**

8:00 - 8:30

Breakfast  
The Gold Room  
2168 Rayburn

*1:00*

8:30 - 9:15

Keynote Address

*Nick Castro Domestic Policy Ps di chd  
9:00-9:25*

9:15 - 9:30

Distinguished WGR Member Award

*8:45-9:00*

9:30 - 10:30

Panel: "Domestic Issues and the Economy"

*10:00-10:30*

10:30 - 10:45

Break

*Jan Myers*

10:45 - 11:45

Business Meeting  
B369 Rayburn

11:45 - 12:00

Break

12:00 - 1:30

Congressional Reception  
The Gold Room  
2168 Rayburn



TO: Senator Dole  
FR: Kerry

RE: Women in Government Relations  
Tuesday, March 31

\*You will speak to about 100 people attending the meeting of Women in Government Relations. About 90% of the audience will be women. You will be introduced by Congresswoman Jan Meyers

\*Women in Government Relations is an organization comprised of women and men who represent corporations, trade associations, public interest groups and federal and state governments.

\*Nick Calio will be delivering the "keynote address" of the half day workshop before your remarks.

\*They have asked for 5-10 minutes of remarks of your choice, and then Q&A.

\*Attached talking points contain some new material about the state of affairs on Capitol Hill.

*O.K.  
in audience  
by [unclear]*

**SENATOR BOB DOLE**  
**TALKING POINTS**  
**WOMEN IN GOVERNMENT**  
**RELATIONS**  
**TUESDAY, MARCH 31, 1992**

**\*THANK YOU, JAN FOR THAT  
INTRODUCTION. YOU GAVE IT  
JUST THE WAY I WROTE IT.**

**\*I CONSIDER MYSELF  
SOMETHING OF AN EXPERT IN**



**THE CATEGORY OF WOMEN IN  
GOVERNMENT RELATIONS. NOT  
ONLY AM I MARRIED TO  
SOMEONE WHO SPENT 25 YEARS  
IN GOVERNMENT SERVICE, BUT I  
ALSO HAVE THE PRIVILEGE OF  
REPRESENTING KANSAS WITH  
BOTH CONGRESSWOMAN  
MEYERS AND SENATOR  
KASSEBAUM.**

**\*I ALSO WANT TO RECOGNIZE  
YOUR PRESIDENT, MILLICENT  
GORHAM. AS YOU KNOW,  
MILLICENT IS WITH THE  
NATIONAL RURAL HEALTH  
ASSOCIATION, AND RURAL  
HEALTH IS AN ISSUE CLOSE TO  
MY HEART.**

**\*I DO WANT TO THANK  
MILLICENT AND ALL OF YOU FOR**



**INVITING ME HERE TODAY.**

**WHAT WITH THE REPUTATION OF**

**CONGRESS THESE DAYS, I'M**

**GLAD TO BE INVITED**

**ANYWHERE.**

**\*YOUR THEME FOR THIS  
CONFERENCE--"THE CHALLENGE  
OF CHANGE."--IS CERTAINLY  
VERY FITTING, BECAUSE  
EVERYWHERE YOU LOOK IN THE**

**WORLD TODAY, YOU SEE  
CHANGE.**

**\*I'D LIKE TO SPEND A FEW  
MINUTES TODAY TALKING  
ABOUT SOME OF THOSE  
CHANGES, THEN I'D BE HAPPY  
TO TAKE YOUR QUESTIONS.**

**\*THE FIRST CHANGES THAT  
COME TO MIND ARE THOSE  
OCCURRING IN THE FORMER**



**SOVIET UNION.**

**\*PRESIDENT BUSH IS GOING  
TO ANNOUNCE A NEW AIDE  
PLAN THIS WEEK, AND I THINK  
IT'S VERY IMPORTANT FOR THIS  
PLAN TO HAVE BI-PARTISAN  
SUPPORT.**

**\*WITH OUR RECESSION, IT'S  
TOUGH TO ADVOCATE SPENDING  
SOME MONEY HALF-WAY**

**ACROSS THE GLOBE, BUT IN MY  
MIND IT'S THE VISIONARY THING  
TO DO...AND IT'S THE RIGHT  
THING TO DO.**

**\*STILL, WITH ALL THE  
CHANGES HAPPENING AROUND  
THE WORLD TODAY, THE ONE  
THAT SEEMS TO BE ON THE  
MINDS OF MOST AMERICANS IS  
CHANGING THEIR**

# **REPRESENTATIVES IN WASHINGTON, D.C.**

**\*NEARLY SIXTY YEARS AGO,  
WILL ROGERS WROTE, "THIS  
COUNTRY HAS COME TO FEEL  
THE SAME WHEN CONGRESS IS  
IN SESSION AS WE DO WHEN A  
BABY GETS HOLD OF A  
HAMMER. IT'S JUST A QUESTION  
OF HOW MUCH DAMAGE HE CAN**



**DO BEFORE WE TAKE IT AWAY  
FROM HIM."**

**\*IF THIS MONTH'S POLLS  
OFFER ANY INDICATION, COME  
NOVEMBER, A LOT OF  
CONGRESSMEN MAY HAVE  
THEIR HAMMERS TAKEN AWAY.**

**\*AND THAT MAY BE FOR THE  
PUBLIC GOOD. THIS MORNING,  
YOU HEARD NICK CALIO TALK**

**ABOUT THE PRESIDENT'S  
AGENDA. AND DESPITE WHAT  
THE MEDIA SAYS, HE DOES HAVE  
AN AGENDA. IT'S JUST NOT THE  
AGENDA OF THE DEMOCRAT  
LEADERSHIP IN CONGRESS.**

**\*I DON'T KNOW WHAT YOUR  
PARTISAN PREFERENCES ARE...I  
SUSPECT THERE'S PROBABLY  
SOME DEMOCRATS, SOME**

REPUBLICANS, AND SOME WHO  
ARE FED UP WITH BOTH. BUT I  
AM THE SENATE REPUBLICAN  
LEADER...IT'S MY JOB TO  
ADVANCE THE PRESIDENT'S  
AGENDA...AND LET ME GIVE YOU  
A LITTLE EXAMPLE OF ALL I'VE  
TRIED TO ADVANCE.

\*OVER 1,100 DAYS AGO, THE  
PRESIDENT ASKED FOR



**LEGISLATION WHICH WOULD  
BRING HOPE AND JOBS TO OUR  
INNER-CITIES BY CREATING  
ENTERPRISE ZONES.**

**\*OVER 1,100 DAYS AGO, HE  
ASKED FOR A CAPITAL GAINS  
TAX CUT, WHICH WOULD  
CREATE JOBS WHILE  
INCREASING INVESTMENTS.**

**\*OVER 1,100 DAYS AGO, HE**

**ASKED CONGRESS TO IMPROVE  
AMERICA'S COMPETITIVENESS  
IN OUR COMPLEX WORLD  
MARKET BY MAKING THE  
RESEARCH AND DEVELOPMENT  
TAX CREDIT PERMANENT.**

**\*OVER 1,000 DAYS AGO, HE  
ASKED CONGRESS TO PUT  
THEMSELVES IN THE CORNER  
OF LAW-ABIDING CITIZENS IN**

**THE FIGHT AGAINST CRIME. HE  
ASKED FOR A TOUGH-  
ENFORCEABLE DEATH PENALTY,  
AND AN END TO THE LEGAL  
SHENANIGANS BY WAY  
CRIMINALS CAN ESCAPE  
CONVICTION OR ENDLESSLY  
DELAY THEIR SENTENCING.**

**\*OVER 750 DAYS AGO, HE  
ASKED CONGRESS TO PUT THE**



**DREAM OF HOME OWNERSHIP  
WITHIN THE REACH OF MORE  
FAMILIES BY PROVIDING FOR  
PENALTY FREE WITHDRAWAL IF  
IRA'S TO FIRST TIME HOME  
BUYERS.**

**\*OVER 750 DAYS AGO, HE  
ASKED CONGRESS TO REFORM  
OUR OUTDATED PRODUCT  
LIABILITY SYSTEM, WHICH HAS**

**CREATED A BONANZA FOR  
LAWYERS, AND AN EXPENSIVE  
NIGHTMARE FOR BUSINESSES.**

**\*OVER A YEAR AGO, HE  
ASKED CONGRESS FOR A NEW  
NATIONAL ENERGY STRATEGY  
TO HELP BREAK OUR  
DEPENDENCE ON FOREIGN  
SOURCES.**

**\*OVER A YEAR AGO, HE SENT  
TO CONGRESS WHAT WAS  
HAILED BY MANY EXPERTS AS  
THE MOST FAR-SIGHTED AND  
FAR-REACHING REFORM OF OUR  
EDUCATION SYSTEM EVER  
PROPOSED.**

**\*IN EACH AND EVERY  
INSTANCE, CONGRESS HAS  
REJECTED THESE PROPOSALS.**



**FEW OF THEM WERE EVEN  
ALLOWED THE COURTESY OF A  
VOTE...MOST WERE JUST  
DISPATCHED TO A COMMITTEE  
AND WERE NEVER HEARD OF  
AGAIN.**

**\*AND IN SOME INSTANCES,  
CONGRESS PASSED  
LEGISLATION THAT WAS WORSE-  
LAST WEEK'S SO-CALLED**

**ECONOMIC GROWTH BILL, FOR  
INSTANCE.**

**\*MY POINT HERE IS NOT TO  
SAY THAT THE REPUBLICANS  
ARE ALWAYS RIGHT OR THE  
DEMOCRATS ARE ALWAYS  
WRONG...IT'S JUST TO SAY THAT  
THE DEMOCRAT'S CHARGE THAT  
THE PRESIDENT DOESN'T HAVE  
AN AGENDA DOESN'T HOLD**

**WATER. HE HAS AN AGENDA.**

**THE DEMOCRATS HAVE A**

**DIFFERENT AGENDA.**

**\*SOME HAVE CALLED WHAT  
WE HAVE HAD FOR THE PAST  
TWELVE YEARS--THE WHITE  
HOUSE CONTROLLED BY ONE  
PARTY, AND AT LEAST ONE  
HOUSE OF CONGRESS  
CONTROLLED BY THE OTHER--AS**



**GOVERNMENT BY PARALYSIS.**

**\*AND THEY'RE NOT FAR OFF  
THE MARK. I THINK THAT CAN  
BE SEEN IN THE RASH OF  
RETIREMENTS THIS YEAR,  
INCLUDING THAT OF MY  
COLLEAGUE SENATOR RUDMAN.  
THERE IS A VERY STRONG  
FRUSTRATION FACTOR ON  
CAPITOL HILL.**

**\*BUT THE VOTERS HAVE IT IN  
THEIR POWER TO CHANGE THAT  
THIS NOVEMBER. THEY CAN  
EITHER ELECT A DEMOCRAT  
PRESIDENT AND RETAIN  
DEMOCRAT CONTROL IN THE  
HOUSE AND SENATE, OR THEY  
CAN RE-ELECT PRESIDENT BUSH  
AND GIVE CONGRESSIONAL  
CONTROL TO THE REPUBLICANS.**

**\*OF COURSE, I HAVE MY OWN  
IDEAS ABOUT WHICH ONE IS  
BETTER, AND ABOUT WHAT  
HAPPENED THE LAST TIME THE  
DEMOCRATS CONTROLLED  
BOTH BRANCHES, BUT I WON'T  
GO INTO THAT.**

**\*I WILL SAY, HOWEVER, THAT  
IF VOTERS DO GIVE ONE PARTY  
CONTROL OF BOTH THE**



**EXECUTIVE AND LEGISLATIVE  
BRANCHES, THEN THEY WILL  
TRULY KNOW WHO TO BLAME IF  
THINGS GO WRONG, OR WHO TO  
PRAISE, IF THINGS GO RIGHT.**

**\*CURRENTLY, WHEN THE  
BLAME IS PARCELED OUT FOR  
THE DEFICIT, THE S&L CRISIS,  
AND SO ON, EVERYONE POINTS  
TO SOMEONE ELSE.**

**\*ANOTHER WAY WE CAN  
BRING ABOUT CHANGE IN  
WASHINGTON IS TO CHANGE  
OUR CAMPAIGN FINANCE LAWS.**

**\*THE DEMOCRATS,  
UNFORTUNATELY, SEEM TO BE  
FOR THE STATUS QUO. THEY  
WANT TO LIMIT THE AMOUNT  
WHICH CONGRESSIONAL**

**CANDIDATES CAN SPEND IN AN  
ELECTION--THEREBY ENSURING  
THAT CHALLENGERS CAN NEVER  
BEEN INCUMBENTS. AND THEY  
WANT THE BILL FOR  
CONGRESSIONAL CAMPAIGNS  
TO TAXPAYERS.**

**\*PRESIDENT BUSH AND THE  
REPUBLICANS WANT TO BRING  
ABOUT CHANGE BY PLACING**



**STRICT LIMITS ON POLITICAL  
ACTION COMMITTEES, WHICH  
GIVE OVERWHELMINGLY TO  
INCUMBENTS.**

**\*THAT SAID, I'LL BE HAPPY TO  
ANSWER ANY QUESTIONS.**

# SPEAK

## Women in Government Relations, Inc.

1325 Massachusetts Avenue, N.W.  
Suite 510  
Washington, D.C. 20005-4171

202/347-5432  
202/347-5434 Facsimile

### OFFICERS

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National Rural Health  
Association

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141 Senate Hart Office Building  
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*Millicent Gorham*  
Millicent Gorham  
President

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1-27-92 letter of support from Jan Meyers + reply attached

attached: letter of support from  
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Room 2168

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Suite 310  
20006  
Tobiasen



01.

if no conflict -

9:AM



# SPEAK

## Congress of the United States House of Representatives

Washington, DC 20515-1603

January 17, 1992

Tuesday, March 3  
SMALL BUSINESS COMMITTEE  
RANKING REPUBLICAN, SUBCOMMITTEE:  
REGULATION, BUSINESS OPPORTUNITIES, AND ENERGY  
FOREIGN AFFAIRS COMMITTEE  
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EUROPE AND THE MIDDLE EAST  
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REPUBLICAN POLICY COMMITTEE

JAN MEYERS  
3D DISTRICT, KANSAS  
WASHINGTON OFFICE:  
1230 LONGWORTH HOUSE OFFICE BUILDING  
(202) 225-2865  
DISTRICT OFFICE:  
204 FEDERAL BUILDING  
KANSAS CITY, KS 66101  
(913) 621-0832  
DISTRICT OFFICE:  
7133 WEST 95TH STREET  
SUITE 217  
OVERLAND PARK, KS 66212  
(913) 383-2013

2168 Rayburn HOB

The Honorable Bob Dole  
Senate Republican Leader  
S-230, U.S. Capitol  
Washington, D.C. 20510

Dear Bob:

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Bob, I know there just aren't enough hours in the day to honor all the speaking requests you receive. However, I hope you can find the time to share your thoughts with WGR on March 31, 1992.

