

REVISED FINAL

9/24/93

CONTACT:

Jo-Anne Coe
202/408-5105 (O)
202/408-5117 (FAX)
703/845-1714 (H)

SENATOR DOLE SCHEDULE -- FRIDAY, SEPTEMBER 24, 1993

12:50 PM Lv. Capitol

1:15 PM Ar. Washington National Airport
Signature Flight Support
703/419-8440

1:20 PM Lv. Washington

AIRCRAFT: Federal Express Challenger
TAIL NO.: N 2 FE
SEATS: 21

PILOT: Mark Casillas
CO-PILOT: Frank Apang

MANIFEST: Senator Dole
Senator Lott
Rick Rogers - FedEx
David Taylor - Dole staff
Keith Heard - Corn Growers' Assn.
(Mike Glassner will meet you in Memphis)

FLIGHT TIME: 2 hrs 10 mins
TIME CHANGE: -1 hour

MEAL SERVICE: Lunch

CONTACT: Fed Ex Aviation Dept.
901/369-3117 or 369-3304

2:30 PM Ar. Memphis, Tennessee
International Airport
AMR Combs NORTH EXECUTIVE TERMINAL
901/345-4717 or 345-4725

MET BY: Sam Hollis and Mike Glassner

NOTE: Mike Glassner will arrive Memphis
at 1:00 on Northwest

PROCEED TO LOBBY OF TERMINAL

PAGE TWOFriday, September 24

2:30 PM- AIRPORT PRESS AVAILABILITY -
3:00 PM SENATOR DOLE, SENATOR LOTT AND
RANDLE RICHARDSON, TENNESSEE GOP CHAIRMAN

CONTACT: Randle Richardson
615/292-9497

3:00 PM Lv. AMR Combs Executive Terminal

DRIVE TIME: 30 minutes

3:30 PM Ar. residence of Dr. John Shea and
Mrs. Lynda Lee Meade Shea (former Miss America)
909 Shady Grove Road
901/767-1919

3:30 PM- PRIVATE MEETING, SENATOR DOLE AND DOCTOR SHEA
4:00 PM

4:00 PM- ATTEND/SPEAK - FUNDRAISING RECEPTION FOR
5:00 PM TENNESSEE REPUBLICAN PARTY

CROWD SIZE: 35-40 @ \$1,200-\$3,000 per person

FORMAT: Informal mix and mingle
Candid photos only

PRESS: CLOSED

PROGRAM: Welcoming remarks - Dr. Shea
Brief remarks - GOP Chairman,
Randle Richardson
Intro of Senator Lott - Sam Hollis
Intro of Senator Dole - Sam Hollis
REMARKS - SENATOR DOLE

CONTACT: Sam Hollis
(Secty: Caroline Higginbotham)
901/524-4033

Rich Maradik, State GOP
615/292-9497

5:10 PM Lv. Shea residence

CAR 1: Senator Dole
Fred Thompson
(Brief meeting en route)

PAGE THREEFriday, September 24

5:40 PM

Ar. Memphis International Airport
AMR Combs SOUTH TERMINAL
901/345-4700

5:45 PM

Lv. Memphis

AIRCRAFT: Cessna Citation II
OWNER: Birnie Imes
TAIL NO.: N 67983

SEATS: 5

PILOT: Aero English
601/256-5425

CO-PILOT: Noel English (son)

FLIGHT TIME: 35 minutes

MANIFEST: Senator Dole
Senator Lott
Mike Glassner
David Taylor
Keith Heard

CONTACT: Birnie Imes
Columbus Commercial Dispatch
(Secretary: Tina)
601/328-2424, Ext. 128
FAX: Ext. 146

FLIGHT TIME: 35 minutes

6:20 PM

Ar. Jackson, Mississippi
International Airport
General Aviation Service
601/939-9366

MET BY: GOP Chairman Billy Powell and
Chris Webster, State GOP Exec. Dir.

(2 sedans)

DRIVE TIME: 15 minutes

6:35 PM

Ar. Ramada Renaissance Hotel
601/957-2800

PROCEED TO PENTHOUSE LEVEL

PAGE FOURFriday, September 24

6:35 PM- ATTEND/SPEAK - UNITED REPUBLICAN FUND DINNER
 8:00 PM (Fundraiser for Mississippi Republican Party)

CROWD SIZE: 500-600

HEAD TABLE:
 Senator Dole
 Governor Kirk Fordice
 Mrs. Patty Fordice
 Senator Trent Lott
 Mrs. Tricia Lott
 Lt. Gov. Eddie Briggs and escort
 Billy Powell, State Chairman
 Mrs. Barbara Powell
 Suzanne Rogers, State Committeewoman
 Evelyn McPhail, Director of Political
 Education, RNC
 Judy Dunaway, Dinner Chairman

PROGRAM:

6:30 PM Photo Op - Penthouse Level
 6:55 PM Reception - Penthouse Level
 7:15 PM PROCEED TO FIRST FLOOR for
 7:20 PM PRESS AVAILABILITY
 7:30 PM Dinner event begins - Ballroom

DINNER PROGRAM:

7:30 PM Pledge of Allegiance & Invocation
 7:35 PM Introduction of Senator Dole -
 Governor Kirk Fordice
 7:40 PM REMARKS - SENATOR DOLE
 8:00 PM Senator Dole concludes remarks
 and departs hotel, meal is served

CONTACT: Chris Webster, Executive Director
 Billy Powell, Chairman
 601/948-5191 (O)
 601/354-0972 (FAX)

8:00 PM Lv. Ramada Renaissance Hotel

8:30 PM Ar. Jackson International Airport
 General Aviation Service
 601/939-9366

PAGE FIVEFriday, September 24

8:35 PM

Lv. Jackson

AIRCRAFT: Cessna Citation II
OWNER: Birnie Imes
TAIL NO.: N 67983

SEATS: 5

PILOT: Aero English
601/256-5425

CO-PILOT: Noel English (son)

MANIFEST: Senator Dole
Mike Glassner
David Taylor
Keith Heard

FLIGHT TIME: 2 hrs 20 mins
TIME CHANGE: +1 hour

MEAL SERVICE: Dinner (sandwiches)

11:55 PM

Ar. Washington National Airport
Signature Flight Support
703/419-8440

REVISED: September 24, 1993 10:42 AM

MEMORANDUM

September 24, 1993

TO: Senator Dole
FR: Bill Thome, NRSC
RE: Trip to Memphis, Tennessee

History

Tennessee is one of those southern states which the Republicans generally carry at the presidential level, but in which we do much worse at the governor and senate level. Since 1952, Republican presidential candidates have won Tennessee every time except 1964, 1976 and 1992. Importantly, in the 1992 presidential race with Senator Albert Gore on the ticket, the Democrats carried Tennessee by only four points, 48% to 44%. At the Senate level, however, the GOP has gone from having both Senate seats in the early-to-mid 1970s (Senators Baker and Brock) to having neither of them now. We have not even *approached* victory in a Tennessee Senate race since 1978, when Howard Baker won re-election with 56% of the vote. In the past three Senate races, our Senate candidates have not even broken 40% (though admittedly they were not well-financed, credible candidates).

Tennessee is considered essentially three separate states: east, middle and west. Their voting patterns even today reflect the way they fought in the Civil War, with east Tennessee being against secession and today voting solidly Republican. Middle Tennessee, by contrast, sided with the Confederacy and today generally is the most reliable Democrat area of the state. Middle Tennessee Democrats are typically more liberal than are their west Tennessee colleagues. (Albert Gore is from Carthage, in middle Tennessee). West Tennessee is racially polarized, made up of largely black urban Memphis, and rural west Tennessee, which is the most conservative section of the state, though nominally Democratic.

A typical Republican victory is made up of a solid win in east Tennessee, the Memphis suburbs and the rural, conservative areas in the central and western parts of the state.

TENNESSEE SENATE RACES**Jim Sasser**

Jim Sasser was first elected to the Senate in 1976 as a political novice. Prior to his successful run for the Senate, he was state party chairman. He beat incumbent Republican senator Bill Brock in an upset and was re-elected in 1982 by defeating Congressman Robin Beard (62%-38%), and in 1988 by beating businessman Bill Andersen (65%-35%). Although Sasser's election results have been strong, it is important to note that he has drawn relatively weak opposition in his two re-election bids. He won against Robin Beard because Beard, a sitting congressman, ran a controversial ad depicting Fidel Castro "thanking" Sasser for helping Cuba with foreign aid. Beard was leading Sasser at the time the ad went on the air, only to have the

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resulting controversy destroy his lead and allow Sasser to go on to a strong victory. In 1988, Sasser outspent his GOP opponent by over 5:1.

Recruiting a credible candidate against Sasser has several clear benefits:

- The possibility that we could win it. Sasser's high-profile chairmanship of the Budget Committee and his ties to Clinton could prove very damaging. In addition, Sasser hasn't really had a tough race since 1976, when he wasn't even supposed to win.
- It ties Sasser down so he can't help protect the other Senate nominee (probably Congressman Jim Cooper). If Sasser has a race of his own, he won't have the luxury of helping Cooper.
- It forces Sasser to raise money, thereby "drying up" Cooper's money. With three major statewide races (governor and two senate races) on the ballot, there is only so much money to go around. It is in our best interest for Sasser to dry up Cooper's money for the open seat.
- It offers us the possibility of having geographic balance in the three races. Rep. Sundquist is from west Tennessee. Fred Thompson (if indeed he runs) is from middle Tennessee. So if we recruit a candidate from east Tennessee to run in the open seat, all three geographic regions are represented.

Harlan Mathews

Named by Governor Ned McWherter as a caretaker of the seat vacated by Vice President Al Gore, Harlan Mathews took the appointment with the promise not to run in 1994. The Governor -- in announcing his appointment of Mathews -- stated that he would be supporting Congressman Jim Cooper for the seat in the '94 election, and even promised the first \$1,000 to the Cooper campaign.

However, Mathews has subsequently filed campaign papers with the FEC, allowing him to raise money and conduct campaign business. Far from denying his interest in the campaign, Mathews has stated that he wants to keep his options open and may indeed run in '94. Political pundits believe that Mathews may have taken this action only to speed-up his nomination to the Tennessee Valley Authority Board. Others think he has become enamored with his new job and is being pushed by liberal opponents of Congressman Cooper.

The Governor has reiterated his support of Cooper.

ANNOUNCED REPUBLICAN CHALLENGERS (MATHEWS SEAT)

FRED THOMPSON

On Thursday, July 28, Fred Thompson announced the formation of his exploratory committee for his campaign to run in the "open" seat currently held by Harlan Mathews.

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At 50, Thompson has had a very diverse and successful career. As a lawyer, he has served as an Assistant United States Attorney; Minority Counsel to the Senate Select Committee on Presidential Campaign Activities (Watergate); Special Counsel to Governor Lamar Alexander; Special Counsel to both the Senate Foreign Relations and Intelligence Committees; and has a private practice in both Nashville and Washington, D.C.

Thompson is best known for his acting in over 15 major motion pictures (including Hunt for Red October, Die Hard II), 5 television movies (including the HBO movie Barbarians at the Gate), and several television series. He is currently in the newest Clint Eastwood movie, In the Line of Fire. Thompson authored At That Point in Time, an inside story of the workings of the Watergate Committee.

ANNOUNCED REPUBLICAN CHALLENGERS (SASSER SEAT)

Bob Corker, *Chattanooga businessman*
Steve Wilson, *College professor (Memphis)*
Dr. Byron Bush, *Dentist*
Harold Sterling, *Shelby County Assessor of Property*
Judge Ken Porter, *Circuit Court Judge, E. Tenn*

POTENTIAL REPUBLICAN CHALLENGERS (Sasser SEAT)

Andrew Benedict III, *minister, fmr. bank president*
Steve Gill, *Attorney (Nashville), White House Fellow (USTR), 46 years of Age*
Judge Bill Jenkins, *Circuit Court Judge, fmr. GOP Speaker of the House*
Beth Halteman Harwell, *State Representative*
Dr. Bill Frist, *Heart surgeon, Father founded Hospital Corporation of America, Head of Organ Transplant at Vanderbilt University Hospital, Chairs the Governor's Task Force on Medicaid Reform*

POLITICAL INFORMATION

Mason Dixon : 7/93

Name ID:	Sasser	Frist	Sasser Job Approval
Aware	97%	Aware 34%	Ex/Good 59%
Favorable	57%	Favorable 6%	Fair/Poor 38%
Unfavorable	11%	Unfavorable 5%	

Ballot	Sasser		Re-Elect (private)		Ballot (private)	
Sasser	54%	Sasser 46%	Re-elect	50%	Sasser	51%
Frist	14%	Duncan 25%	New Person	33%	Thompson	18%

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Ethridge Company (Sterling) PRIVATE -- DO NOT DISCUSS				
5/93				
Ballot	Sasser Job Approval		Re-elect	
Sasser 55%	Approve 64%	Re-elect 40%		
Sterling 27%	Disapprove 25%	New Person 47%		
Name ID:	Sasser	Sterling	Frist	Duncan
Aware		26%	15%	18%
Favorable	60%	15%	5%	7%
Unfavorable	19%	2%	<3%	<3%

Election Information

Candidate	Raised 6/93	Spent 6/93	PAC \$	COH 6/93	Debt
Sasser	\$1,015,821	\$127,756	\$365,455	\$1,175,478	\$0

Incumbent	File Date	Primary Date	Coord. Limit	COH 12/92	COH 6/92
Sasser/Open	May 19	August 4	\$452,037	\$281,528	\$310,786

1988 Results**1992 Results**

Sasser	65%	\$3,069,615	Bush	Clinton	Perot
Anderson	35%	\$612,421	43%	47%	10%

MEMORANDUM

To: Senator Danforth
From: Paul Curcio, NRSC
Date: May 4, 1993
Re: Briefing for Call to Dr. Bill Frist

This provides some background information for your call to Dr. Bill Frist, a potential candidate for one of the Senate seats in Tennessee in 1994. As you know, both Senate seats are up in 1994 because state law requires a special election to fill the unexpired term of Vice President Gore.

HISTORY

Tennessee is one of those southern states which the Republicans generally carry at the presidential level, but in which we do much worse at the governor and senate level. Since 1952, Republican presidential candidates have won Tennessee every time except 1964, 1976 and 1992. Importantly, in the 1992 presidential race with Senator Albert Gore on the ticket, the Democrats carried Tennessee by only four points, 47% to 43%. At the Senate level, however, the GOP has gone from having both Senate seats in the early-to-mid 1970s (Senators Baker and Brock) to having neither of them now. We have not even *approached* victory in a Tennessee Senate race since 1978, when Howard Baker won re-election with 56% of the vote. In the past three Senate races, our Senate candidates have not even broken 40% (though admittedly they were not well-financed, credible candidates).

Tennessee is considered essentially three separate states: east, middle and west. Their voting patterns even today reflect the way they fought in the Civil War, with east Tennessee being against secession and today voting solidly Republican. Middle Tennessee, by contrast, sided with the Confederacy and today generally is the most reliable Democrat area of the state. Middle Tennessee Democrats are typically more liberal than are their west Tennessee colleagues. (Albert Gore is from Carthage, in middle Tennessee). West Tennessee is racially polarized, made up of largely black urban Memphis, and rural west Tennessee, which is the most conservative section of the state, though nominally Democratic.

A typical Republican victory is made up of a solid win in east Tennessee, the Memphis suburbs and the rural, conservative areas in the central and western parts of the state. By far the most important geographic area for Republicans is east Tennessee: it contributes over 50% of the raw GOP votes that are needed to win statewide.

THE 1994 SENATE RACES

1. Some political observers believe that Sasser is an easier target than the open seat is. This runs counter to conventional wisdom, which would argue that the open seat (Gore's) is the better shot for the GOP. There are several reasons for some to believe that Sasser is the better target. First, Sasser will be tagged with being Clinton's budget chief in the Senate, making him potentially very vulnerable. Second, this will be his fourth term and if anti-incumbency is raging in '94, he can be beaten. Third, he is liberal, in a state that is conservative, though nominally Democrat. And fourth, he is colorless and the perception of him is thin.

By contrast, Congressman Jim Cooper, the likely nominee for the open seat, is a moderate Democrat who is well liked by rank-and-file Republicans and has already begun to try to make inroads with the GOP finance people. He has pledged to take no PAC money in the '94 race. Cooper is a fresh face statewide and, importantly, a portion of his district covers east Tennessee. *The combination of his ideology and geography make him dangerous to us.* The ideological differences between Sasser and Cooper are outlined as follows:

	<u>1990 National Journal Ratings</u>	
	<u>Liberal</u>	<u>Conservative</u>
<u>Economic</u>		
Sasser	49%	43%
Cooper	42%	57%
<u>Social</u>		
Sasser	71%	28%
Cooper	52%	47%
<u>Foreign</u>		
Sasser	83%	0%
Cooper	44%	54%

NOTE TO SENATOR DANFORTH: LITERALLY LATE LAST WEEK, APPOINTED SENATOR HARLAN MATTHEWS FILED WITH THE FEC AND HAS INDICATED THAT HE MAY INDEED RUN IN '94. SOME OBSERVERS BELIEVE THAT THIS IS A RESULT OF GOV. MCWHERTER'S INFLUENCE: HE DOES NOT LIKE CONGRESSMAN COOPER AND MAY BE ANGLING TO DENY HIM THE SENATE NOMINATION FOR GORE'S SEAT.