→ Thanks for your consideration in this matter, Bob. Hope this letter finds you feeling fine and well on the way to a complete recovery. ←

Sincerely,

*Jan*  
Jan Meyers  
Member of Congress

JM/jl

**SCHEDULE**  
**WGR 16th Annual Meeting**  
**March 31st, 1991**  
**"The Challenge of Change"**

8:00 - 8:30	Breakfast The Gold Room 2168 Rayburn
8:30 - 9:15	Keynote Address
9:15 - 9:30	Distinguished WGR Member Award
9:30 - 10:30	Panel: "Domestic Issues and the Economy"
10:30 - 10:45	Break
10:45 - 11:45	Business Meeting B369 Rayburn
11:45 - 12:00	Break
12:00 - 1:30	Congressional Reception The Gold Room 2168 Rayburn



# ON THE RECORD

Vol. 15 No. 2 September/October 1991

## ASSISTANT HHS SECRETARY KELMAR ADDRESSES SEPTEMBER MONTHLY LUNCHEON

—Millicent Gorham  
National Rural Health Association

HHS Assistant Secretary for Legislation, Steven B. Kelmar presented an overview of the Department of Health and Human Services priorities for this Fall. Kelmar stated that the HIV health care workers guidelines are a part of the debate on the Labor-HHS-Education Appropriations bill now pending before the full Senate. The amendments to the bill would mandate mandatory testing of health care workers and would permit criminal prosecution of health care providers who perform invasive procedures without

informing patients that they have tested positive for the HIV virus.

Women's health care is another major agenda item for the Department. There are more funds in the FY 1992 budget for women's health, \$90 million for breast cancer, \$23 million for cervical cancer, \$633 million for disease relating to women and \$200 million for the five year study on diseases that are unique to women.

### ***Women's health care is another major agenda item for the Department.***

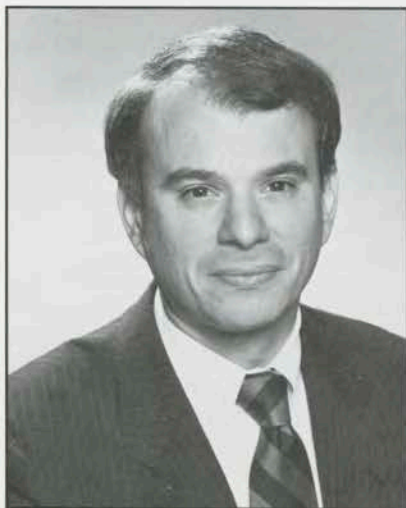
Kelmar also highlighted the President's accomplishments of appointing women to senior levels in health policy, Surgeon General Antonio Novello, Health Care Financing Administrator Gail Wilensky, and NIH Director Bernadine Healy.

In addressing Medicare Physician Fee Schedule, Kelmar stated that HCFA will readjust the fee schedule, eliminating the "transition offset" proposal that would have reduced fees by \$6.9 billion over the next five years. However, HCFA is committed to including the "behavioral offset."

Acknowledging that DHHS is very close to having a national health reform bill, Kelmar stated commu-

nity health centers and the National Health Service Corps will be a part of the debate on national health reform.

Other issues addressed were FDA enforcement policy, CLIA, Medicare hospital capital reimbursement, Medicaid donations, the Self-Determination Act, health professions and nurse education, medical liability and the foster care system. ■



Steven B. Kelmar

### **INSIDE THIS ISSUE:**

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**Personal/Professional  
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## PRESIDENT'S MESSAGE

—Millicent Gorham

One of the highlights and honor of the Presidency of WGR is to attend the Annual Meeting of the Business-Government Relations Council (BGRC). BGRC is comprised of one hundred of the heads of Washington offices of Fortune 500 corporations. This year, the 25th Annual Meeting was held in Colonial Williamsburg, with over 200 members of BGRC and special invited guests in attendance. The meeting was chaired by the new BGRC President, Sidney G. Hawkes, Vice President of Washington Affairs, The Mead Corporation. The meeting afforded me an opportunity to network with professional colleagues and friends and meet and establish new friendships.

The program was a stellar one, bringing together an amazing collection of provocative speakers with wonderful insight into the world of government relations. An entertaining historical perspective on "lobbying" gave us a view of how our "forefathers" lobbied the Congress. A diverse panel of business, journalistic, and government relations professionals, including Representatives Mickey Edwards, launched into a pragmatic discussion of everyday politics and our democratic system. Handling a crisis situations, whether it is encroaching foreign investment or

*The WGR Board of Directors meets on the third Friday of each month. Members are encouraged to observe the meetings which are held at 12 Noon at EDS, 1331 Pennsylvania Avenue, N.W.,*

*Suite 1300 North.*

*If you plan to attend, please notify Sandy Cook at 637-6700. Minutes of the Board meetings are available to members and may be requested through the Secretary.*



natural disaster, was the emphasis of another session. And, finally, a lively session on international government affairs shed light on how U.S. corporations are lobbying abroad to maintain their competitive edge in global markets and how foreign corporations are wielding power here in the United States.

At one evening reception, a special invited guest asked me how many of the women in attendance were there in their own right. What a privilege and pleasure it was for me to point out to her the women, who I might add are also members of WGR, who are heads of Washington offices: WGR Founder Gerrie Bjornson, (The BF Goodrich Company) Past President Paulette C. Pidcock, (Baltimore Gas and Electric Company), WGR members Jeanne K. Connelly (Champion International Corporation), Betty Hudson Bowers (Fluor Corporation), Rae Forker Evans (Hallmark Cards, Inc.). Moreover, I let her know of two

other special invited guests who come with impressive credentials, one a director and another a vice president of offices of government affairs, Isabel Hyde Jasinowski (Goodyear Tire and Rubber Company) and Terrie Dort (Rowland and Sellery). WGR was well represented at BGRC.

While attending the BGRC meeting, if I ever needed public relations emissaries, I found them in BGRC members John Castellani of TRW and Randy Aires of Sears, who have been tremendously supportive of WGR. From TRW have come two distinguished members, Laramie McNamara and Shirley Hales and a past WGR president Shirley Hales; and from Sears, past WGR president Brenda Girton, (now with the American Association of Counseling and Development).

WGR is most grateful for three other BGRC members who have served with the WGR LEADER Foundation Board, Emmett W. Hines, of Armstrong World Industries, Inc.; Kenneth Y. Millian of W.R. Grace and Company; and, Michael Monroney of Citizens for a Sound Economy. They were all ambassadors for WGR and the WGR LEADER Foundation during the weekend in Williamsburg.

Believe me when I tell you that WGR is widely recognized among the members of BGRC and in Washington on the whole. Your vast network of friends, colleagues and supporters has afforded WGR tremendous good public relations. Thanks to all of you for your continued good work as ambassadors of good will for WGR in the government relations community. ■

## ELECTION WATCH

IT'S TIME TO START THINKING ABOUT WGR ELECTIONS FOR THE 1992-93 CALENDAR YEAR. WATCH FOR DECLARATION FORMS AND INFORMATION IN OCTOBER MONTHLY MAILING. FOR FURTHER INFORMATION, CONTACT LYNN HOLMES, BELLSOUTH CORPORATION, ELECTION COMMITTEE CHAIR, (202) 463-4164.

## LEADER NOTES

—Peggy Roth Murray, Chair  
PR Murray



The WGR LEADER Foundation is very honored to have been selected by Coro as the new home for its Women in LEADERSHIP program. The program importantly will also be offered through the curriculum of the WGR/GRI. I will devote the majority of this issue's LEADER Notes to the mission and goals of this program and Coro because we are convinced they bring a substantive and tremendously worthwhile addition to the Foundation's agenda.

### What is Coro?

Coro, founded in 1942, is a non-profit, non-partisan educational institute that conducts training programs in public affairs. As a highly regarded organization, Coro offers a variety of programs to train leaders to effect community change, and to prepare participants for public service. Coro has regional centers in Los Angeles, San Francisco, New York, and St. Louis, and it is currently establishing a similar presence in Washington, D.C.

Coro programs are different from other leadership training programs because they identify and select talented and able people who want to participate in the public sector. Through internships and assignments, all Coro programs provide firsthand experience in government, business, labor, media, political and community affairs. In fact, a cornerstone to the Coro training methodology is the

requirement for participants to discover and understand the interworkings of these sectors of society.

Currently Coro hosts an array of training programs for students and adults of all ages and backgrounds. Some of these include the Coro Fellows Program, a full-time, ten-month graduate-level program. Each year 48 fellows, recruited nationally, train in classes of 12 at each Coro Center. Due to a grant from the Henry Jackson Foundation, select Coro Fellows conclude this training by spending an additional month's internship in the nation's capital.

Coro can claim many well-known public and private sector leaders to its list of supporters and alumni including former Coro Fellows Reps. Vic Fazio (D-CA) and Jerry Lewis (R-CA).

### What is the Women in LEADERSHIP Program?

Several years ago the Junior League ran the Women in Leadership program for Coro in Washington. At that time, however, the program focused primarily on leadership training for community service.

Under the LEADER Foundation, the program will target change through public policy. While issues may be addressed which have their beginnings at the local level, primary leadership training will be around the national legislative and regulatory environment. Grassroots activism will also be explored for the very important role it plays.

The four-month program will begin in October 1992 and extend through February 1993. Selection of 24 participants will occur in July 1992 following a several month-long recruitment process. As is the case with all Coro programs, the selection process is a critical one as only those who are able and have a significant interest in the program are asked to participate.

In October, the group begins its formal training with an orientation weekend during which Coro

methodology and educational techniques are reviewed and discussed by the group. A Coro trainer is assigned the group and is its leader throughout the program. This orientation is followed by a full-time five-day "Blitz Week" during which small groups explore a defined community to identify and understand the interaction of the core sectors: government, business, labor, media, politics, and community. At the end of each day the full group meets to review what has been learned.

After establishing this base knowledge, the participants select four to six projects to work on over the next three to four months. The group will be given certain categories of public policy, but will select a specific problem or issue. Throughout this project period the group meets together with their trainer at least one time each month to review progress.

Our goal is that the projects will result in a tangible work document — a paper, a video, a constructive activity — with implications for an industry or group of individuals. The project results will be offered as substantive contributions to public policy and given to appropriate organizations, members of Congress or others for their information and use.

The goals and mission of Coro are uniquely similar to those of the LEADER Foundation and the WGR/GRI. While the LEADER Foundation can provide a sound and secure home to Women in LEADERSHIP with a receptive audience in the members of WGR, Coro brings national exposure and recognition to the LEADER Foundation.

We hope that all WGR members will think about the rewards and value of becoming one of the twenty-four to be in the WGR LEADER Foundation Women in LEADERSHIP Class of 1993. If you are interested in the program and would like an application and further materials, please contact me at (703)548-1208. ■



## MID-CAREER FELLOWSHIP APPLICATIONS AVAILABLE

Applications are currently available for the WGR LEADER Foundation's Mid-Career Fellowship. The fellowship program enables women who have already demonstrated significant career achievements in business or government relations to pursue advanced training through certificate or degree programs.

The program is geared towards equipping women who have shown that they have a special potential to excel with the additional skills and education necessary to achieve their long-term career objectives. Over \$50,000 in scholarships has

been awarded since the program was introduced in 1986.

To qualify for the Mid-Career Fellowship program, candidates need not be WGR members. However, candidates must demonstrate a record of distinguished achievement in the fields of business or government. They must have at least five years of full-time work experience and must articulate clear goals and objectives that will arise from their additional training. The evaluation committee chooses from among the candidates based on background, experience, and leadership potential. Once chosen, fellowship recipients

must verify matriculation.

Applications for the spring semester are due November 11. Interested applicants should contact:

Susan Aaronson  
The Brookings Institution  
(202) 797-6000, ext. 4019

Michele Isele  
Citizens for a Sound Economy  
(202) 488-8200

Janet Boyd  
Akin, Gump, Hauer & Feld  
(202) 887-4068 ■

## A ROUND OF APPLAUSE FOR COPIES NOW

—The Editors

The editors wish to highlight the success and contribution of Jane and Ed Rogers, owners of Copies Now, the duplicating and business services company which has been producing the WGR Monthly Mailing for nearly a year. The Rogers have been strong supporters of the WGR LEADER Foundation, contributing annually to the spring Auction. They have taken charge of the Monthly Mailing and ensure its quality and timely delivery. We salute Copies Now and the success Jane and Ed have brought to it.