2. While the perception of Sasser is quite thin, he greatly benefits from having a strong staff. Everyone I talked to believes that Tennesseans know Sasser's name and his face, but the perception of him is very thin: they know very little specific about him. But they noted how strong his staff is, providing superior constituent service. Randle Richardson, the new state party chairman, told me that when he headed a federal farm agency in Tennessee under President Bush, Sasser's staff was extraordinarily attentive to him (followed closely by Congressman Cooper's staff), despite their party differences. Sasser's staff knows well how to use federal agencies to help constituents. Particularly in the area of agriculture, this use of federal agencies has helped Sasser become entrenched in the rural areas. He learned this from his father, who was an agriculture official who moved all over rural Tennessee helping people. *This is important because, as noted above, for a Republican to win statewide, we need to do well in the rural areas. They are conservative southern Democrats, but Sasser has made inroads with them despite his liberalism.*

3. With the loss of the White House and having no statewide elected officials in the state, Tennessee Republicans are restless to elect a governor and senator(s). The party activists are reportedly very determined to prevail in 1994. Observers in the state remember a similar feeling in 1978, when we captured the governorship (Lamar Alexander) and Howard Baker was re-elected.

KEY FACTS AND POLLING DATA

<u>1988 Election - Senate</u>		<u>\$ Spent</u>
Bill Andersen (R)	35 %	\$ 612,421
Jim Sasser (D)	65 %	\$3,069,615

1992 President

George Bush	43 %
Bill Clinton	47 %
Ross Perot	10 %

Public Polling Figures
(9/92 Political Media Research)

Jim Sasser Job Approval
Excellent/Good 58%
Fair/Poor 37%

Note: Of all 100 Senators, Jim Sasser was ranked 34.

Filing deadline: May 19
Primary date: August 4

POLITICAL LINEUP

Governor: Ned McWherter (D)
Lt. Governor: John Wilder (D)
Sec. of State: Riley C. Darnell (D)
Treasurer: Steve Adams (D)
Attorney General: Charles Burson (D)
Controller: William Snodgrass (D)

State Legislature: 36 R / 63 D House
14 R / 19 D Senate

FINANCIAL INFORMATION

Amount the NRSC is allowed to contribute to the Tennessee nominee: \$469,537

06/23/93

09:32

SHELBY COUNTY ASSESSORS OFFICE

002

HAROLD STERLING

Shelby County Assessor Of Property

On August 6, 1992, Harold Sterling was elected Shelby County Assessor of Property, unseating incumbent Michael Hooks. More votes were cast in this race than in any previous countywide election in Shelby County history. Sterling's margin of victory was 1,939 votes out of 191,703 cast.

Sterling ran as a Republican following the GOP's first ever Republican primary held in March 1992 to determine candidates for local races. Sterling used strategic polling as well as an aggressive radio and television advertising campaign to overcome the incumbent's tremendous name recognition.

Sterling came to the Assessor's office from a background of both politics and real estate. He was elected to four terms in the Tennessee House of Representatives in the 1970's, and served as state chairman for Ronald Reagan's 1976 presidential bid and vice-chairman for Senator Howard Baker's re-election campaign in 1978.

The Sterling name has long been associated with Memphis real estate. After receiving his degree in real estate from Memphis State University in 1960, Sterling began a long and successful career. After three years with Joyner, Heard & Jones, he started Sterling, Inc., and by 1974 the company had more than 100 agents, becoming the first real estate firm of its size in Memphis. He built the company to a position of leadership through innovation, professionalism, and strong ethical standards.

In 1989, Sterling joined forces with another well-known Realtor, Ceylon Blackwell, to form the largest merger in Memphis real estate history. Pyramid-Realtors was born through the merging of their respective companies and is currently the second largest real estate firm in Memphis.

With 32 years of professional real estate experience, Sterling is uniquely qualified to assume his role as Assessor. He has served as past chairman of the Tennessee Real Estate Commission and is a life member of the Memphis Area Association of Realtors Million Dollar Sales Club.

In 1971 Sterling was selected Memphis' Outstanding Young Man, and in 1972 he was named Tennessee's Outstanding Young Man. He is a past president of the Memphis Jaycees and a charter member of Memphis Big Brothers/Big Sisters. He has served on the Alumni Board of Directors of Memphis State University as well as the board of Memphis Mental health.

Born in the nation's capital, Sterling attended junior college in Maryland and won a football scholarship to Memphis State as a junior college All-American. He has made Shelby County his home ever since.

He has four children -- Tracy, Tiffany, Brad, and Cowan.

TN Bios.

BIOGRAPHY

Stephen Delos Wilson was born on June 4, 1948 in Rome, New York. His parents, Murray Crowell Wilson and Mary Elizabeth Humphrey Wilson raised a family of eleven children — eight boys and three girls — of which Stephen is the fourth oldest and the fourth son. The family lived on the farm which was established by Steve's great-great grandfather in 1848. As a boy, he was an active participant in basketball, football, and scouting — in which he reached the rank of Eagle Scout .

He was educated in Catholic schools for ten years, and then transferred to a public high school -- Rome Free Academy — from which he graduated in 1966 with a New York Regents diploma (with honor). He earned a New York State Regents scholarship and then entered St. Bonaventure University, where he majored in economics, graduating *cum laude* in 1970.

Immediately after graduating from St. Bonaventure, Stephen married Marsha Burger of Utica, New York in a civil ceremony. The newlyweds then moved to Morgantown, WV where Marsha worked as a school teacher and Steve began studies towards a doctorate in economics. His graduate education was financed by a National Science Foundation traineeship, and he also received an allowance from the Army Reserve Officer Training Corps.

Steve's graduate course work concentrated in three areas: labor economics, international economics, and econometrics. He completed all degree requirements except the dissertation before entering active duty military service as a second lieutenant at Fort Belvoir, VA in April, 1973.

Lieutenant Wilson was assigned to U.S. Army, Europe in October, 1973, and further assigned to Heidelberg, Federal Republic of Germany. As an engineer officer, he commanded an engineer utilities detachment and was subsequently assigned as

executive officer of an engineer mobile assault bridge company. He also served as an interpreter in NATO exercises with German and French engineer units and taught undergraduate courses in economics at the overseas division of the University of Maryland. He was awarded the Army Commendation Medal for meritorious service. His son, Jeremy Adam, was born in April, 1975. He returned to the United States in January, 1977 and was assigned as Assistant Professor of Military Science at West Virginia University. At that time, he was the only Army officer to be assigned as a military science instructor prior to reaching the rank of captain. His daughter, Alison Kaye, was born in February, 1978. During this assignment, he wrote a doctoral dissertation on the subject of the military compensation system. He was also promoted to the rank of captain and received his second Army Commendation Medal for meritorious service. He resigned from active duty in August, 1978; he was granted an honorable discharge and re-assigned to the Army Reserve.

After discharge from military service, Dr. Wilson was employed as an economic researcher at Applied Management Sciences, Inc. of Silver Spring, MD. His research concentrated in the area of medical economics with specific emphasis on analysis of the markets for physicians and other health service providers. He helped construct the format for automated data bases and designed econometric models to study the effect of government health care policy on the medical marketplace. He was promoted from Senior Project Analyst to Technical Manager, a position in which he supervised interdisciplinary research teams. He left Applied Management Sciences, in April, 1980 to take a position with Citicorp Homeowners, Inc. in St. Louis, Mo.

In his position of Treasurer, Dr. Wilson was responsible for funding Citicorp Homeowners' \$3 billion portfolio of home mortgages, installment loans, and securities. He was responsible for Citicorp's first shelf registration statement with the Securities and Exchange Commission to sell mortgage pass-through securities, a funding mechanism which Citicorp has since used to fund home mortgages in the billions of

dollars. He co-authored a financial newsletter for the company's employees and clients. In addition, by studying Citibank's foreign exchange trading techniques, he developed Citicorp's first procedures manual for hedging mortgage loans via the financial futures markets. He also taught undergraduate courses in economics at St. Louis Community College and graduate courses at St. Louis University.

Mr. Wilson left Citicorp in April, 1982 to become Senior Vice-President of Ryan Mortgage Company of Dallas, TX, where he was responsible for production and sale of residential mortgages. Under his tenure, the number of residential loan production offices increased from two to nine, and monthly loan volume increased from \$3 million to \$30 million. He also taught undergraduate courses in real estate finance at the University of Texas-Arlington.

Stephen and Marsha Wilson were divorced in March, 1983. In August, 1983 Steve married Georgine Brandhorst, a native of St. Louis, Mo. The two were married at Alexandria, VA, during CPT Wilson's annual active duty for training with the U.S. Army Research Institute. Shortly thereafter, he resigned from Ryan Mortgage Company and operated as a financial consultant to corporate clients, including Citicorp, until January, 1984 when he accepted a position as Vice-President of Maxim Mortgage Corporation in Dallas, TX.

At Maxim Mortgage, Steve was responsible for secondary marketing, i.e. sale of mortgages to institutional investors. Maxim was a new company with one office. In late 1984, the company was in negotiations and was ultimately acquired by Southwest Savings Association. In November, 1984, Steve left Maxim to take a position as Vice-President at the Investment Banking Group of Union Planters National Bank.

At Union Planters, Dr. Wilson was responsible for research and arbitrage trading for the mortgage-backed securities desk. He authored a handbook on the investment aspects of mortgage-backed securities and co-authored a newsletter relating recent developments in the rapidly developing markets for mortgage securities. Dr.

Wilson was also responsible for managing the investment bank's risk position in current coupon, adjustable rate (ARM), and stripped coupon mortgage securities (strips). Under his management, Union Planters played a key role in the development of the markets for ARM's and strips, which have since witnessed the issuance of hundreds of billions of dollars of new securities and have been a major source of new funds to America's housing markets. In 1985, Steve and Georgine Wilson formed Able Energy Savers, Inc. to market energy-saving devices. The firm's charter was modified in 1986 to include real estate development and management. The firm was voluntarily liquidated in 1990. Dr. Wilson left Union Planters in March, 1987 to start his own mortgage banking firm. During 1987 he also resigned from the U.S. Army Reserve; his last rank held was major.

Stephen Wilson Mortgage Company, a Tennessee corporation, was chartered in January, 1988. The company provided residential mortgage loans -- FHA, VA, and conventional loans -- in the greater Memphis housing market, and reached maximum production of approximately \$15 million in 1989. In 1990, Stephen Wilson Acceptance Company, also a Tennessee corporation, was chartered to provide second mortgage loans. Both Stephen Wilson Mortgage Company and Stephen Wilson Acceptance Company were wholly owned by Stephen and Georgine Wilson, who also served as managers for the two firms.

In the latter part of 1990, Dr. and Mrs. Wilson decided to liquidate both Stephen Wilson Mortgage Company and Stephen Wilson Acceptance Corporation. The decision was made on the basis of the economic and regulatory environment for mortgage lending. Both companies were debt-free and the liquidation was entirely voluntary.

In 1991, Steve Wilson began work on his book, *The Bankruptcy of America*, and accepted a position teaching economics and finance at Christian Brothers

University in Memphis. He served as President of the East Memphis Exchange Club, and in 1992 became a director of Citizens Against New Taxes.

Steve and Georgine Wilson live in Germantown and are active members of Grace Evangelical Church.

William H. Frist: Abbreviated Resume

Dr. William H. Frist, a member of one of America's most prominent medical families, is a nationally recognized authority in multi-organ transplantation. At Vanderbilt University in Nashville, he serves as Director of the Heart and Lung Transplant Program and Surgical Director of the Vanderbilt Transplant Center.

Dr. Frist performed the first combined heart-lung transplant, the first pediatric heart transplant, and the first lung transplant in the state of Tennessee. He has written numerous articles published in medical peer-reviewed journals, has received numerous awards from professional societies, and has presented his research findings to various national societies.

A 1978 honors graduate of Harvard Medical School, Dr. Frist completed his general surgery and specialty training in heart and lung surgery at Massachusetts General Hospital in Boston. From 1984-1986, he served as senior fellow in transplant surgery at Stanford University Medical Center.

During his undergraduate years at Princeton University, he was named a Woodrow Wilson Scholar, specializing in health care policy. While earning a major in the Woodrow Wilson School of Public and International Affairs, he was active in student government and served in leadership positions in numerous campus and service organizations. He was awarded the Harold Dodds Award for outstanding leadership and contributions to Princeton University.

The Nashville native has served on a number of national civic and professional committees. He currently serves on the Board of Trustees of Princeton University (Charter Trustee) and of The Ensworth School in Nashville, Tennessee. From 1989 to 1991, he chaired the Communications Committee of the United Network for Organ Sharing (UNOS), the national network coordinating transplantation in the United States. He was the 1991-92 president of the Middle Tennessee unit of the American Heart Association and has served on the boards of the Tennessee Affiliate of the American Heart Association and the Tennessee American Lung Association. He is also chairman of the Tennessee Medical Association's Organ Procurement Committee. In 1992, he was awarded the Distinguished Service Award by the Tennessee Medical Association.

In 1992 Dr. Frist was appointed by Governor Ned McWherter to be Chairman of the Tennessee Task Force on Medicaid Reform, a 9-person committee charged with overseeing major reform of the \$2.8 billion state Medicaid program.

His book Transplant, available in both hard-cover and soft-cover editions in English and Japanese translations, examines social and ethical issues which surround transplantation and organ donation. Frist has appeared on numerous national talk shows, including the Today Show and Larry King Live.

Married and the father of three sons, Frist has a commercial pilot's license and is instrument-rated for single and multi-engine aircraft.

Robert P. Corker, Jr.
President
Corker Group Incorporated
735 Broad Street, Suite 1204
Chattanooga, Tennessee 37402

Robert P. Corker, Jr. is the President and sole stockholder of Corker Group Incorporated, a holding company. In 1978, Mr. Corker founded Bencor Corporation, the former construction subsidiary of Corker Group. Bencor achieved national recognition by being ranked among the nation's largest builders and contractors, constructing projects in 18 states, prior to Mr. Corker's sale of the company to internal management. In 1982, Mr. Corker founded Corker Development Corporation, which he retains, as the real estate development subsidiary of Corker Group. Corker Development has been involved in the development and ownership of commercial real estate.

Mr. Corker graduated from the University of Tennessee in 1974 with a Bachelor of Science degree in Industrial Management. He began his career in 1974 as a Project Manager and Construction Superintendent for Independent Construction Company of Chattanooga, TN, remaining with the company until he began Bencor Corporation and Corker Group in 1978.

In 1986, Mr. Corker co-founded Chattanooga Neighborhood Enterprise, a non-profit, public/private partnership that had as its mission providing the opportunity for all Chattanooga citizens to have decent, fit and affordable housing. Mr. Corker stepped down as Chairman of this organization in July of 1992. CNE has been involved in providing housing for over 2,400 families in the Chattanooga area.

Mr. Corker currently serves on the board of directors of American National Bank and Trust Company, Siskin Memorial Foundation, Children's Discovery Museum, which is currently under development in Chattanooga, Memorial Hospital in Chattanooga and the Executive Committee of United Way. He is past Chairman of the Administrative Board and past Finance Chairman of First Centenary United Methodist Church. He is a past member of the board of directors of Tennessee Housing Development Agency, Chattanooga Venture, Chattanooga Chamber of Commerce and a past member of its Education Panel, Associated General Contractors and the Urban League. He is past member of the University of Tennessee at Chattanooga Chancellor's Roundtable and a past member of the Governor's Task Force on Low-Income Housing for Tennessee, a past member of the Rotary Club, as well as a past Trustee of the Tri-State Carpenters Fringe Benefit Fund.

Mr. Corker and his wife, Elizabeth, reside in Chattanooga with their two daughters, Julia and Emily.

S E N A T E R A C E " A "

TENNESSEE

Incumbent: Sasser (D)

GOP CANDIDATE	OCCUPATION	ISSUES
Byron Bush	Dentist	
Bob Corker	Construction business	Millionaire
Bill Frist	Heart Transplant surgeon	Millionaire
Steve Gill	Attorney (Nashville)	
Beth Halteman	State Rep.	
Ken Martin	Attorney (Chattanooga)	
Harold Sterling	Shelby Cty assessor of Property (Memphis)	Gub. cand. '78-lost in primary to L. Alexander
Chris Whittle	Businessman	

HOTLINE 8/5/93

FEC REPORTS: FUND-RAISING REPORTS FOR THE FIRST HALF OF '93
34 seats up in '94 (22 D, 12 R). Dems currently control the
Senate 56-44; the GOP needs a net pickup of 7 seats to win it
back. The following information is derived from FEC reports for
the period from 1/1/93 - 6/30/93. Incumbents in CAPS.

	RAISED	SPENT	PAC \$	DEBT	C-O-H
TENNESSEE "A"					
SASSER (D)	1,015,821	127,756	365,455	0	1,175,478
TENNESSEE "B"					
MATHEWS (D)	77,753	5,479	14,250	0	72,328
Cooper (D)	904,517	131,714	0	0	928,942

HOTLINE 6/24/93

*18 TENNESSEE: UNKNOWN GOPER WITH RICH BROTHER MAY RUN FOR SEN.
TN Medicaid Reform Task Force head Dr. Wm Frist (R) said he will decide in the next 60 days whether to run for Senate in '94, and which seat, Sen. Jim Sasser's (D) or Sen. Harlan Mathew's (D). Frist was at Gov. Ned McWherter's (D) side 6/16 when the gov. "discussed his TennCare health-care plan" with HHS Sec. Donna Shalala. Frist: "At some point in the future my role as a public servant -- which I really am as a physician -- will enter the larger arena of public politics." McWherter aide Jim Kennedy said the gov. respects Frist, "but will still support Democratic candidates": "The governor has a lot of confidence in him and relies on his judgment on health care issues" (AP/Nashville TENNESSEAN, 6/23). Frist is the brother of Hospital Corporation of America CEO Thomas Frist, who was featured on the cover of the 4/26 issue of BUSINESS WEEK as the highest paid CEO in America for 1992, earning \$127M (courtesy AMERICAN HEALTHLINE, 4/19).