Recently, Jane and Ed sent a note of thanks to WGR and the LEADER Foundation for the assistance provided as they got their business off the ground in Washington. Following is an article they shared with us from *Success* magazine. As you will see, the Rogers' Copies Now was honored at the systems' recent national convention in Toronto as the most successful operators in the Copies Now network.

Jane and Ed would be delighted to hear from you and assist with any

business communications need. They can be reached at (202)429-2536. Please identify yourself as a WGR member and receive a 20 percent discount on your first job.

*Ed and Jane Rogers thrive on competition. Where there's tight competition, there's lots of business - as long as you're the most ravenous beast in the jungle!*

*Located within one block of three direct competitors and thousands of copying machines in Washington, D.C., the Rogerses work like dogs to keep their Copies Now franchise on top.*

*Jane does the cold calling. She canvasses nearby office buildings, leaving gifts of Post-it pads or stationery at each business. "And by the way," she asks the receptionist, "who's the person in charge of your outside copying?"*

*Next, she calls for an appointment. For every objection, she has a retort. "Oh, you already have a printer. Do you have a backup printer in case your number one can't do the job?" Of course they don't. Jane gets an appointment almost every time.*

*In her presentation, Jane probes the*

*prospect for hidden needs. "What would make you switch vendors?" she asks. "How do you rank price, turnaround, and quality in order of importance?"*

*After the meeting, Jane prints up 50 sheets of personalized stationery and sends it to the prospect. Once the paper is used up, guess who they call for more?*

*Ed stands by at the office waiting for the calls to come in. He's a service maniac. As soon as the prospects call, they're hooked. The Rogerses will do anything. Although their primary business is volume photocopying jobs, they'll take any sort of work, from signs and color brochures to laminations-farming them out to better-equipped shops when necessary. Anything to get the prospect involved.*

*The Rogerses aggressive tactics are expected to bring in \$1.6 million in sales this year, making the Rogerses number one in their chain.*

*"The competition keeps us sharp," says Ed Rogers.*

Reprinted with permission, *Success* October 1991. ■

## WHAT WGR CAN DO FOR YOU: COMPREHENSIVE PR PLAN SETS PRIORITIES

—Karen Howard  
The Jefferson Group

In September, the WGR Board of Directors approved several motions to enact parts of a comprehensive public relations plan for WGR. Two of the goals of this plan are aimed at increasing your involvement as a WGR member. Goal I: Significantly improve membership participation. Goal II: Provide superior service to membership.

*Being involved in WGR is a rewarding, albeit time consuming opportunity.*

As we developed strategies to reach these goals we were continually forced to answer one question. How can we communicate the value of member participation to our membership and the offices that sponsor them? We concluded that the most valuable public relations technique for this effort is marketing. Effectively marketing your events will result in increased attendance and public relations. We are currently developing programs and materials to assist you in that effort. More importantly, successful promotion of your successes and involvement in WGR can enhance your professional stature among your peers, colleagues and bosses. It will also elevate recognition of your company or association's issues and goals, and isn't that our ultimate objective?

As government relations professionals most of us spend

our time untangling complicated issues and advocating for specific actions on Capitol Hill and in the Agencies. We "market" our issues, companies and associations to people who make a difference using the tools of our trade. One of your most effective, and often underutilized, tools is WGR.

Being involved in WGR is a rewarding, albeit time consuming opportunity. WGR provides us opportunities to enhance our professional growth, enables us to network extensively with each other and key Congressional decision makers, and allows us to explore new areas of interest and expand our talents. But, being actively involved is not an easy job.

When I recruit volunteers to work on a project I hear the same thing over and over. "My workload has increased significantly...I don't have the time." "My responsibilities have grown...I don't have the time." For a long time, I considered the time I spent on WGR a luxury. Now I realize WGR not only helps me as a person, it also helps my company. Because my firm realizes a benefit from my contribution to WGR, I have time to dedicate to the Board and Committees I work with.

Not everyone has the time to serve as a Co-chair or run for office. We are very busy people. However, before you say "no, I don't have the time," consider the opportunity you may be missing. A chance to sit at a lunch with a key Committee Chair or ask a WGR colleague to help you arrange a critical meeting with his/her boss may be the least of what you miss. ■

## MARK YOUR CALENDAR

WEDNESDAY,  
DECEMBER 4,  
1991

## LOCATION TBA

WGR will host our annual Holiday Luncheon honoring Public Sector members within our ranks and the community at-large. Public service is a profession which often goes under recognized and appreciated. This is an ideal time for giving a selected public sector person with whom you work a special "thank you" invitation to be your guest on this festive occasion. A surprise speaker will join us, and a worthwhile charity will be the recipient of WGR's kindness at this event. Further details to follow. Please plan to be there.



## ADULT AND VOCATIONAL EDUCATION FOCUSING ON OUTCOMES

—Beth Keifer,  
Career College Association

Betsy Brand, Assistant Secretary of the Office of Adult and Vocational Education, U.S. Department of Education was the guest speaker at a WGR Education Task Force brown bag luncheon on Friday, September 27, 1991. Participating in the roundtable discussion were representatives from businesses, trade associations, and both the D.C. and Fairfax, VA divisions of adult and vocational education.

Brand highlighted some of the major changes to the Carl Perkins Vocational Education Act or Perkins II, noting that the program is more focused on outcomes than previously. She commented that there are fifty-three state plans expected and only twenty-eight have been approved so far. The reason that many of the plans have not been approved is that the new statute requires states to explain how they will serve the disabled

and to prepare a needs assessment. Brand also reported that the oversight mechanisms embodied in the revised statute will ensure greater accountability and quality. According to Brand, the proposed regulations are expected to be released for public comment soon.

When asked to comment on the Tech-Prep, or two plus two portion of the law, Brand responded that the Department is making headway by actively involving business and industry to assess and incorporate their needs. She stated further that the Department is in the process of developing a set of outcomes or performance standards to assess the value-added by the educational experience. Brand emphasized the need for business and industry to work together to establish educational models, systems and curriculum that combine the necessary technical skills with traditional education to

ensure this nation's ability to compete in the world marketplace.

In addition, Brand addressed the workplace literacy and remediation needs of this nation. She mentioned that the Department is exploring activities in this area and in vocational education with other countries with the intent of possibly developing internationally accepted skills standards. Brand mentioned that this work with the European Communities is in the very preliminary stages.

Finally, Brand shared with the group the Department's plans to develop a cooperative model of education, combining school and work. She remarked that this activity, in particular, is forcing this nation to focus on and develop an entirely new curriculum and method for training educators to coordinate skills and traditional education in a single program.

Betsy Brand and her staff bring a creative approach to meeting the educational and training needs of this nation and are committed to meeting the demands of a lifetime education called for in the Administration's America 2000 initiative. ■

## WGR HOSTS AN EVENING ON THE HILL

—Elaine Acevedo  
Florists' Transworld  
Delivery Association

Twelve members of Congress joined eighty Women in Government Relations members and guests for dinner on September 25 at the Congressional Relations Committee's Evening of Dinners with Members of Congress. The Evening presented a chance for Members of Congress and WGR members to get to know each other informally. There were no speeches so that there would be plenty of opportunity for conversation.

The dinner was held at La Colline restaurant and each of ten tables was hosted by a WGR member who had invited a member of Congress to join the WGR members for the sit down dinner. The WGR Table hosts and their guests were as follows: Elaine Acevedo hosted Rep. Duke Cunningham (R-CA), Cynthia Anderson hosted Rep. Ed Markey (D-MA), Sandy Cook hosted Rep. Albert Bustamante (D-TX), Melissa Carey hosted Rep. Louise Slaughter (D-NY), Sara Glenn hosted Rep. Nancy Johnson, Millicent Gorham and Gloria

Dittus hosted Rep. Jim Scheuer (D-NY), Amy Hammer hosted Rep. Martin Frost (D-TX), Sharon Hughes hosted Rep. Tom Lewis (R-FL), and Mary Tavenner hosted Rep. Sherry Boehlert (R-NY). Also attending the dinner for part of the evening were Ed Towns (D-NY) and Nick Joe Rahall (D-WV).

All ninety attendees were presented with a bouquet of Colorado grown flowers to take home, donated by Florists' Transworld Delivery Association. The table decorations were donated by the Society of American Florists. ■

## NOMINEES SOUGHT FOR WGR'S DISTINGUISHED MEMBER AWARD

—Shirley Hales, TRW  
Past WGR President & 1990  
Distinguished Member

Annually, WGR members are asked to nominate candidates for WGR's highest honor — The WGR Distinguished Member Award. The Award is presented to the WGR member who has demonstrated outstanding, on-going service to the organization during their membership. In addition to continuous service, the award recognizes the member's initiative, innovation, dedication to WGR's goals, and leadership skills. With the exception of previous recipients and the current president, all WGR members are eligible to receive it. The selection process is rigorous. Each nominee is asked to supply detailed information about their experience and contributions to WGR. Candidates are then evaluated on a pre-determined, standardized point system.

Since the award was first conveyed in 1977, fourteen WGR members have been selected to receive this prestigious distinction. Some of these women were asked what the award means to them and WGR:

The 1987 awardee, Betsy Younkens of the American Petroleum Institute, says, "While the award is given only to one person every year, it represents a thank you to everyone who has put in their energy and efforts to make WGR what it is. It is an important reminder that our work is appreciated by our peers."

Lis Hanlin, a past WGR President, and 1986 award winner, believes the award serves as a reminder of what makes WGR the outstanding organization it is. She remarks, "While all of us together make WGR strong, honoring a Distinguished Member helps remind us

that WGR is important and vibrant because of individual efforts. It's a special time I think. Peers salute one member who represents WGR's best and we all have an opportunity to reflect on WGR's success and renew our own commitment."

When you get the nomination form in the monthly mailing, take a few minutes to nominate one or more WGR members who you feel deserve this special recognition. The deadline for nominations is December 2, 1991. The honoree will be announced at WGR's March 1992 Annual Meeting.

Being nominated is also an honor and is a special way to show appreciation to our members who have given so much to WGR for so long. Carolyn Herr Watts, National Rural Electric Cooperative Association, who attained this recognition in 1985, puts it this way, "To be honored by receiving this award makes all those phone calls, frustrations, late nights, etc., etc., very worthwhile. ■

### WGR Distinguished Members

1977 Linda Mills  
1978 Kathleen Buck  
1979 Susan Fridy  
1980 Dorothy Gevinson  
1981 Laramie McNamara  
1982 Julie Archuleta  
1983 Julie McCahill  
1984 Paulette Pidcock  
1985 Carolyn Herr Watts  
1986 Elisabeth Hanlin  
1987 Betsy Younkens  
1988 Tuckie Bartlett  
1989 Sally Patterson  
1990 Shirley Hales

## NEWSFLASH

### Professional

**Mary Beth Bloomberg** has joined The Public Relations/Public Affairs Firm of Burson-Marsteller as Senior Vice President. Ms. Bloomberg has extensive public affairs experience, having served in senior positions for Reese Communications Companies, U.S. Secretary of Health and Human Services Margaret Heckler, the White House Conference on Aging and U.S. Senator Paula Hawkins (R-Florida).

WGR Member **Maureen A. Healey**, Assistant Director, Federal Affairs for Environment and Transportation, The Society of the Plastics Industry, Inc. will be the next President of the Women's Council on Energy and the Environment (WCEE).

**Karen E. Howard**, Senior Account Executive at The Jefferson Group has been promoted to director.

**Peggy Roth Murray**, formerly Vice President for Communications at the American Business Conference, has started her own public relations firm. *PR Murray* specializes in corporate, association and non-profit communications and business/education partnership development. Ms. Murray can be reached at (703) 548-1208, FAX (703) 548-0202, 1420 Prince Street, Suite 201, Alexandria, Virginia 22314.

**Donna Rae Richardson**, Director, Congressional and Agency Relations of the American Nurses Association has been appointed to the Montgomery County Commission of Women (Rockville, Md.).

### Personal

**Colet and Roger Mitchell** joyfully announce the birth of their twin daughters, Paige Georgianna (weighed 4lb, 8 oz) and Chelsey MacKenzie (weighed 4 lb, 10 oz) on April 16, 1991. It's a "Dream Come True."



8

## ON THE RECORD

### Editors:

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American Business Conference  
(202) 822-9300

Penny L. Parkin  
Dow Chemical  
(202) 429-3466  
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Taccino/Gray Design, Inc.  
(703) 548-0200

For information on newsletter subscriptions (\$35/year), extra newsletters or WGR membership, call Women in Government Relations, Inc., (202) 347-5432.

Women in Government Relations, Inc. is the leading national organization for government relations professionals, with more than 800 members in Washington, DC, and other major cities around the country.