G U B E R N A T O R I A L R A C E

GUBERNATORIAL RACE
 TENNESSEE

Incumbent: OPEN

GOP CANDIDATE	OCCUPATION	ISSUES
Victor Ashe	Knoxville Mayor	
Ben Atchley	State Sen. GOP Ldr	
David Copeland	Ex-State Rep.	Announced 7/16
Al Schmutzer	AG, Former FBI agent	
Don Sundquist	U.S. Rep. (07)	Announced; Likely front runner

DEM CANDIDATE	OCCUPATION	ISSUES
Phil Bredesen	Metro-Nashville Mayor	
Walter Bussart	Atty/Ex-State Rep.	
Richard Chesteen	UT prof.	
Bob Clement	U.S. Rep. (05)	Will not run
Frank Cochran	PSC Chair	Announced.
Steve Cohen	State Sen.	Announced.
Jane Eskind	Ex-PSC member	Good name recog.
Steve Hewlett	PSC Chair	
Dick Lodge	Lobbyist	
Harlan Mathews	U.S. Senator	
Clayton McWhorter	Hlth Care Exec.	Will not run
Bryant Milsaps	Sec/State	
Bill Morris	Shelby Co. Mayor	Announced; Raised \$1 mil. +; likely frontrunner
Bill Purcell	State Rep.	
Bruce Shine	Atty	
Charles Smith	Educ. Commis.	
Don Trotier	Clarksville Mayor	
Randy Tyree	'82 Dem. nominee	

TENNESSEE

Status of Incumbent: Gov. McWerter (D) is ineligible to seek reelection: Open Seat

Filing Date: May 19

Primary Election: AUGUST 4

POTENTIAL CANDIDATES

REPUBLICANS

Don Sundquist, Congressman

Victor Ashe, Knoxville Mayor

Ben Atchley, Senate GOP Leader

Al Schmutzer, AG, firm FBI agent

DEMOCRATS

Bob Clement, Congressman

Carl Wallace, fmr. St. Adjutant Gen.

Bryant Millsaps, fmr. Secretary of State

Phil Bredezen, Nashville Mayor

Bill Morris, Memphis Mayor

Harlan Mathews, Senator

Frank Cochran, Public Service Commr.

Clayton McWhorter, Health Care Exec.

Richard Chesten, Univ. of TN Prof.

Walter Brussart, attorney

Bruce Shine, attorney

Don Trotter, Clarksville Mayor

Early Line

Other state-wide offices

US Sen

09/16/93

15:43

TN REPUBLICAN PARTY → 202 408 5117

002



July 12, 1993

Mr. Haley Barbour, Chairman
Republican National Committee
310 First Street, Southeast
Washington, D.C. 20003

Dear Haley,

Enclosed is a copy of David Copeland's letter to you regarding the RNC's position in primaries, and his candidacy for governor. Also enclosed is my March 26 memorandum to the State Party leadership, outlining the Party's position in primaries. We have a history in Tennessee of trying to anoint candidates or make endorsements prior to the primaries, and I believe those actions contributed to our past defeats.

I appreciate any remarks you make about our opportunities in Tennessee, but would ask that you mention all potential candidates, or none at all (attached is a complete list). I know that Don Sundquist and Fred Thompson are well-known in Washington, but believe they should earn their support here in Tennessee.

I am not writing to criticize, but to let you know that we will be blessed with many fine candidates in 1994. I hope you will come to Tennessee in the near future and meet all of them. You will see why GOP will stand for the "Great Opportunity Party" in Tennessee in 1994.

I know 1994 has the potential to be as successful as 1978 and 1966, and believe your leadership will maximize our opportunities.

Please let me know if I can be of assistance.

Sincerely,

Randle Richardson
Chairman

RR:slm

Enclosures

Gov.

HOTLINE 9/20/93

TENNESSEE: HEWLETT IS 2ND PSC CHAIR TO JOIN RACE

PSC Chair Steve Hewlett (D) "joined the already crowded race" 9/17, "meaning two of the state's three commissioners regulating trucking and utilities" will run in '94. PSC Chair Frank Cochran (D) is the other. Hewlett named Deborah Kolarich as Treas. and said he has "pledges and cash totaling \$100,000 at this point." Hewlett referred to the decisions by "several other candidates" not to run as the reason that "someone like himself" is able to "get into this." Hewlett: "[The] business attributes and instincts I've developed in the private sector have really been a benefit. ... I believe I can provide the same type of creative, productive leadership in the governor's office" (Branson, Memphis COMMERCIAL APPEAL, 9/17). Possible Dems: Shelby Co. Mayor Bill Morris, state Sen. Steve Cohen, Ex-Adj. Gen. Carl Wallace, Univ/TN prof. Richard Chesteen, Educ. Commis. Charles Smith, Sen. Harlan Mathews, Ex-state Rep. Walter Bussart, Atty Bruce Shine, state Rep. Bill Purcell, Lobbyist Dick Lodge and '82 Dem nominee Randy Tyree. Possible GOP candidates: Rep. Don Sundquist (07) and ex-state Rep. David Copeland.

HOTLINE 9/1/93

TENNESSEE: LODGE JOINS LONG LIST OF DEM CANDIDATES

Ex-TN Dem Chair Dick Lodge filed documents "enabling him to raise campaign contributions for a [gov.] race and said he's firmly a candidate." Lodge will make a formal announcement "later this year or early next year." He had previously said he would not run if Rep. Bob Clement (D-05) was a candidate, but Clement declared he would not run last month (Locker, Memphis COMMERCIAL APPEAL, 9/1). TENNESSEE JOURNAL reports Clement's no-run decision leaves Shelby Co. Mayor Bill Morris (D) "waiting for state party regulars to support him as front-runner. But instead, the Democratic field has settled into a level of disarray it probably will maintain for several months. ... The Democratic race is seen as Morris with the pack on his heels. A few candidates will break from the pack, but it's too early to tell who they might be." Most observers "don't expect more new candidates to pop up out of nowhere," as '82 gov. nominee Randy Tyree did a few weeks ago. Educ. Commis. Charles Smith "is reconsidering his decision not to run," but he is also interested in an opening on the Board of Regents. Appointed Sen. Harlan Mathews (D) "won't run unless Potomac Fever has made him delirious." House Maj. Leader Bill Purcell (D) "will decide within the next few weeks." The "biggest unknown" is Public Service Commis. Jane Eskind (D), "perhaps the only Democrat who can wait much longer and still have a chance to win. Her name recognition and personal wealth would allow her to cut to the front of the line even if she waits until next year. She would also have the advantage of becoming the only woman in a Democratic primary field now occupied by ten or a dozen male candidates." If she runs, Eskind will be "an instant front-runner" (8/30 issue). Announced Dems: Morris, state Sen. Steve Cohen, Public Service Commis. Frank Cochran. GOPers: Rep. Don Sundquist (R-07), ex-state Rep. David Copeland. Other possible Dems: Ex-Adjutant Gen. Carl Wallace, ex-state Rep. Walter Bussart, Public Service Commis. Steve Hewlett, U/TN prof. Richard Chesteen, Bruce Shine.

HOTLINE 8/20/93

TENNESSEE: CLEMENT OUT; WANNABEES SCRAMBLE

"After a summer of polling, politicking and soul searching," Rep. Bob Clement (D-05) "backed away from a run for governor." Clement, "by virtue of his name and family political legacy, would have automatically commanded front-runner status. His decision to pull out, opened the field for other candidates across the state, one of whom immediately announced and others who said they were now considering." Clement "said unfinished business in Washington and family considerations forced him to abandon thoughts of running for the Democratic nomination in next year's crowded field. He instead announced his intentions to run for reelection to Congress." His decision comes two days before the state Dem's annual fund-raiser 8/21, at which VP Al Gore will speak. Clement's "decision sparked a flurry of activity across the state and others eyed the race," including Education Commis. Charles Smith (D), Public Service Commis Steve Hewlett (D) and House Maj. Leader Bill Purcell (D), who had intended to run for Clement's empty seat, but said "at this point, I'm not ruling out anything." Atty/Ex-Dem chair Dick Lodge: "I'm going run for governor. It leaves the race wide open." Clement's "withdrawal is also likely to spawn a feeding frenzy for his core of supporters. Within minutes of the announcement," ex-Adj Gen Carl Wallace (D) and Walter Bussart (D) "both issued statements proclaiming their long-time friendship with Clement." Shelby Co. Mayor Bill Morris's "stake as a Democratic front runner would only seem strengthened." Morris spokesperson Deloss Walker: "We've never become too terribly concerned about whose in the race and whose out of the race. The issue from Bill Morris's point of the view is for him to stay on course." State Sen. Steve Cohen (D): "This opens opportunities for me to have support from people who would have otherwise supported Bob Clement and makes the race wide open. I would have not have been as comfortable running an uphill fight against a person (Clement) with long and good credentials in the Democratic Party who has strong support from many Democratic leaders." Also this week ex-Knoxville Mayor Randy Tyree (D) "announced he intends to seek the nomination" (Branson, Memphis COMMERCIAL APPEAL, 8/20).