### Publication Deadlines

**Monthly Mailing:** All information must be typewritten and sent to the Secretary by 10:00 a.m. on the 13th of the month (preceding Friday if the 13th is on a weekend). No telefaxed copies. Announcements about events must be typewritten on the new "events form." The Secretary's address is:

Julie Raffensperger  
Dutko and Associates  
412 First Street, SE, Suite 100  
Washington, D.C. 20003  
Phone: (202) 484-4884

**Newsletter:** All information for the Nov./Dec. newsletter must be received by Nov. 4. Telefaxed copies requested. Send your articles and pictures to:

Penny L. Parkin  
Dow Chemical  
1776 Eye St., NW, Suite 575  
Washington, DC 20006  
Phone: (202) 429-3466  
Telefax: (202) 429-3467



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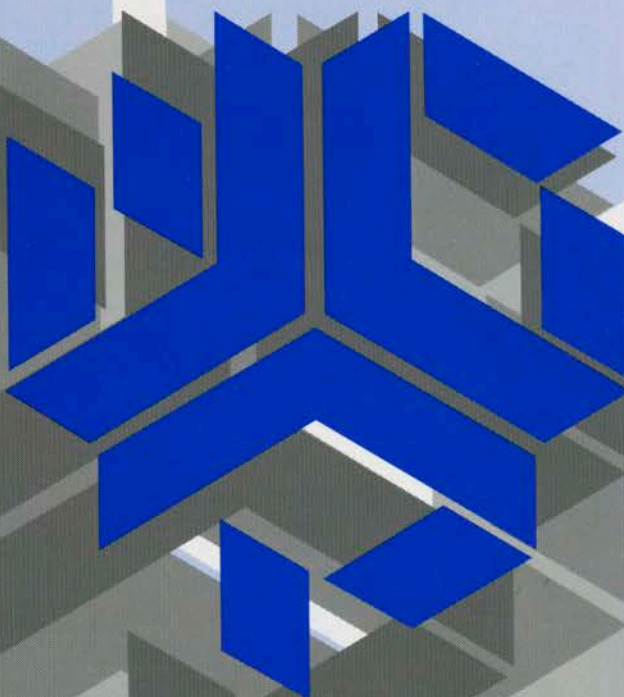
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**1990 Annual Report**



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## PRESIDENT'S MESSAGE



WGR President  
Alexandra (Sandy) Cook

The 1990 WGR association year presented a number of challenges for the WGR leadership. Our 15th year was characterized by a total change in management, progressing from an outside contract for management to the establishment of our own offices with staff. In this transfer of management, a number of office functions have been redesigned, with emphasis on providing service to WGR members and prospective members.

In this year of managerial challenges, WGR has completed an in-depth long range plan to address the needs of the organization through the next 5-10 years. We look forward to future development within the framework of the comprehensive plan that we have set forth. In looking at the future, one thing remains clear: Structured growth is a necessity. We need to be able to expand, while still offering quality programs for our members to enhance their professional skills — whether it be in speaking engagements through the Speakers Bureau or through attending seminars on specialty subject areas or in areas of professional development.

With regard to those quality programs, this year WGR offered for the first time its own certificates of completion for WGR/GRI courses. This is a prelude to total accreditation for our courses within the next few years.

This year as President of WGR, I have attempted to devote my time to improving membership services. It is essential, as we continue to grow, that we provide valuable services to those who choose to join. I feel confident that this year has made a difference in some small way to each and every member, as he/she chose to participate in some aspect of this diverse organization.

My sincere appreciation is extended to my employer, EDS Corporation, for providing to me all the resources necessary to fulfill my obligations as President. Also, my deep appreciation is extended to all co-chairs, the board and officers, for their contributions.

*Sandy Cook*

## FROM THE WGR OFFICE...



Janet Allen



Trica Pearson

1990 has been a watershed year for WGR. The decision to assume responsibility for self-management can be daunting. The foresight and care with which the leadership of WGR has approached self-management bodes well for WGR's future and reflects favorably on the quality of the membership as a whole.

I have thanks for many people:

- the Transition Management Team for their thoughtful guidance during the initial months of self management
- the Officers and Board of Directors of WGR for their continuing consideration for staff and attention to transition concerns
- the Committee and Task Force co-chairs for their understanding and willingness to work with the staff and
- the membership for their expressions of support at the most needed of times.

Your staff is proud to be a part of WGR's evolution into the pre-eminent government relations association in the country.

*Janet Allen*

## FROM THE EDITOR...



Sheila A. Consaul  
Editor

Two related improvements contributed to making the job of Annual Report Editor easier this year: advanced technology and our own administrative office. The advent of improved technology has allowed us to transfer data via computer disks rather than paper, thus saving a tremendous amount of time retyping information. Hopefully, in the years to come, we can advance even more to transferring information for the Annual Report across computer phone lines, eliminating one more step in the process. The WGR administrative office played a key role this year in producing the lists of committee and task force co-chairs and

members organizations, which alone would have taken me hours upon hours to input into the computer. My special thanks to Janet and Trica for their assistance in putting together this year's Annual Report and to all those who toil in developing computer software and hardware that will continue to make this job easier.

*Sheila A. Consaul*



## 1990 Distinguished Member



Shirley Hales

**W**GR's highest honor, the Distinguished Member Award, is presented annually to one member who has demonstrated extraordinary leadership, service to WGR, initiative and community involvement. The award is recognition of exemplary commitment to the organization and is preceded by a rigorous selection process from a field of candidates nominated by their peers.

We are proud to honor **Shirley Hales** as the 1990 Distinguished Member. Her individual record of extensive service and leadership has earned her the respect and admiration of our membership. As one member put it, "Not only has Shirley been an outstanding leader, she has been an outstanding member."

Shirley has served and lead the organization in numerous capacities since joining WGR in 1982. She has served as a member of nearly every standing committee of WGR as well as on the Board of Directors, then as Vice President and later as President of the organization. "Prior to her leadership in elected positions, Shirley served on many task forces to which she brought knowledge, enthusiasm, sustained energy and TRW resources," said her nominator.

During her tenure as President, Shirley brought the concept of "Quality: The Key to Success" to the organization. Under her leadership, WGR moved to self-management by establishing our own office and full-time staff to replace

our outside management firm. She was also a founding member of the WGR committee to form the Government Relations Institute and she continues to serve on the steering group to develop policies and move the GRI toward continuing education accreditation.

Shirley's long-term commitment to WGR is further evidenced by her dedication to the LEADER Foundation. Having served as a board member on two different occasions, Shirley has brought expertise to our efforts toward developing leadership skills for women in business and government relations. She was a founding member of the LEADER Foundation Fellowship Program, which makes financial contributions to assist women acquiring advanced degrees and other post graduate education and training.

Shirley has earned the honor of Distinguished Member and provides each of us with an example of leadership and service to which we can individually aspire.



During her term as President of WGR, Shirley Hales (TRW, Inc.) visited with many influential Washingtonians including Senator Jay Rockefeller (D-WV) (above) and Congressman Bill Lehman (D-FL) (below).



## LEADER Foundation

**I**n 1979, several WGR members came together to form a separate organization aimed at providing additional educational opportunities for women already in or aspiring to a career in government relations. They established the WGR LEADER Foundation, an acronym encompassing *Leadership, Education, Advancement, Development, Endowment and Research*.

The WGR LEADER Foundation marked its 10th anniversary in 1990 as the philanthropic arm of WGR and a 501(c)(3) charitable organization offering opportunities for leadership training for women in business and government relations. It is supported by tax-deductible contributions from individuals, corporations and organizations interested in furthering the Foundation's goals.

Projects financed by the fund focus in particular on women engaged in the field of business and government relations and are aimed at providing resources, techniques, information and training not currently available to them. Activities also emphasize enhancement of corporate management skills and requirements that are not traditionally part of government relations training. New program ideas are continually sought in an effort to meet the changing requirements of an evolving field.

In 1990, the WGR LEADER Foundation was involved in numerous activities. These include:

### Fellowship Program for Mid-Career Professionals

Since its inception in 1986, the Mid-Career Fellowship Program has provided over \$50,000 in financing to assist women in business and government relations to further their educational and professional goals. The Fellowship Program was created, and continues today, to provide opportunities to encourage women to gain a higher level of competence and professionalism, to promote access to key corporate, government and academic leaders, and to increase the number of women with influence and power in leadership positions.

Fellowship awards range from full to partial payment, and are available for spring and fall semesters of study. Recent applicants include professionals attending Wharton School of Business, University of Michigan, local law schools and public policy programs at Harvard and American Universities.

### Government Relations Institute

Please see WGR/GRI discussed in the next section.

### High School Career Seminar

While high school students in the Washington metropolitan area live near Capitol Hill, few students have the opportunity to experience first-hand the work that takes place in government

relations offices. The annual High School Career Seminar in Government Relations offers young women the chance to enhance their understanding of the government relations process and explore possible career options in the field.

Nearly 100 students, from high schools including T.C. Williams, St. Agnes, Calvin Coolidge, Gaithersburg, Oxon Hill, Roosevelt and Walt Whitman, participated in the sixth year of this two-day spring event, which draws an equal number of professionals to serve as mentors and hosts. The program included meetings with lobbyists, Members of Congress and other government relations officials who spent time with students talking about their jobs and answering questions relating to



WGR LEADER Foundation officers recently honored Fellowship recipients at a Capitol Hill reception encouraging volunteer service by its members. From left to right: Vice Chair Peggy Roth Murray (American Business Conference), 1990 Fellowship recipient Martha Hamby, Chair Pat Hill (American Paper Institute) and Secretary Michele Isele (Citizens for a Sound Economy).



their profession and the preparation needed for such a career.

### Fundraising

Fundraising remains a critical element in order for the Foundation to support a variety of educational programs. The Annual Auction was particularly successful in 1990, reaching a new level of contributions of over \$23,000. Plans are already under way for the 1991 Auction, which will be held in May.

The Foundation Board committed to an increased level of effort to encourage every WGR member to personally contribute to the Foundation. Individual contributions from WGR members were just short of \$3,000 at the end of 1990, and the Board will continue its effort into 1991 to reach the goal of \$8,000 (an average of \$10 per WGR member). In addition, efforts continue to increase the number of corporate, local business and foundation contributors.



WGR LEADER Foundation Vice Chair Peggy Roth Murray (American Business Conference) reports to WGR members on the record receipt of over \$3000 in individual contributions during the initial phase of the Foundation's LEADERSHIP 2000 fundraising drive.

### LEADER Foundation Board of Directors

Patricia K. Hill, Chair	American Paper Institute, National Forest Products Association
Peggy Roth Murray, Vice Chair	American Business Conference
Michele Isele, Secretary	Citizens for a Sound Economy
James D. McMillan, Treasurer	Exxon Corporation
Susan Aaronson	American University
Janet C. Boyd	Akin, Gump, Strauss, Hauer & Feld
Victoria Calvert Chapman	Calvert-Chapman consultant
Millicent Gorham	TRW, Inc.
Shirley Hales, WGR Liaison	National Association of Trade and Technical Schools
Elizabeth Keifer	Sears Business Centers
Diane L. Reilling	Dow Chemical U.S.A.
Vicky Suazo	

## WGR/Government Relations Institute

The creation of the WGR/Government Relations Institute (WGR/GRI) in 1988 represented a major development in the history of Women in Government Relations. It is an ongoing endeavor that provides an unprecedented opportunity for WGR and the WGR LEADER Foundation to work together toward common professional development and education goals of both organizations. Through this joint project, the unique strengths and benefits of having both a 501(c)(6) and a 501(c)(3) organization administer the WGR/GRI are realized.

In approving the concept of the WGR/GRI, the WGR Board of Directors saw the benefits it would provide to WGR members. It offers an opportunity for them to increase their level of competence and professionalism in the field of government relations by providing a forum to foster and encourage educational and professional development. It provides the structure for the outstanding educational programs offered, provides pertinent and appropriate course materials and helps stimulate a better understanding of the profession of government relations.

The contribution of the WGR/GRI to WGR members and all government relations professionals is unlimited. The WGR/GRI curriculum will continue to be fine-tuned to meet the particular needs of the changing environment of the government relations profession.

In its initial years, the WGR/GRI is and will continue to be administered by an Executive Steering Group. This group is composed of two WGR Board members and its immediate Past President and three LEADER Foundation Board members. The WGR/GRI oversees the Communications Skills, Professional Development and Career Services Committees, which provided the bulk of the 1990-91 curriculum programs. In addition, the Congressional Relations and Executive Branch Liaison Committees also jointly sponsored programs with the WGR/GRI.

The 1990-91 curriculum was announced in June with the publication and distribution of the WGR/GRI Course Curriculum flyer. The Institute offered

skills training and professional development programs in four curriculum categories: Government Relations, Communication Skills, Professional Development and Management.

During the 1989-90 curriculum year, the WGR/GRI leadership researched educational credentials for the WGR/GRI and identified continuing education units (CEU) as the most appropriate credential to be awarded by the WGR/GRI. The Institute has been considering affiliating with the International Association for Continuing Education and Training (IACET) in order to offer CEUs for its programs and has begun to establish the database necessary for administering continuing education programs. As an interim, however, the WGR/GRI is currently awarding Certificates of Completion to all participants completing courses under the 1990-91 curriculum.

A survey of the WGR membership conducted this past year confirmed the strong support of the WGR/GRI by those who are participating in its programs and benefiting from its technical and professional skills development opportunities. A majority of the respondents also felt that they would benefit either personally or professionally from receiving CEUs. According to survey results, respondents generally hold the WGR/GRI in high regard and believe the quality of its offerings ranges from "above average" to "very high" and "excellent."

### Communication Skills Committee

The Communication Skills Committee focused on developing skills in public speaking, speech writing, and testimony preparation and delivery. Workshops and seminars concentrated on giving WGR members and others an opportunity to learn basic and advanced communication skills.

In September, two of President Bush's speechwriters conducted a speechwriting workshop. The workshop presentations provided information on how the President's speeches are prepared as well as general hints on how to write a speech. Dr. Carol Simpson presented her workshop on preparing and delivering effective congressional testimony.

Presentations were videotaped and written testimony was critiqued. Communication skills and leadership will be addressed this spring.

### Professional Development Committee

The Professional Development Committee sponsored five programs under the WGR/GRI umbrella. The initial program on career transitions featured William Marumoto, an executive recruiter, and Molly Peterschmidt of the Dale Carnegie Institute. The second session concerned financial planning, aiding participants in reaching goals of financial independence. A presentation on speaking with power and presence was made by Dr. Carol Simpson, Director of the Speaking Out program at Georgetown University. In addition, there was an in-depth seminar on Managing Your Staff, including training on candidate interviewing and staff evaluation. The final program concerned projecting a positive self-image and was led by Dinah Day, a professional image consultant from New York City.

### Career Services Committee

The Career Services Committee has continued to produce the monthly WGR job bank to keep our members informed of currently available positions. The listing is published in the WGR Monthly Mailing and a more detailed description of the position is available at the WGR office as well as the office of Helena Hutton Peterson, the job bank coordinator. There has been considerable interest in the listing as WGR members seek new career opportunities and the high turnover of Washington area jobs continues.

In May 1991, the Career Services Committee, together with the WGR Government Relations Institute, will sponsor a course on Taking Control of Career Transitions. This seminar will address issues such as Out of a Job in Washington, Stress and Your Job Search, Starting Your Own Business, Changing from the Public to the Private Sector, Selling Yourself to Potential Employers and Moving Up the Corporate Hierarchy.



## Committees

### FUNCTIONS

#### Annual Meeting Committee

"Economics, Ethics and Environment: Shaping Public Policy" served as the theme of the 14th WGR Annual Meeting. The two-day March 1990 conference provided WGR members the opportunity to hear key government decision-makers and leading experts from public interest groups, business and industry discuss their views on issues critical to our nation's future. The opening session featured "Women at the Top," a unique, fresh and provocative panel debating issues of the day. Panelists included Raye Evans (*Hallmark Cards*), Heather Gradison (*transportation policy consultant*), and Ginger Pape (*American Stock Exchange*) and was moderated by Kathy Bushkin (*U.S. News and World Report*).

The opening session was followed by concurrent panels, one of which focused on "The Federal Budget: Priorities vs. Realities." Moderator Molly Frantz (*Department of Health and Human Services*) led a discussion with Congressmen Bill Frenzel (R-MN) and Mike Andrews (D-TX) and Jim Martin (*National Governors Association*). The concurrent panels afforded WGR members the opportunity to hear Congressman Jim Moody (D-WI), Congresswoman Claudine Schneider (R-RI) and Sara Rosenbaum (*Children's Defense Fund*) in a discussion regarding "Children and the Elderly — Their Needs and Our Resources."

International competitiveness and increased competition from the Japanese were the focal points during the final panel on Thursday, "Trade: Opportunity or Peril?" Congressman Sander Levin (D-MI), Gary Edson (*Office of the U.S. Trade Representative*), and Clyde Prestowitz (*Economic Strategy Institute*) talked openly about America's ongoing struggle to establish trade policy.

The day's events concluded with the traditional WGR LEADER Foundation benefit auction. The 10th Anniversary Celebration and Auction featured honorary co-chairs Congresswomen Lynn Martin (R-IL), Marge Roukema (R-NJ),

and Claudine Schneider (R-RI) from the Congressional Class of 1980.

The second day of the conference offered two forums for policy discussion on the subjects of the environment and campaign finance reform. "The Environment," a panel featuring Don Elliott (*Environmental Protection Agency*), Mark Nelson (*E.I. duPont de Nemours, Inc.*) and Jack Clough (*House Energy and Commerce Committee*), shared insights concerning Congress' efforts to craft Clean Air and Clean Water legislation and the potential impact on industry.

The final policy debate of the conference was between Common Cause President Fred Wertheimer and *Roll Call* Editor Jim Glassman. Steve Stockmeyer (*NABPAC*) served as the panel's moderator.

Concluding the conference was U.S. House of Representatives' Speaker Thomas Foley (D-WA), who shared his views regarding the priority policy ini-

tiatives of the 101st Congress.

Congressman Foley cited improving education, resolving the nation's fiscal dilemma, ensuring a sound transportation infrastructure and passing environmental legislation as Congress' most pressing agenda items.

The luncheon was followed by WGR's annual business meeting, at which new officers and board members were installed and incoming President Sandy Cook (*EDS*) presented her administration's priorities.



From left to right: WGR members Sandy Cook (*EDS Corporation*), Linda Woolley (*ITT Corporation*) and Renee Reymond (*National Association of Manufacturers*) together with Jerry Jasnowski (*National Association of Manufacturers*) at the Business Government Relations Council dinner honoring Carla Hills (*U.S. Trade Representative*) with the Bryce Harlow Award.



Senator Hank Brown (R-CO) addresses WGR members at the September Monthly Luncheon.

#### Congressional Relations Committee

The Congressional Relations Committee began the 1990 year with the annual Breakfast Honoring Women Members of Congress. Congresswomen Pat Saiki (R-HI) and Claudine Schneider (R-RI) were the guest speakers. The Congresswomen spoke about their races for the U.S. Senate and why they would want to give up House seats to run for the Senate. Over 20 members of Congress attended the breakfast, which was sponsored in conjunction with the Congressional Caucus on Women's Issues.

In September, the Congressional Relations Committee hosted an Evening of American Wines, which featured an array of wines from California, Washington, Virginia and New York. Over 175 guests attended the reception including numerous members of Congress from states where the wine originated.

In conjunction with the WGR Government Relations Institute, the Committee held a series of seminars on the legislative process. Two professionals from the Congressional Research

Service, Judy Schneider and Paul Rundquist, served as instructors. The six sessions focused on procedures in the House, Senate and Conference Committees.

The Committee also planned a series of four roundtable discussions featuring Members of Congress talking about the issues and a seminar on nuts and bolts lobbying techniques coupled with a trade show.



Secretary of the Interior Manuel Lujan, Jr. spoke to WGR members at the October Monthly Luncheon.

#### Executive Branch Liaison Committee

In October, the Executive Branch Liaison Committee hosted a luncheon with Deputy Secretary of Defense Donald J. Atwood. Deputy Secretary Atwood discussed the growing tension in the Middle East and the potential impact of the Middle East conflict on the federal budget deficit and U.S. military services.

The committee then hosted in November its annual Evening with the Agencies reception. The event, held at the Army Navy Club, attracted over 150 WGR members and agency representatives with more than 20 agencies sending one or more representatives.

The committee also planned a luncheon with Cabinet Secretary Ede Holiday, a breakfast with some of the Administration's congressional liaisons, one honoring women in leadership positions in the Administration, a government procurement panel and a briefing by the Treasury Department.

#### Program Committee

In 1990, the Program Committee continued to host monthly luncheons featuring Members of Congress, Executive Branch officials and political analysts, providing WGR members and others in Washington a regular forum for discussion of timely public policy issues.

House Ways and Means Committee member Congressman Hank Brown (R-CO, now Senator) framed the parameters for the federal budget deficit debate at the September monthly luncheon cosponsored by the Budget and Tax Task Force. The Honorable Manuel Lujan, Jr., Secretary of the Interior, delighted attendees with his candor and humor at the October luncheon. The Secretary addressed the important role of balance and partnership in the environmental arena. At the November luncheon, cosponsored by the Grassroots, PACs and Politics Task Force, political analysts Chris Matthews (*San Francisco Examiner*) and Bill Hamilton (*Hamilton & Staff*) served up entertaining and insightful analyses of the results of the mid-term elections.



## PUBLIC RELATIONS

### Newsletter Committee

The Newsletter Committee continues to be responsible for *On The Record*, WGR's bimonthly newsletter. A new feature this year is "LEADER NOTES," which is designed to keep members better informed of the LEADER Foundation's activities.

During 1990 more than 30 WGR members contributed articles to the newsletter, several people submitting more than one article over the course of the year. Thanks to this participation, *On The Record* continues to be a member-oriented newsletter, reflecting the style and expertise of its membership.

### Public Relations Committee

The Public Relations Committee was established in 1976 for the purpose of developing and maintaining communications between WGR and the press corps. The committee is responsible for promoting the public image of WGR and its membership through public relations articles and programs.

This year, the Public Relations Committee organized activities that will enhance the public image of WGR in the long term. Specifically, the committee developed and maintained a list of media contacts for use by all WGR committees. It also developed lists of government relations professionals in the Washington area who may be interested in attending WGR programs. The lists, separated by issue areas, have been used to attract a larger audience to WGR events and educate the general public regarding WGR's purpose and projects.

The committee also worked to standardize all WGR press activities thereby fostering a uniform image for the organization. The committee published announcements in hometown newspapers and alumni newsletters regarding the accomplishments of WGR officers and has been communicating with the press community.

### Speakers Bureau Committee

WGR's Speakers Bureau provides a service to organizations and groups

interested in learning about the field of government relations, governmental processes, and specific policies and programs. The Speakers Bureau placed 20 speaking opportunities before diverse groups of audiences inside and outside the Washington area. The Speakers Bureau continues to expand and increase the emphasis on the availability of WGR members as speakers.

## MEMBER RELATIONS

### Membership Committee

In 1990, the Membership Committee met monthly and accepted 76 applications for membership. In addition to their regular duties, the members of the committee served on the Ad Hoc Committee on membership recruitment. They proposed recommendations to the WGR Board of Directors on ways to increase membership and better serve existing members. Total membership at the close of 1990 was 840 men and women, including 80 Maryland affiliates.

### Member Relations Committee

1990 saw a record number of new members to WGR participating in the new member lunches. These lunches, hosted by the Member Relations Committee, provide an excellent opportunity for the new members to meet



Glenda Stiteler Yando presents a WGR check at the December Public Sector Holiday Luncheon to Sgt. Weiss of the Ft. Bragg Chaplain's office to benefit Operation Warmth, a program to assist military families of those stationed in the Persian Gulf.

their sponsors as well as each other, and learn about WGR, its organizational structure, and how we can benefit professionally from the organization.

The committee produced a newly-formatted directory with additional information on each member including educational background and professional issue areas of expertise. This directory will set the standard as an invaluable network and resource tool.

In December, the committee hosted the annual public sector holiday lunch. The lunch is designed to honor those public sector members of WGR for their public service. This year we donated \$600 to Operation Warmth in Fort Bragg, North Carolina, to assist military families of those stationed in the Persian Gulf.

### State Liaison Committee

The State Liaison Committee met monthly during 1990 to discuss ways to create more state chapters. Discussions have involved 10 possible states. For example, Delaware has expressed an interest in forming a women's network group. Connecticut has had six key legislators and top lobbyists meet to discuss forming a group. Massachusetts has a group that was recently formed called the Government Forum. Pennsylvania has set up a meeting with a small group of interested individuals. Virginia has expressed strong interest in forming a similar organization and a luncheon involving Attorney General Mary Sue Terry served as the catalyst for some of the discussions.



Above: Betsy Mehlman (Crown Products, Inc.), left, and Margaret Totten (Congressman Bill Gradison), right, enjoy the Public Sector Holiday Luncheon sponsored by the Member Relations Committee. Below from left to right: Pat Barbis (Hill and Knowlton), Claudia Hastings Dulmage (U.S. Department of Justice), Pamela Mittelstadt (American Nurses' Association) and Cynthia Lebrun-Yaffe (Burgum & Grimm, Ltd.) chat during the Public Sector Holiday Luncheon.



## Toastmaster International WGR Chapter

The success of the WGR Toastmasters Chapter in 1990 can be measured by the accomplishments of its members. Isabel Hyde (Goodyear Tire & Rubber Company) earned the rank of "Competent Toastmaster," the first plateau in Toastmasters International Awards. Lynn Zempel and Marion Torchia (Healthcare Financial Management Association) won first and second prizes, respectively, at area speaking competitions. Several other members gave testimony to the benefit they gained from Toastmasters membership in their jobs or other professional endeavors.

The debate format, introduced in 1989, was continued with some changes in 1990. The changes included a panel discussion/question and answer session, and a humorous speech exposition, which enable members to participate and perfect a very challenging form of public speaking. Total membership is 31.

## ADMINISTRATION

### Historian

The new WGR administrative office has provided a permanent home for the WGR historical records. 1990 was dedicated primarily to reorganizing the records to be readily accessible by WGR members. Filing cabinets were purchased to store the records which have now been organized by year and subject matter. Additionally, a review of the WGR policy on use of the membership list was undertaken and other important WGR policies were communicated to the membership.



Force. The event featured congressional staff and a representative from each of the three named industries. In the fall, the Energy Task Force turned its attention to the Federal Energy Regulatory Commission (FERC). Sandy Harris (*House Subcommittee on Environment, Energy and Natural Resources*) addressed a small and informal group on the Subcommittee's oversight investigations of FERC operations.

In December, the Task Force hosted a luncheon for newly confirmed FERC Commissioner Branko Terzic. Commissioner Terzic provided members and guests with an overview of his personal and professional philosophy. The task force planned two other briefings to hear Senate Energy and Natural Resources Committee and House Energy and Commerce Committee staff discuss the 1991 energy agenda.

#### Environment Task Force

The Environment Task Force cosponsored the above mentioned briefing on the Clean Air Act with the Energy Task Force. The participants were Patricia Beneke (*Senate Committee on Energy and Natural Resources*), John Shelk (*House Energy and Commerce Committee*), Nelson Hay (*American Gas Association*), and Mike Mason (*American Petroleum Institute*).

The task force worked with the Program Committee to secure Secretary of the Interior Manuel Lujan as the speaker for the October monthly luncheon. Also in October the task force invited six panelists to discuss the final outcome of the Hazardous Materials Transportation Act. The panel members included: Sheryl Washington (*Senate Commerce Committee*), David Tittsworth (*House Energy and Commerce Committee*), Pepper Riley (*House Public Works Committee*), Rebecca Brady (*National Conference of State Legislators*), and Charilyn Cowan (*National Governors' Association*).