HOTLINE 8/18/93

TENNESSEE: MATHEWS MUST BE DREAMING

Sen. Harlan Mathews (D) said 8/16 that the Dems would have a "dream team" in '94 if Gov. Ned McWherter (D) and Sen. James Sasser (D) attempted to swap jobs. Mathews: "I believe we could have a dream team. It would settle the issues of those races and we could move forward with their leadership." Mathews "conceded neither man has expressed interest in such a scenario, and McWherter said his only interest after leaving office is in returning to his West Tennessee farm." Sasser, "who is expected to win a fourth senate term with little trouble, has said he may be interested in a [gov.] race, but not this year." Mathews: "I believe both of them are so interested in Tennessee that they would consider a draft." Mathews himself is "considering running" for the remaining two years on the Senate term he was appointed to. Although McWherter was at the NGA meeting, and unavailable for comment, his spokesperson Jim Kennedy said Mathews' suggestion was "an interesting concept." TN Dem Chair Bob Thomas: "It would absolutely present a strong ticket, but I doubt it's going to happen." Likely GOP gov. candidate Rep. Don Sundquist (R-07) spokesperson Ralph Perry "chuckled in disbelief when he heard Mathews' suggestion but he said Sundquist is 'running for governor, not against anybody.'" TENNESSEE JOURNAL's M. Lee Smith: "I think there is some possibility the Democratic leadership across the state could persuade Sen. Sasser to run for governor instead of senator, but it's not likely at all that the governor will run" for Senate (AP/Nashville TENNESSEAN, 8/17).

HOTLINE 8/17/93

TENNESSEE: CLEMENT TO MAKE DECISION THIS WEEK. IS HE OUT?

'82 Dem nominee Randy Tyree "has stunned party leaders by saying he intends to run again next year." Tyree, who lost to Lamar Alexander (R) in '82, told the TN Dem Party 8/13 that "the fire's in my belly." Money for his '82 campaign was "linked" to Jake and C.H. Butcher, "who both went to prison later after their bank chain collapsed." The Butcher brothers came up during the trial of Rep. Harold Ford (D-09) earlier this year. On another front, Rep. Bob Clement (D-05) "gave no indication which way he's leaning except to hint that his announcement may come this week." Clement: "I'm at a crossroads in my life. Am I going to be a candidate for governor or am I going to run for another term of Congress?" (AP/Memphis COMMERCIAL APPEAL, 8/15).

BOB'S CLEMENTCY: COMMERCIAL APPEAL's Adler Thorp writes, "No one in Nashville can figure out what Clement plans to do. ... Apparently, not even Clement. ... The longer he takes to make that choice the more likely he will lose credibility and support." Adler Thorp on Clement's "no" vote on the budget bill: "On this point, it makes little difference whether Clement runs for governor or his fifth [CD] again. When Clement phones ... Gore for some organizational or fund-raising support, or asks the Clinton folks for an endorsement, it's a safe bet that no one's going to return his calls" (8/15). Clement may decide before the 8/21 Jackson Day dinner in Nashville. "Clement's indecisiveness has given many the impression he doesn't have the fire in his belly to win the election" (TENNESSEE JOURNAL, 8/16 issue).

DON IS BUSY: Rep. Don Sundquist (R-07) is one of the "busiest" reps. in the state. He's been "high-tailing it all over the state seeking money and votes." Sundquist is spending most of his time this months "at suppers and speeches" in East TN, "where his name isn't widely known" (Miller, AP/Nashville TENNESSEAN, 8/16).

CANDIDATE LIST: Dems considering: U-TN prof. Richard Chesteen, atty Walter Bussart, PSC chair Frank Cochran, state Sen. Steve Cohen, Shelby Co. Mayor Bill Morris, atty Bruce Shine, ex-state Adjutant Gen. Carl Wallace, lobbyist Dick Lodge and Sen. Harlan Mathews. The GOP: ex-state Rep. David Copeland. Gov. Ned McWherter is term-limited.

HOTLINE 8/6/93

TENNESSEE: MORRIS IN; COHEN EXPLORES; CORKER LOOKS ELSEWHERE

Two Memphis Dems announced: Shelby Co. Mayor Bill Morris announced yesterday and state Sen. Steve Cohen named a campaign treas. and filed papers allowing him to raise money for the race. Morris "embarked" on a 5-city plane trip around the state. Morris has been "contemplating a bid for some time and was encouraged when two potentially formidable" Middle TN candidates -- Nashville Mayor Phil Bredesen (D) and businessman Clayton McWhorter (D) -- decided not to run. Rep. Bob Clement (D-05) "still has not announced a decision on his plans." Cohen's treasurer is women's issue activist Paula Casey. He said he has about \$75,000 available in his state Senate campaign fund. Cohen -- "not for the first time -- questioned Morris' credentials to run as a Democrat, observing" that Morris "has occasionally supported" GOPers. Other potential Dems: atty Walter Bussart, ex-adjutant gen. Carl Wallace, U-TN prof. Richard Chesteen, PSC commis. Frank Cochran, Clarksville Mayor Don Trotter, atty Bruce Shine (Cromer, Nash. BANNER, 8/5). Noting polls showing him with low name recognition, Morris said the next Gov. will be "the candidate ahead at the end of the campaign, rather than the one in front at the start." Morris said he entered the race to provide a "new entrepreneurial brand of governor leadership that would draw support across the state" (Keeter, Memphis COMMERCIAL-APPEAL, 8/6).

RACE SWITCHER: Businessman Bob Corker (R), "who had pondered" a gov. run, "now is focusing his attention" on the Senate seat held by Sen. Jim Sasser (D). Rep. Don Sundquist (R-07) is "regarded as the front-runner," but ex-state Rep. David Copeland (R) has "thrown his hat into the ring" (BANNER, 8/5).

HOTLINE 7/27/93

TENNESSEE: CLINTON NEGATIVES AND WIDE FIELD TO HURT DEMS?

TENNESSEE JOURNAL publisher M. Lee Smith writes, "The smart money" in the '94 gov race is on Rep. Don Sundquist (R-07). TN Dems currently have a "double-barreled problem." The first factor is Clinton's "abysmal start," and the second factor "involves the issue of who will be the" Dem nominee. The frontrunner, if he runs, is Rep. Bob Clement (D-05). Nashville political activist Jane Eskind or Shelby County Mayor Bill Morris, who has raised more than \$1 million, "might give Clement a serious run" for the nomination. The other seven "seem likely to encounter" problems funding their campaigns. The 7 are: Public Service Commis. Frank Cochran, ex-State Rep. Walter Bussari, ex-state adj. general Carl Wallace, State Sen. Steve Cohen, atty Bruce Shine, Clarksville Mayor Don Trotier, and UT-Martin prof. Richard Chesteen. Other prominent Dems have been mentioned such as Sens. Jim Sasser and Harlan Mathews and Rep. Bart Gordon (06). Gordon promised he wouldn't run and Mathews "sparks little enthusiasm. Sasser plans to seek a fourth term but a "remote possibility" exists that he could run (Smith, NASHVILLE BANNER, 7/20).

WE KNOW WHO NED LIKES IN THE SENATE: A number of Dems are urging Gov. Ned McWherter (D), who does not plan to run, to "persuade a quality candidate -- anyone -- to run" (Daughtrey, TENNESSEAN, 7/25). McWherter, in a column regarding the "latest round" of hearings in a 5-year lawsuit brought against TN by 77 largely rural school districts seeking more funds: "What I am eager for the people of [TN] to understand, is that while the lawsuit has dragged on, we have been making substantial progress in helping the rural school districts solve their problem" (TENNESSEAN, 7/25).

HOTLINE 7/19/93

*16 TENNESSEE: COPELAND TO SEEK GOP NOMINATION

Nashville TENNESSEAN's Daughtrey reports that ex-state Rep. David Copeland 7/16 became the first GOPer to formally announce his candidacy in a race "expected to draw at least a dozen candidates." A veteran of 24 years in the legislature, Copeland was regarded as "one of the ... leading experts on state fiscal matters" and said he would "continue that emphasis as governor." Having advocated tax reform in the past, which hurt him in his unsuccessful '92 bid for re-election, Copeland said he won't make tax reform the "centerpiece" of his campaign, but "will not run from it." He admitted that he faces "an uphill race for the nomination" against Rep. Don Sundquist (R-07), a "certain candidate," but added that the race "is both winnable and doable." Copeland, rumored to be a millionaire, declined to say how much of his own money he is willing to spend in a primary he estimates will cost "a couple of million" (7/17). TENNESSEAN's Daughtrey notes "some of [TN's] best political talents are passing" on the gov. race. Rep. John Tanner (D-08) refused appointment to fill Gore's Senate seat and to run for Gov. in '94. "Tanner is now being urged to reconsider by Democrats who see no winner in a lackluster field of [gov.] candidates, but so far he hasn't budged. ... While they haven't said for sure," Rep. Bob Clement (D-05) and ex-Public Service Commis. Jane Eskind (D) "seem inclined against the race" (7/18). Gov. Ned McWherter cannot seek re-election. Other Dems: PSC chair Frank Cochran, Shelby Co. Mayor Bill Morris, State Sen. Steve Cohen, ex-adj. gen. Carl Wallace, U/TN prof. Richard Chesteen, Clarksville Mayor Don Trotter, Sen. Harlan Mathews.

HOTLINE 7/8/93

*14 TENNESSEE: CLEMENT, SUNDQUIST AHEAD OF THE PACK

Nashville TENNESSEAN poll, conducted 6/30-7/1 by Mason-Dixon Political/Media Research, surveyed 805 likely voters; margin of error +/- 3.5%. Dem sub-sample 346 likely voters; margin of error +/- 6% (7/8). Tested: Gov. Ned McWherter (D), Rep. Bob Clement (D-05), Rep. Don Sundquist (R-07), PSC chair Frank Cochran (D), TN Ed. Commis. Charles Smith (D), Shelby Co. Mayor Bill Morris (D). Others not tested, who may run: Sen. Harlan Mathews (D), ex-adjutant gen. Carl Wallace (D), atty Bruce Shine (D), Clarksville Mayor Don Trotter (D), state Sen. Steve Cohen (D), atty Walter Bussart (D), U-TN's Richard Chesteen (D), ex-state Rep. David Copeland (R).

	FAV/UNFAV	ID	DEM PRIMARY	ALL	FAV/UNFAV	ID
Clement	40%/ 12%	81%	Clement	44%	49%/ 8%	84%
Sundquist	30 / 7	62	Cochran	12	24 / 1	50
Cochran	18 / 4	45	Smith	8	16 / 1	38
Smith	13 / 1	31	Morris	3	9 / 3	33
Morris	6 / 3	28	Undec.	33		

MATCH-UPS	ALL	MEN	WOM	BLK	WHT	MCWHERTER	JOB
Clement	43%	45%	41%	63%	39%	Excellent	19%
Sundquist	33	37	29	7	38	Good	33
						Fair	35
						Poor	11

Sundquist	34%	Sundquist	37%	Sundquist	37%
Cochran	26	Smith	23	Morris	21

HOTLINE 5/13/93

*19 TENNESSEE: SUNDQUIST FILES FOR GOV '94

Rep. Don Sundquist (R-07) filed papers with the state "acknowledging he was exploring a race " for gov. in '94. Sundquist, "by far the biggest-name [GOPer] to seriously discuss running," named Nashvillian Justin Wilson to act as treasurer of his exploratory cmte. Others who have filed papers: Shelby Mayor Bill Morris, Public Service Commis. Frank Cochran, U of TN prof. Richard Chesteen, Nashville businessman Clayton McWhorter, and ex-state atty Walter Bussart (COMMERCIAL APPEAL, 5/8).

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Photo by Maureen Keating

According to the independent poll, Clement also beats all potential Democratic primary candidates.

It's Clement Over Sundquist In Race for Tenn. Statehouse

By Tim Curran

Rep. Bob Clement (D) soundly defeats Rep. Don Sundquist (R) in the race for the Tennessee governorship Clement's father once held, according to a new, independent poll.

The survey, in the Tennessean newspaper, shows Clement beating all comers in a Democratic primary and winning by a substantial margin over Sundquist, the most likely GOP nominee.

The poll also shows Rep. Jim Cooper (D) looking strong in his effort to win Vice President Al Gore's old Senate seat and puts Sen. Jim Sasser (D), the Budget Committee chairman, in a solid position for re-election.

Now in his fourth term representing a central Tennessee House seat, Clement appears to have the perfect resume for a gubernatorial candidate. His father, Democrat Frank G. Clement, was elected to the office three times, in 1952, 1954, and 1962, and Rep. Clement has served on the state Public Service Commission and the Tennessee Valley Authority. He ran unsuccessfully for governor in 1978.

The Tennessean poll showed Clement drawing 44 percent of the vote in a four-candidate primary, ahead of Public Service Commissioner Frank Cochran, who took 12 percent; state Education Commissioner Charles Smith, 8 percent; and

Shelby County Mayor Bill Morris, 8 percent.

Of the four Democrats, Clement was the only one to beat Sundquist, who has set up an exploratory committee and is actively campaigning. He ran ahead of the Republican, 43 to 33 percent statewide, leading traditionally Republican eastern and central Tennessee and trailing only in Sundquist's base in the western part of the state.

Sundquist led Cochran, 34 to 26 percent; Smith, 37 to 23 percent; and Morris, 37 to 21 percent.

Clement will make a decision on entering the race sometime this summer. Incumbent Gov. Ned McWherter (D) cannot seek election to a third term.

Tennessee is headed for a dramatic upheaval in its politics next year. Both the Senate seat held by Sasser and Gore's old seat, now occupied by appointed Sen. Harlan Mathews (D), will be up for election.

Although named as a caretaker who would not seek election on his own to the Senate seat, Mathews is now deciding whether to run. He is also contemplating a run for governor.

In the Tennessean's polling on the Senate races, Sasser scored a strong 59 percent excellent or good job rating and led in a matchup with Rep. Jimmy Duncan (R), 44 to 25 percent. Duncan is not considered likely to run.

In a showdown with the more probable Republican candidate, Dr. William Frishead of the state Medicaid Task Force, Sasser won, 54 to 14 percent.

Cooper led all candidates in a primary for the Gore seat, taking 30 percent to 19 percent for former Public Service Commission member Jane Eskind, 14 percent for Mathews, 11 percent for Nashville Mayor Phil Brendesen, and 7 percent for Education Commissioner Peach Simpkins.

In a head-to-head with Mathews, who has stepped up fundraising for the race, Cooper seems more likely to run now, Cooper 41 to 19 percent.

Republicans see former Waterbury minority counsel and actor Fred Dalton Thompson as their strongest candidate for the seat, even though he has never run for office before.

He trailed Cooper, 37 to 24 percent, in a general election trial heat and lost to Mathews by a much narrower margin, 22 to 22 percent. Mathews led Duncan, 29 to 26 percent, and Cooper topped Duncan, 35 to 26 percent.

Fowler Asks to Use Campaign Funds For Scholarships

By Glenn R. Simpson

Former Sen. Wyche Fowler (D-Ga.) last month resigned his post as "special deputy" to the Federal Election Commission, has asked the agency for permission to use \$100,000 in leftover campaign funds to establish a scholarship program.

Fowler's campaign committee last month asked for an advisory opinion permitting it to give the leftover funds to Oglethorpe University for a minor scholarship program named for ex-Sen. Charles I. Weltner (D-Ga.), also a for-

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TENNESSEE MEDICAID REQUEST

EXECUTIVE SUMMARY

[NOTE] TENNESSEE
PHYSICIANS
OPPOSED

The State of Tennessee seeks approval of a demonstration project under Section 1115 of the Social Security Act to implement TennCare, a comprehensive program for reforming the delivery of health care services in Tennessee.

The pursuit of this project is driven not so much by choice as by necessity. Tennessee is at a critical juncture. Throughout its almost 200 years as a State, Tennessee has governed itself in accordance with principles of prudence and restraint. The impulses of its citizens to provide for the common good, and particularly to assist those most in need, have been tempered by the recognition that government must operate within its means, and that an irresponsible government cannot long either command the support of its citizens or maintain programs that are beyond its means.

Today, these principles of prudence and restraint are being severely tested by the Medicaid program. For the past several years, the cost of that program has grown so steeply that it threatens the viability of all other functions of state government. The growth of the Medicaid program has far exceeded the ability of the State to sustain through normal methods of State revenue generation. There is no end to the projections of continued cost increases. Tennessee's commitment to provide for the health care of its needy citizens is as strong as ever. But the State can no longer afford the uncontrollable expansion in Medicaid program costs. Drastic reductions in coverage are an unacceptable solution; it is not responsible to pay more and more for less and less. Fundamental reform of the program is the only acceptable alternative.