#### Grassroots, PACs and Politics Task Force

In October the Grassroots, PACs and Politics Task Force held a joint event

with the Women's Bar Association. There was a panel discussion regarding the administration and management of current Federal Election Commission regulations and legal compliance. Guest speakers included Charles Cook (*Hill and Knowlton*) and Lois Lerner (*FEC*). In November, the task force cosponsored the November Monthly Luncheon. The topic was a 1990 Election Wrap-Up. Guest speakers were well-known political commentator Christopher Matthews and political analyst Bill Hamilton (*Hamilton & Staff*). Both speakers offered in-depth insights and made predictions for 1991 and beyond.

In December, the task force cosponsored an event with the Health Task Force called *Health and Politics: A Prescription for 1992*. Over 100 participants attended.

#### Health Task Force

The 1990 year began for the Health Task Force with two annual events that focused on the health legislative agenda of Congress. In January, the task force held a seminar on *Business and Health* jointly sponsored with the Washington Business Group on Health and the National Association of Manufacturers.



An Education Task Force event featured panelists (left to right) Dr. Sharon Robinson (*National Center for Innovation*), Dr. Rae Grad (*National Health/Education Consortium*), Dr. Roselyn Epps (*D.C. Chapter of the American Academy of Pediatrics*), and Dr. Tamara Rakusan (*Special Immunology Service of Children's Hospital*) discussing the relationship between health and education.

In February it held a luncheon panel featuring Jeff Sanders (*Senate Budget Committee*) as moderator and including Marina Weiss (*Senate Finance Committee*), Chip Kahn (*House Ways and Means Subcommittee on Health*), Nancy Taylor (*Senate Labor and Human Resources Committee*), Karen Nelson (*House Energy and Commerce Subcommittee on Health and the Environment*) and Portia Mittelman (*Senate Special Committee on Aging*).

A March luncheon featured Sarah Weddington, a dynamic speaker, who discussed the U.S. Supreme Court's decision in the Webster case and its implications. In April, the Task Force sponsored a reception for Health and Human Services officials that drew nearly 40 members of the Administration including Under Secretary Constance Horner, Assistant Secretary for Management and Budget Kevin Moley, Assistant Secretary for Health Dr. James Mason, and U.S. Surgeon General Dr. Antonia Novello. A similar reception for health legislative assistants was hosted in a more informal setting in July.

Members of Congress were featured speakers at several of the task force's events including Representative Nancy Johnson, who presented her solution to



Dr. Gail Wilensky, Administrator of the Health Care Financing Administration, addresses the Health Task Force in November.

the medical professional-liability dilemma at a May breakfast. Sharing the platform with Congresswoman Johnson were Judy Lewis (*Senator Orrin Hatch*) and Lorraine Driscoll (*Citizen Action*). Congressman Jim McDermont, a physician and health care delivery reformer, discussed issues involved in health care access and quality, including the option of rationing, at a June luncheon. And a September breakfast, jointly sponsored with the Budget and Tax Task Force, proved the perfect time for Congressman Pete Stark to discuss the prospects for health programs central to the federal budget negotiations.

October found Marina Weiss (*Senate Finance Committee*) and Jeff Sanders (*Health Care Financing Administration*) joined by Dr. Paul Ginsburg (*Physician Payment Review Commission*) and Tom Scully (*Office of Management and Budget*) discussing the implementation of physician payment reform. Dr. Gail Wilensky (*Health Care Financing Administration*) shared her views of the Medicaid and Medicare programs and the prospects for broadening access to health care at a November luncheon.

Finally, the task force held a breakfast featuring Lynn Hart (*Federation of American Health Systems*) and Tom

Nickels (*American College of Emergency Physicians*) sharing their insights on how the changing political landscape will impact health care issue in the 102nd Congress and the 1992 elections. The event was cosponsored by the Grassroots, PACs, and Politics Task Force.

#### International Trade Task Force

The highlight of the International Trade Task Force's year was the annual Trade Primer. The Trade Primer is WGR's effort to acquaint those new in the field of international trade with terminology, administrative procedures, and legislative developments in trade. The full-day session, held on Capitol Hill, featured Washington trade experts, U.S. Customs and Department of Commerce officials, international trade attorneys, consultants and Congressional staff. Import issues, classification problems, multilateral agreements, quotas, relationships between trade agencies, export promotion and foreign trade barriers were among the topics discussed. The seminar offered all participants an exciting opportunity to exchange ideas, voice concerns, and question policymakers.

The Task Force planned a discussion on foreign trade investment by author Susan Tolchin, another on Canadian/Mexican/U.S. trade agreements and a third on Asian trade.

#### Labor and Human Resources Task Force

The Labor and Human Resources Task Force held two well-attended breakfast sessions. Leading off in July was one on the Kennedy-Hawkins Civil Rights bill — the number-one labor issue for business. In the fall, the task force held another on key employee benefit issues such as taxes, health care and retirement.

#### Telecommunications Task Force

The Telecommunications Task Force held two events in 1990. In July, the task force hosted a luncheon featuring Senate and House of Representatives' Telecommunications Committee staff. The Committee staff shared their perspectives on a variety of telecommunications issues pending before Congress. In November, Federal Communications Commissioner Ervin S. Duggan was the guest speaker at a breakfast. Commissioner Duggan gave a candid and stimulating presentation on the FCC and a variety of other topics.

The task force planned a half-day seminar on the subject of supercomputers and how they will function with our current telecommunications network as well as a reception on Capitol Hill honoring Members of Congress and telecommunications staff.



## Financial Report

Women in Government Relations, Inc., is a non-profit corporation organized under the laws of the District of Columbia and exempt from tax under section 501(c)(6) of the Internal Revenue Code. WGR's fiscal year runs from July 1 to June 30.

Each year an audit of WGR's financial records is conducted. In 1990, the accounting firm of Jack Walters and Company confirmed that the financial position of WGR is sound and that its records met generally accepted accounting principles. This audit showed WGR's income for 1989-90 totaled \$297,828. Income from dues constituted only 39% of total income. A greater share of income, 57%, came from committees and task forces.

Expenses for 1989-90 totaled \$264,349, of which administrative costs were responsible for only 37.4%. This includes not only management expenses,

but also the costs associated with the transition to our own office, Board expenses and the costs of conducting elections. This amount was remarkably close to the 38% budgeted. The remainder of expenses are generated by committees and task forces. The greatest percentage of these costs are incurred to put on events, but a small percentage covers membership costs, production of the directory, annual report, newsletter and public relations.

WGR has a reserve fund to cover unexpected emergency expenses and long-term growth. With the \$20,000 contribution made following the 1989-90 audit, WGR reached the original goal set for the reserve fund of \$150,000.

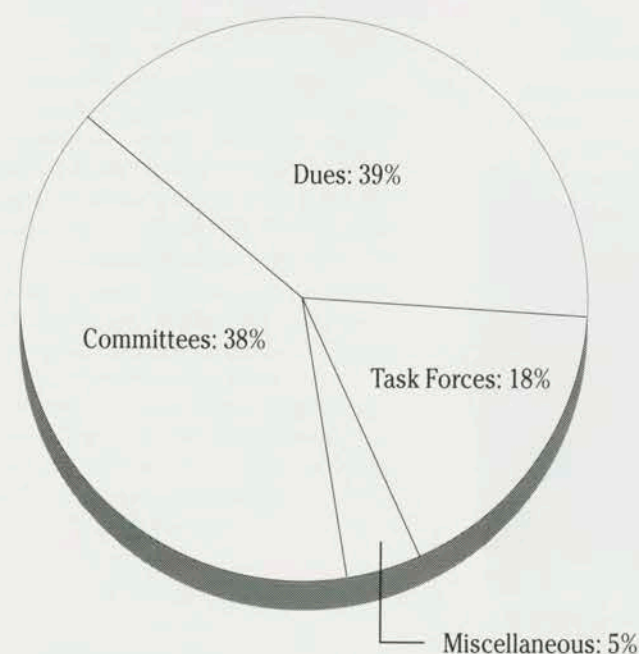
The 1990-91 budget is similar with a budgeted total income of \$334,235 and expenses of \$316,413. Dues represent 36.4% of income. Committees and task forces will continue to be the largest

source of revenue. The budget will be carefully monitored to minimize any adverse effects from the economic recession.

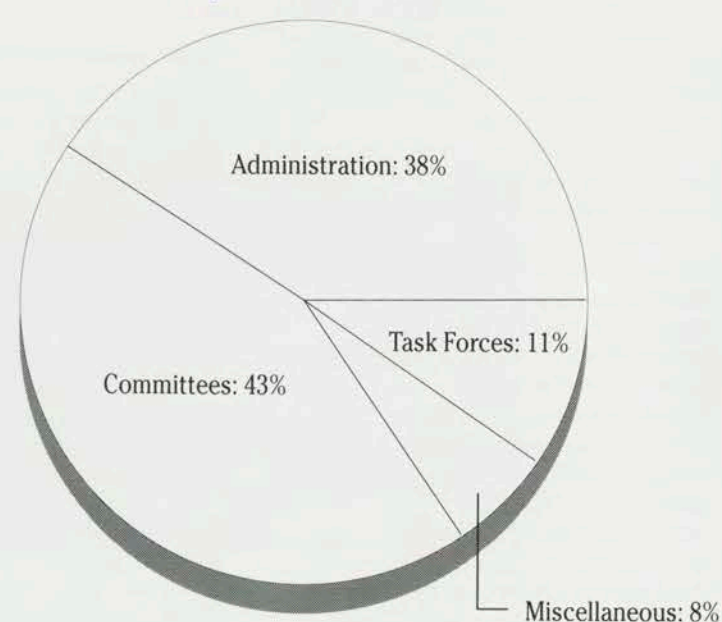
Committee and task force chairs are responsible for preparing a budget based upon planned activities. The Finance Committee reviews these and prepares a budget for the organization. Final approval is given by the Board of Directors. The budget is reviewed, in-depth, at the mid-year point.

The budget process had been redesigned to manage effectively the financial interests of WGR. The Committee not only submits a budget to the Board, but also advises the Board on matters relating to dues collection, investments, and other financial issues. The Treasurer chairs the Finance Committee, which is made up of four Board members and four representatives of the general membership.

Income Distribution



Expense Distribution



## WGR Officers/Board of Directors



**Alexandra W. (Sandy) Cook**  
President

Joined WGR in 1982. She is a Government Affairs Representative for EDS Corporation. Ms. Cook holds a B.S. degree in Public Relations from the University of Maryland. She has over 20 years of experience in the health care industry. She is also active in a number of government affairs organizations in Washington as well as in community service groups in Alexandria, Virginia. Ms. Cook was selected as Washington Woman of the Year in 1987 by *Washington Woman* magazine for her contributions to the community.



**Millicent Gorham**  
Vice President

Joined WGR in 1985 and was elected Vice President in 1990. She also served as Secretary in 1988. She co-chairs the Long Range Planning Committee and has co-chaired the Finance and Membership Committees, various task forces and ad hoc committees. Ms. Gorham has worked on Capitol Hill and was a lobbyist for a major health association. She is a graduate of Simmons College with a degree in Business Administration and Communications and holds an MBA from Howard University School of Business.



**Barbara J. Calkins**  
Secretary

Joined WGR in 1985. She has served the organization as Secretary, co-chair of the Member Relations Committee and Career Services and Job Bank Committee and served on the Finance Committee, Health Task Force, Grassroots Task Force, and Agriculture Task Force. She is Director of Legislative and Federal Affairs for the American Psychological Association and holds an M.A. in public policy from George Washington University. She is a graduate of the University of Delaware.



**Kathy Bryant**  
Treasurer

Joined WGR in 1983 and has served on the Finance Committee and participated in the Health Task Force. As Associate Director for the Department of Government Relations for the American College of Obstetricians and Gynecologists, Ms. Bryant directs a 10-person government relations staff covering women's health issues at the federal and state levels. Ms. Bryant received her law degree from the University of Iowa.



**Shirley Hales**  
Immediate Past President

Has served as WGR President, Vice President, member of the Board of Directors, and Vice Chair of the LEADER Foundation. She currently acts as the official liaison between WGR and the LEADER Foundation and is a member of the WGR/GRI Executive Steering Group. Ms. Hales has chaired the Congressional Relations and Survey Committees and served on the Self-Management Transition Team. A graduate of George Mason University's School of Public Administration, she is Manager, Constituent Relations, for TRW, Inc.



**Nancy McCabe**  
Parliamentarian

Joined WGR in 1988. She has served as co-chair of the Membership Committee and a member of the Telecommunications Task Force and the WGR Toastmasters Chapter. She is the 1990 WGR Toastmasters Chapter President. She is General Manager, Federal Regulatory Affairs, for Centel Corporation. She holds a B.A. from Wilson College.



**Donna Akers Harman**  
Historian

Joined WGR in 1985. She has been a member of the Budget and Tax Task Force and co-chaired that task force in 1987 as well as co-chairing the Program Committee in 1989. Currently, Ms. Harman is Director, Government Affairs, for Champion International Corporation. She holds a juris doctor from Washington College of Law, American University and a B.A. from Anderson University.



**Mary A. Lopatto**  
General Counsel

Joined WGR in 1982 and has co-chaired the Member Relations Committee. An attorney with the firm of LeBoeuf, Lamb, Leiby & MacRae, Ms. Lopatto received her undergraduate degree from Princeton University and her law degree from Catholic University's Columbus School of Law.





**Debra M. Hardy Havens**

Joined WGR in 1985 and has served the organization as Treasurer and co-chair of the Career Services Job Bank. In 1989, she was elected to the Board of Directors and headed up the Ad Hoc Committee on Administration. She was one of WGR's nominees for the 1991 Avon Women of Enterprise Award. In 1984, she cofounded the firm Capitol Associates, Inc., a congressional and public relations firm focused on health and human resource programs, and serves as its Vice President and CEO. She is a graduate of Bradley University. Her term expires in 1991.



**Deborah Ball Lawrence**

Director of Regulatory Affairs for The Williams Companies, she joined WGR in 1981 and was elected to the Board of Directors in 1990. Prior to serving on the Board, she co-chaired the Energy Task Force. She holds a B.S. degree from the University of Maryland and a law degree from the George Mason University School of Law. She was chosen to be the Young Career Woman for the District of Columbia by the National Federation of Business and Professional Women's Clubs in 1983. Her term expires in 1992.



**Kathy G. Houser**

Manager of Federal Relations for KPMG Peat Marwick, she was elected to the Board of Directors in 1990. Since joining WGR in 1987, she has served as co-chair of the Annual Meeting Committee and is currently a member of the Finance Committee. Ms. Houser earned her B.S. degree in English from East Tennessee State University. Her term expires in 1992.



**Cynthia Lebrun-Yaffe**

Vice President of Burgum & Grimm Ltd., she was elected to the Board of Directors in 1989. She joined WGR in 1986 and has co-chaired the Program and Member Relations Committees. In 1990, she served on the Transition Management Team and Finance and Long Range Planning Committees. She also was a co-chair for the WGR Government Relations Institute Executive Steering Group and Planning Committee. Ms. Lebrun-Yaffe graduated from Georgetown University with a degree in Business Administration. Her term expires in 1991.



**Karen E. Howard**

A Senior Account Executive for The Jefferson Group, she was elected to the Board of Directors in 1990. She joined WGR in 1987 and co-chaired the 1990 Annual Meeting. Ms. Howard graduated from the University of Missouri-Columbia. Her term expires in 1992.



**Bette Anne Starkey**

Ms. Starkey, a graduate of Florida State University, joined WGR in 1984, following 13 years on Capitol Hill. While lobbying for the Health Industry Manufacturers Association, she co-chaired the WGR Congressional Relations Committee. She has since formed her own image consulting company and is placing administrative support staff, specializing in government affairs offices and trade associations, through Creative Personnel Resources. Her term expires in 1991.



**Annelise Ilschenko**

Joined WGR in 1985 and has served as co-chair of several committees. Ms. Ilschenko is the Special Projects Manager for Star Trading & Marine, Inc. She has worked on Capitol Hill and for a trade association. Her term expires in 1992.



**Peggy Welsh**

Government Relations Representative for Dickstein, Shapiro & Morin, she was elected to the Board of Directors in 1989. Since joining WGR in 1982, she has served as co-chair of the Membership and Congressional Relations Committees and on a variety of task forces and ad hoc committees. Ms. Welsh attended the University of Arkansas. Her term expires in 1991.

## Committee Chairs

### Ad Hoc Committee on Freshmen Members

Amy Jo Millman  
*Philip Morris Companies, Inc.*  
Sherry Zedd  
*Neece Cator & Associates*

### Administration Committee

Barbara Calkins  
*American Psychological Association*

### Annual Meeting Committee

Jill Leonhardt  
*Coopers & Lybrand*  
Ella Schiralli  
*Electronic Industries Association*

### Annual Report Committee

Sheila Consaul  
*The Tobacco Institute*

### Awards Committee

Sally Patterson  
*Planned Parenthood of America*

### Career Services Committee

LaVarne Addison  
*Budget Committee/U.S. House of Representatives*  
Colette Mitchell  
Helena Hutton Peterson  
*3M Company*

### Communication Skills Committee

Terrie Dort  
*Rowland & Sellery*  
Marci Levin  
*Department of Commerce*

### Congressional Relations Committee

Susan Smith Feaster  
*Bonner & Associates*  
Lois Starkey  
*Manufactured Housing Institute*

### Elections Committee

Karen Bauer  
*Michael E. Dunn & Associates*  
Sally Patterson  
*Planned Parenthood of America*

### Executive Branch Liaison Committee

Carol Borowy  
*Sverdrup Corporation*  
Kim McKernan  
*Department of Defense*  
Karen Myers  
*EDS Corporation*  
Joanne Price  
*Kidde Consultants, Inc.*

### Finance Committee

Kathy Bryant  
*American College of Obstetricians and Gynecologists*

### Foreign Relations Committee

Carla Dancy  
*EDS Corporation*  
Tess Rae  
*American Council of Life Insurance*

### Historian Committee

Donna Harman  
*Champion International Corp.*

### Legal Committee

Janice Caldwell  
Sarah Setton  
*The Sugar Association, Inc.*

### Long Range Planning Committee

Millicent Gorham

### Marketing and Development Committee

Jo Ann Ciaravella  
*McAuliffe, Kelly, Raffaelli & Siemens*  
Liz Sinclair  
*KMS Fusion, Inc.*  
Cindy Sprunger  
*Fleishman-Hillard*

### Member Relations Committee

Julia Ciorletti  
*The College of American Pathologists*  
Maureen Healey  
*The Society of the Plastics Industry*

### Membership Committee

Pat Aiken-O'Neil  
*Eye Bank Association of America, Inc.*  
Ruth Ravitz  
*Aerospace Industries Association*

### Newsletter Committee

Peggy Roth Murray  
*American Business Conference*  
Penny Parkin  
*Dow Chemical USA*

### Parliamentarian Committee

Nancy McCabe  
*Centel Corporation*

### Professional Development Committee

Tim Mack  
*Reese Communications Companies*  
Elizabeth Ysla  
*Society of Professional Benefits Association*

### Program Committee

Quinn Fisher  
*USX Corp.*  
Nancy Garland  
*American Optometric Association*  
Christine McEntee  
*American Hospital Association*

### Public Relations Committee

Penny Pasquesi Kuhnmuensch  
*Electronic Data Systems, Inc.*  
Robin Stomblor  
*American College of Surgeons*

### Speakers Bureau Committee

Irene Brandt  
*Eli Lilly & Co.*  
Amy Edwards  
*Frank, Bernstein, Conaway & Goldman*

### State Liaison Committee

Sheila Ellis Hixson  
*Stateside Associates*  
Renee Ross  
*Pfizer Pharmaceuticals*

### Survey Committee

Shirley Hales  
*TRW, Inc.*



## Task Force Chairs

### Agriculture Task Force

Jane Shey  
*Corn Refiners Association, Inc.*  
Nancy Foster Yanish  
*Food Marketing Institute*

### Banking/Finance Task Force

Tamara Hirschfeld  
*American Stock Exchange*  
Karen P. McGee  
*Credit Union National Association*  
Monica Welch  
*EDS Corporation*

### Budget/Tax Task Force

Monica M. McGuire  
*National Association of Manufacturers*  
Judy Schub  
*American Association of Retired Persons*

### Education Task Force

Deborah Horan  
*The Close Up Foundation*  
Peggy Roth Murray  
*American Business Conference*

### Energy Task Force

Lorraine Cross  
*American Gas Association*  
Donna Templeton  
Anna Thronson  
*Legislative Strategies*

### Environment Task Force

Cindy Hughes  
*Independent Liquid Terminals Association*  
Darlene Snow  
*National Solid Wastes Management Association*

### Health Task Force

Molly Frantz  
*Department of Health and Human Services*  
Marcia Mabee  
*Timothy Bell & Co.*

### International Trade Task Force

Lisa Berkelhammer  
Caroline Bowers  
*American Ski Federation*

### Labor and Human Resources Task Force

Phyllis Eisen  
*National Association of Manufacturers*  
Isabel Hyde  
*Goodyear Tire & Rubber Co.*

### Grassroots, PACs and Politics Task Force

Teresa Balog  
*North American Export Grain Association*  
Kathryn Bannan  
*Hoffmann-LaRoche, Inc.*

### State Affairs Task Force

Mag Gottleib  
*Direct Marketing Association*  
Deborah B. Myers  
*CIBA-GEIGY Corp.*  
Candis Brown Penn

### Telecommunications Task Force

Juliette Raffensperger  
*Dutko & Associates*  
Deborah Rudolph  
*Institute of Electrical and Electronics Engineers, Inc.*

### Transportation Task Force

Laurie A. Frost  
*LeBoeuf, Lamb, Leiby & MacRae*  
Kathleen F. Hoffman  
*California Governor's Office*

## Members' Organizations

### A

AMOCO Corporation  
APCO  
ASEA Brown Boveri, Inc.  
AT&T  
Abbott Laboratories  
Administrative Office of U.S. Courts  
Aerospace Industries Association  
Alexander & Alexander, Inc.  
Alliant Techsystems  
American Academy of Family Physicians  
American Academy of Ophthalmology  
American Association for Clinical Chemistry  
American Association of Advertising Agencies, Inc.  
American Association of Blood Banks  
American Association of Colleges of Osteopathic Medicine  
American Association of Dental Schools  
American Association of Nurse Anesthetists  
American Association of Port Authorities  
American Association of Retired Persons  
American Association of University Women  
American Bankers Association  
American Business Conference  
American Car Rental Association  
Armstrong Associates, Inc.  
American College of Cardiology  
American College of Emergency Physicians  
American College of Foot Surgeons  
American College of Obstetricians & Gynecologists  
American College of Radiology  
American College of Surgeons  
American Congress on Surveying & Mapping  
American Consulting Engineers Council  
American Council for Capital Formation  
American Council of Life Insurance  
American Cyanamid Company  
American Dental Association  
American Dietetic Association  
American Farm Bureau Federation  
American Federation of Government Employees  
American Fertility Society  
American Financial Services Association  
American Frozen Food Institute  
American Gas Association  
American Health Care Association

American Heart Association  
American Home Products Corporation  
American Hospital Association  
American Institute of Certified Public Accountants  
American Insurance Association  
American International Automobile Dealers Association  
American International Group, Inc.  
American Lung Association  
American Medical Association  
American Medical Peer Review Association  
American Mining Congress  
American Newspaper Publishers Association  
American Nurses' Association  
American Optometric Association  
American Osteopathic Association  
American Paper Institute/National Forest Products Association  
American Petroleum Institute  
American Physical Therapy Association  
American Podiatric Medical Association  
American Psychiatric Association  
American Psychological Association  
American Ski Federation  
American Society for Clinical Pathologists  
American Society for Engineering Education  
American Society for Medical Technicians  
American Society for Microbiology  
American Society for Training & Development  
American Society of Anesthesiologists  
American Society of Civil Engineers  
American Society of Clinical Oncology  
American Society of Clinical Pathologists  
American Society of Internal Medicine  
American Society of Landscape Architects  
American Society of Mechanical Engineers  
American Soybean Association  
American Speech-Language-Hearing Association  
American Stock Exchange  
American Textile Manufacturing Institute  
American University  
American Waterways Operators  
Ameritech  
Anden Group—Washington Division

Animal Health Institute  
Anthi Helleni Poulous, Attorney-at-Law  
Arkla, Inc.  
Armstrong World Industries, Inc.  
Ashland Oil, Inc.  
Associated Builders and Contractors, Inc.  
Associated General Contractors of America  
Association of American Railroads  
Association of Biotechnology Companies  
Association of Junior Leagues International  
Association of Oil Pipelines  
Atlantic Richfield Company

### B

BP America  
Baltimore Gas & Electric Company  
Barclays Bank, PLC  
Bass and Howes  
Baxter Healthcare Corporation  
Bell Atlantic  
Bell Communications Research, Inc.  
BellSouth Corporation  
Bettie McCarthy & Associates  
Beverly Enterprises  
BF Goodrich Company  
Biscuit and Cracker Manufacturers' Association  
Blue Cross & Blue Shield Association  
Bonner & Associates  
Booz, Allen & Hamilton, Inc.  
Bradley, Woods & Company  
Brenda M. Gorton & Associates  
Brite, Wordsmith, Inc.  
Brown & Root, Inc.  
Bryan, Cave, McPheeters & McRoberts  
Burgum & Grimm, Ltd.  
Burlington Industries, Inc.  
Burson-Marsteller  
Business Roundtable

### C

C & P Telephone Company  
CF Industries, Inc.  
CIBA-GEIGY Corporation  
CIBA-GEIGY Pharmaceuticals Division  
CMF&Z Public Relations  
CNA Insurance Companies  
California Governor's Office  
Calvert-Chapman Associates  
Capital Markets Corporation  
Capitol Associates, Inc.



Carlisle Collection  
Carol James Communications  
Catholic Health Association  
Centel Corporation  
Centel Federal Systems, Inc.  
Chambers Development Co., Inc.  
Champion International Corporation  
Chemical Manufacturers Association  
Chevron Corporation  
Chicago Mercantile Exchange  
Children's National Medical Center  
Chocolate Manufacturers Association  
Chrysler Corporation  
City and County of Philadelphia  
Clean Sites, Inc.  
Close Up Foundation  
Coastal Gas Marketing  
Coldwell Banker Real Estate Group  
College Board  
College of American Pathologists  
Collier, Shannon, Rill & Scott  
Columbia House - A Division of CBS  
Records  
Composite Can & Tube Institute  
Computer & Business Equipment  
Manufacturing Association  
Congressional Consultants  
Congressional Research Service  
Consolidated Natural Gas Company  
Coopers & Lybrand  
Corn Refiners Association, Inc.  
Corning Incorporated  
Cosmetic, Toiletry and Fragrance  
Association  
Counselors for Management, Inc.  
Cranston Print Works Company  
Crawford & Associates  
Creative Personnel Resources, Inc.  
Credit Union National Association  
Crown Products, Inc.

## D

David Welch Associates  
Davis, Polk & Wardwell  
Defenders of Wildlife  
Deloitte & Touche  
Department of Public Administration,  
George Washington University  
Dewey, Ballantine, Bushby, Palmer &  
Wood  
Dickstein Shapiro & Morin  
Digital Equipment Corporation  
Direct Impact Company  
Direct Marketing Association  
Distributor Marketing Association

District of Columbia Public Schools  
Dow Chemical Company  
Dow Corning Corporation  
Dresser Industries  
DuPont Company  
Dutko & Associates  
Dyer, Ellis, Joseph & Mills

## E

E G & G, Inc.  
ENSERCH Corporation  
Eckert, Seamans, Cherin & Mellott  
Edison Electric Institute  
EDS Corporation  
Electronic Industries Association  
Eli Lilly & Company  
Employee Benefit Research Institute  
Enron Corporation  
Entergy Corporation  
Environmental Issues Management, Inc.  
Epstein Becker & Green, P.C.  
Erica G. Kenney and Associates, Inc.  
Erisa Industry Committee  
Executive Offices  
Exxon Corporation  
Eye Bank Association of America

## F

FHP, Inc.  
Family Services America  
Farm Credit Administration  
Faulkner & Gray, Inc.  
Federation of American Health Systems  
Financial Accounting Foundation  
Fincke & White  
First Chicago Corporation  
Fleishman-Hillard  
Florists' Transworld Delivery  
Floyd Associates  
Fluor Corporation  
FMR Group  
Food Marketing Institute  
Foodservice & Lodging Institute  
Ford Motor Company  
Frank, Bernstein, Conaway & Goldman  
Freedman, Levy, Kroll & Simonds

## G

GTE Service Corporation  
GTE Telephone Operations  
General Mills, Inc.  
General Motors Corporation  
General Public Utilities Corporation  
Goodyear Tire & Rubber Company

Grocery Manufacturers of America  
Groom & Nordberg, Chartered  
Group Health, Inc.  
Gulfstream Aerospace Corp.

## H

Hallmark Cards, Inc.  
Hand, Arendall, Bedsole, Greaves &  
Johnston  
Harris Corporation  
Harris Group, Inc.  
Hauck & Associates, Inc.  
Hawaiian Sugar Planters' Association  
Health Facilities Association of Maryland  
Health Industry Manufacturers  
Association  
Health Insurance Association of America  
Healthcare Financial Management  
Association  
Hershey Foods Corporation  
Hill and Knowlton, Inc.  
Hill, Waisanen and Katzenstein  
Hoffmann-LaRoche, Inc.  
Hogan & Hartson  
Honda North America, Inc.  
Honeywell, Inc.  
House of Representatives (U.S.)  
House Committee on Post Office and  
Civil Service  
House Committee on the Budget  
House Judiciary Committee,  
Subcommittee on Crime  
House Select Subcommittee on  
Education  
The Office of Rep. Silvio Conte  
The Office of Rep. Lane Evans  
The Office of Rep. J. Roy Rowland  
Household International  
Humane Society of the United States

## I

IBM Corporation  
ICF Information Technology  
ICF/Kaiser Engineers  
ITT Corporation  
Illinois Hospital Association  
Independent Bankers Association  
Independent Flight Attendants  
Independent Insurance Agents of America,  
Inc.  
Independent Liquid Terminals Association  
Independent Sector  
Industrial Fabrics Association  
International  
Industrial Safety Equipment Association

Institute of Electrical & Electronics  
Engineers, Inc.  
Institute of Gas Technology  
Insurance Services Office, Inc.  
Inter-American Development Bank  
International Business/Government  
Counselors, Inc.  
International Communications Industries  
Association  
International Foundation for Electoral  
Systems  
International Minerals & Chemicals  
Corporation  
International Paper  
Italian American Programs

## J

Jacob's Institute of Women's Health  
Jefferson Group  
Johns Hopkins University  
Johnson & Gibbs  
Johnson & Johnson  
Jorden, Schulte & Burchette  
Judith M. Goff

## K

KMS Fusion, Inc.  
KOCH Industries  
KPMG Peat Marwick  
Kansas City Power & Light Company  
Kellen Company  
Keller & Heckman  
Ketchum Communications, Inc.  
Kidde Consultants, Inc.  
Kimberly-Clark Corporation  
Kirkland & Ellis  
Kraft General Foods Corporation

## L

LeBoeuf, Lamb, Leiby & MacRae  
League of Women Voters  
Legislative Consultants  
Legislative Strategies  
Lipsen, Whitten & Diamond  
Louis Berger International, Inc.

## M

M&M/Mars  
MCI Communications Corporation  
Manufactured Housing Institute  
March of Dimes Birth Defects  
Foundation  
Maryland Natural Gas

Massachusetts Office of International  
Trade & Investment  
Massachusetts Teachers Association  
Matsushita Electric Corporation of  
America  
McAuliffe, Kelly, Raffaelli and Siemens  
McDonald's Corporation  
McEneaney Associates  
Mead Corporation  
Medtronic, Inc.  
Mekova Corporation  
Merrell Dow Research Institute  
Michael E. Dunn & Associates, Inc.  
MidCon Corporation  
Miller, Young & Holbrooke  
Milliken & Company  
Mobil Oil Corporation  
Montgomery County Government  
Montgomery, McCracken, Walker &  
Rhoads  
Morrison Associates  
Mortgage Bankers Association  
Motorola, Inc.  
Murray, Scheer & Montgomery

## N

N. Chapman Associates, Inc.  
NAIC  
NASA  
NJG, Inc.  
NYNEX Corporation  
National Association of Psychiatric  
Treatment Centers for Children  
National Association of Chain Drug  
Stores  
National Association of Chemical  
Distributors  
National Association of Housing  
Cooperatives  
National Association of Housing and  
Redevelopment Officials  
National Association of Insurance  
Brokers  
National Association of Investment  
Companies  
National Association of Manufacturers  
National Association of Medical  
Equipment Suppliers  
National Association of Private  
Psychiatric Hospitals  
National Association of Professional  
Insurance Agents  
National Association of Realtors  
National Association of Rehabilitation  
Facilities  
National Association of Trade and  
Technical Schools  
National Association of Wholesaler-  
Distributors  
National Center for Social Policy and  
Practice  
National Committee for a Human Life  
Amendment  
National Committee to Preserve Social  
Security & Medicare  
National Conference of State  
Legislatures  
National Council of Agricultural  
Employers  
National Council of Farmer Cooperatives  
National Electrical Manufacturers  
Association  
National Federation of Independent  
Businesses  
National Food Processors Association  
National Industrial Transportation  
League  
National Marine Manufacturers  
Association  
National Osteoporosis Foundation  
National Paint and Coatings Association  
National Public Radio  
National Restaurant Association  
National Rural Electric Cooperative  
Association  
National Society of Public Accountants  
National Solid Wastes Management  
Association  
National Taxpayers Union  
National Telephone Cooperative  
Association  
National Wholesale Druggists'  
Association  
National Women's Party, Inc.  
Neece, Cator & Associates, Inc.  
Neill & Company, Inc.  
New York Life Insurance Company  
New York State Society of CPAs  
Newman Associates  
Newmont Mining Corporation  
Nichols, Bergere, Borinsky & Zauzig,  
P.C.  
Nissho Iwai American Corporation  
Non Profit Management Associates, Inc.  
North American Export Grain  
Association, Inc.  
Northern Virginia Association of  
Realtors  
Northern Virginia Planning District  
Commission



## O

O'Connor & Hannan  
Occidental Chemical Corporation  
Occidental Oil & Gas Corporation  
Occidental Petroleum Corporation  
Office of the Commissioner of Revenue,  
Arlington County  
Ohio Department of Transportation,  
Washington Office

## P

Pacific Resources, Inc.  
Pacific Telesis Group  
Panhandle Eastern Corporation  
Paralyzed Veterans of America  
Parsons, Brinckerhoff, Quade & Douglas  
Patton, Boggs & Blow  
Pfizer Pharmaceuticals  
Pharmaceutical Manufacturers  
Association  
Phelps Dodge Corporation  
Philip Morris Companies Inc.  
Phillips Petroleum Company  
Phoenix House  
Pillsbury, Madison & Sutro  
Pinnacle West Capital Corporation  
Planned Parenthood Federation of  
America  
Political Communications  
Population Resource Center  
Porter/Novelli  
Potomac Electric Power Company  
Potter, Teipel Associates/Party Politics  
Price Waterhouse  
Principal Financial Group  
Procter & Gamble  
Prospective Payment Assessment  
Prudential-Bache Capital Funding

## R

R. Duffy Wall & Associates, Inc.  
RJO Enterprises, Inc.  
RJR Nabisco  
Reed, Smith, Shaw & McClay  
Reese Communications Companies  
Richmond Academy of Medicine  
Rittenhouse Group  
Roach Organization, Inc.  
Robert Betz Associates, Inc.  
Rockwell Communication Systems  
Rockwell International/Rocketdyne  
Division  
Rohm & Haas Company  
Rowland & Sellery

## S

S.K.C. & Associates  
San Diego Gas & Electric  
Sanders & Company  
Sandoz Corporation  
Schering-Plough Corporation  
Senate (U.S.)  
Committee on the Budget  
Select Committee on Indian Affairs  
Senate Judiciary Committee  
Senate Sergeant at Arms  
The Office of Senator Frank  
Lautenberg  
The Office of Senator Quentin N.  
Burdick  
The Office of Senator Terry Sanford  
Sharp Legislative Resources  
Shell Oil Company  
Siegal, Houston & Associates, Inc.  
Skadden, Arps, Slate, Meagher & Flom  
Small Business Administration  
Smith, Bucklin & Associates  
Smithsonian Institution  
Society of Professional Benefits  
Association  
Society of Real Estate Appraisers  
Society of the Plastics Industry, Inc.  
Southeastern Universities Research  
Association  
Southwestern Bell  
Special Libraries Association  
Squire, Sanders & Dempsey  
Star Trading & Marine, Inc.  
State Advertising Coalition  
State of Connecticut/Washington Office  
State of Minnesota/Washington Office  
Stateside Associates  
Steel Service Center Institute  
Steptoe & Johnson  
Sterling Drug, Inc.  
Sugar Association, Inc.  
Sverdrup Corporation  
Syntex (USA) Inc.  
Synthetic Organic Chemical  
Manufacturers Association

## T

TRW Inc.  
Telocator  
Texas Utilities Services, Inc.  
Tobacco Institute  
Travelers Companies  
Thomson-CSF, Inc.  
3M Company  
Timothy Bell & Company

Trans Canada Pipelines

## U

U.S. Agency for International  
Development  
U.S. Catholic Conference  
U.S. Chamber of Commerce  
U.S. Government  
Department of Agriculture  
Department of Commerce  
Department of Defense  
Department of Education  
Department of Energy  
Department of Health and Human  
Services  
Department of Interior  
Department of Justice  
Department of Labor  
Department of Social Security  
Department of Transportation  
Federal Communications  
Commission  
Federal Emergency Management  
Agency  
Federal Trade Commission  
Food and Drug Administration  
Freddie Mac  
Interstate Commerce Commission  
Office of Personnel Management  
President's Committee on  
Employment of People With  
Disabilities  
Resolution Trust Corporation  
Tennessee Valley Authority  
United Services Organization  
U.S. Environmental Protection Agency  
U.S. Office of Personnel Management  
U.S. Peace Corps  
U.S. Small Business Administration  
UNISYS Corporation  
US International Trade Commission  
US WEST, Inc.  
USX Corporation  
United Fresh Fruit & Vegetable  
Association  
United States Tuna Foundation  
University of Connecticut

## V

Vickers and Vickers

## W

W. R. Grace & Co.  
Warner-Lambert Company

Washington Business Coalition Forum  
on Health  
Washington Business Group on Health  
Washington Communications Group  
Washington Metropolitan Area Transit  
Authority  
Wexler, Reynolds, Fuller, Harrison &  
Schule, Inc.  
William M. Mercer, Inc.  
Williams & Jensen  
Williams Companies  
Wilson Communications  
Winston & Strawn  
Winthrop, Stimson, Putnam & Roberts  
Women in Communications, Inc.  
Women's Research & Education  
Institute

## X

Xerox Corporation

## Founders

Nancy Benson  
*American Cyanamid Company*  
Gerrie Bjornson  
*The BF Goodrich Company*  
Sarah Nation Brite  
*Brite Wordsmiths, Inc.*  
Kathleen A. Buck  
*Kirkland & Ellis*  
Belva W. Elster  
*The Kelen Company*  
Susan Fridy  
*University of Connecticut*  
Claudia R. Fuquay  
*United Fresh Fruit and Vegetable  
Association*  
Lori Gribben  
*National Oceanic and Atmospheric  
Administration*  
Marilee Menard  
Judith Pond Kudlow  
Bettie McCarthy  
*Bettie McCarthy & Associates*  
Sheila McDonald  
*National Taxpayers Union*

## WGR Past Presidents

1976 Nancy Benson  
*American Cyanamid Company*  
1977 Susan Friday  
*University of Connecticut*  
1978 Bettie McCarthy  
*Bettie McCarthy & Associates*  
1979 Dorothy Gevinson  
*Procter & Gamble Manufacturing  
Company*  
1980 Susan Kudla Finn  
*Smith, Bucklin & Associates*  
1981 Julie McCahill  
*Ketchum Communications, Inc.*  
1982 Paulette Pidcock  
*Baltimore Gas & Electric  
Company*  
1983 Elisabeth Hanlin  
*Unisys Corporation*  
1984 Betsy Younkins  
*American Petroleum Institute*  
1985 R.M. Julie Archuleta  
*Occidental Chemical  
Corporation*  
1986 Carolyn Herr Watts  
*National Rural Electric  
Cooperative Association*  
1987 Brenda M. Girton  
*Brenda M. Girton & Associates*  
1988 Sally J. Patterson  
*Planned Parenthood of America*  
1989 Shirley Hales  
*TRW, Inc.*  
1990 Alexandra (Sandy) Cook  
*EDS Corporation*



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Washington, D.C. 20005

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