TennCare -- Tennessee's carefully considered solution to the problem just described -- is built on these basic principles:

- * There are sufficient resources now in the overall public-supported health care system to provide an acceptable level of quality care both to the needy who have been the traditional clients of public programs and those who are not covered by health insurance through their employment or otherwise. These resources include not only the public funds in the health care system but the contributions of providers in the form of charity care as well as the contributions of participating citizens.
- * The task of any reform program is to capture these resources and distribute them rationally, with reliance on traditional market forces to assure acceptable levels of price, quantity and quality of service.
- * Any reform of the system should place primary emphasis on preventive care, so that a principal goal of the public effort is the overall improvement in the health of the State's citizens.
- * The reformed system must be unitary; those who have traditionally been the responsibility of public programs should have access to the same level and quality of health care as others covered by the reformed system. By the same token, the public cannot be asked

to provide publicly-supported citizens a greater level of health care than it can secure for itself.

TennCare is designed to incorporate these basic principles. In addition, the means selected to reform the health care system in Tennessee are consistent with the major themes that are emerging from the national health care debate. Thus, TennCare offers a real world opportunity to test many of the concepts that are likely to be incorporated into the national health care reform effort.

These concepts include --

- * **Global Budgeting** -- TennCare embodies this concept as a way of organizing all available resources, containing costs, and invoking market incentives for a more efficient delivery system.
- * **Standard Benefit Package** -- This establishes the benchmark of sufficient coverage and a framework for competition among accountable health plans and their provider networks.
- * **Pooling of Purchasing Power** -- TennCare relies upon accountable health plans to develop provider networks to serve large groups of patients whose combined purchasing power provides the incentive for rational pricing of health care services.
- * **Managed Care** -- Through primary care "gatekeeper" approaches, TennCare will combine intelligent allocation of resources with professional judgment as to the health needs of patients.

- * **Incentives for Preventive Care** -- The promotion of a healthy population is the first and best means of controlling health care cost growth.
- * **Elimination of Inappropriate Welfare Incentives** -- By permitting continued enrollment of persons who are without access to employer-sponsored insurance, TennCare removes the current incentive to remain on welfare in order to avoid loss of Medicaid benefits.
- * **Cost Sharing** -- Where appropriate based on income levels, this is the preferred means of promoting individual responsibility for health care management.
- * **Quality Control** -- TennCare will employ monitoring and oversight to assure quality care within a much more efficient health care system.
- * **Elimination of Class Distinctions** -- By combining the publicly-supported groups with other uninsureds, TennCare does away with distinctions in coverage based on class.

TennCare also is premised on the ability not only to assure cost neutrality for the federal government but actually to reduce health care costs for all levels of government from what they would have been under the present system.

TennCare has been under development for many months. Much thought, planning and analysis have gone into the program. It has been and is being given

substantial attention throughout Tennessee, and it has wide support from virtually all components of the health care community, from advocates for the needy, and from business and labor groups. This growing support provides additional reason for being optimistic about the success of what is undoubtedly a bold and large undertaking.

It is time now to move ahead with implementation. Tennessee cannot afford the luxury of extended debate or lengthy consideration of its reform program. No issue is more urgent, and without a solution, the entire state government in Tennessee remains in jeopardy.

Tennessee earnestly enlists the support of the federal government in its undertaking to make TennCare a success for Tennessee and a model for the nation.

S E N A T E R A C E " B "

SENATE "B"

TENNESSEE

Incumbent: OPEN

GOP CANDIDATE	OCCUPATION	ISSUES
Jimmy Duncan	U.S. Rep. (02)	
Bud Gilbert	State Sen.	
Beth Halteman	State Rep.	
Fred Dalton Thompson	Actor/atty, has starred in Diehard II, Days of Thunder	Filed papers. Most likely frontrunner

POSSIBLE DEM CAND.	OCCUPATION	ISSUES
Walter Bussart	Ex-State Rep.	
Richard Chesteen	Univ. of TN Prof.	
Steve Cohen	State Sen.	
Jim Cooper	U.S. Rep. (04)	No PAC \$\$; likely front runner
Jane Eskind	Ex-PSC Commis.	
Dick Lodge	Lobbyist	
Harlan Mathews	U.S. Senator	
Bill Morris	Shelby Co. Mayor	
Bill Purcell	State Rep.	
Bruce Shine	Attorney	
Peaches Simpkins	Higher Ed. Commis.	
Charles Smith	Educ. Commis	
Randy Tyree	'82 Dem. nominee	
Carl Wallace	Ex-Adj. General	

HOTLINE 8/11/93

TENNESSEE "B": THOMPSON GETTING NATIONAL ATTENTION

Atty/actor Fred Thompson (R), a candidate in the '94 special election to fill out the term vacated last year by Al Gore, was profiled on CNN's "Inside Politics." CNN's Randall noted Thompson has done 17 "major" motion pictures over the last 9 years. Thompson: "I'm going to have to sell myself and I've never had to do that. I think when you're talking to a jury, you're selling somebody else; when you're playing a role, you're playing somebody else. ... The people of Tennessee know my background and they know I'm not a full-time professional actor -- never have been. And I'm not going to try to counter it, I'm going to go with it." Ex-TN Sen. Howard Baker (R), who worked with Thompson on the Sen. Watergate cmte: "I don't think many, if any, have shown their mettle under as difficult circumstances as Fred Thompson has. And that means a lot because it's a good predictor of how he'll perform if he's elected." Thompson will run against the "likely" Dem nominee, Rep. Jim Cooper (D-04), who already has \$1 million on hand. Ex-Gore press sec. Mike Kopp: "Fred Thompson's going to be hurt because he may be perceived as nothing more than a Hollywood actor who got bored with Hollywood and decided to make big in the U.S. Senate." TN Gov. Ned McWherter (D): "Thompson [is] very able, very personable, easy to like. ... He's just in the wrong party this year" (8/10). Interim Sen. Harlan Mathews (D), although he is raising some money, is not expected to make the run.

GREAT LINE: Thompson, in "Die Hard II," played a Dulles Airport manager: "Stack 'em, pack 'em and rack 'em" (8/10).

HOTLINE 7/29/93

TENNESSEE "B": THOMPSON FILES PAPERS FOR EXPLORATORY CMTE

The state's "first seriously contested U.S. Senate election in 10 years came into focus" as atty/actor Fred Thompson (R) filed papers yesterday as a "likely" candidate. Thompson said that his campaign is still "exploratory" for now. He'll "formally" enter the race early next year. Until then, he'll "increase his public appearances across the state and build a warchest of campaign contributions." Thompson's entry "sets up a probable showdown" with Rep. Jim Cooper (D-04), the early Dem frontrunner "who has been campaigning for months and has \$1 million ... already banked." Sen. Harlan Mathews (D), appointed to fill the seat by Gov. Ned McWherter (D), is "not expected" to run for the seat. Thompson has never run for office, but "has long been active" in GOP politics, "first as a protege to" ex-Sen. Howard Baker (R). He may be better known "outside politics as a part-time movie actor." He's been in nearly two dozen movies, including Clint Eastwood's film "In the Line of Fire." In an interview with Memphis COMMERCIAL APPEAL's Locker, Thompson "depicted himself as a moderate" GOPer who will reach out to tradition Dem voters. He is pro-choice, but he opposes "federal funding" for abortions and "favors allowing states to impose limited restrictions" -- such as parental notification (7/29).

HOTLINE 7/21/93

TENNESSEE: LIFE WITHOUT PACS TOUGH, BUT NOT IMPOSSIBLE

Rep. Jim Cooper (D-04) has found that raising money for a Senate race without PAC money is "time consuming, but not impossible." After six months of "crisscrossing the state seeking support and individuals' cash for what he estimates will be a \$4 million campaign," Cooper says he is just about at the "million-dollar mark." Cooper: "Maybe my future opponents would abide by the same rules." If not, Cooper "would not flatly rule out turning to special-interest PACs next year if he finds himself hard-pressed by a PAC-fueled opponent." Sen. Harlan Mathews (D), who is "reconsidering an earlier pledge not to run," has held several fund-raising events and accepts PAC contributions. While Cooper does not plan to make a formal announcement until next year, he has "left no doubt he is committed to the race" (Daughtrey, Nashville TENNESSEAN, 7/20).

MUM'S THE WORD: NASHVILLE BANNER's Cromer reports that atty and actor Fred Thompson (R) "is still being coy about his expected Senate race." Thompson, who said 6/23 he would announce a decision within two weeks, told reporters at a 7/17 GOP fundraiser that the process "was delayed" when he "had to have wisdom teeth removed" and said he will "have something to say before too long. That's about as specific as I can get" (7/19). Other GOPers: Rep. Jimmy Duncan (R-02), state Rep. Beth Halteman, ex-state Rep. Ralph Duncan, state Sen. Bud Gilbert, and dentist Byron Bush. Dems: Ex-PSC Commis. Jane Eskind and Higher Ed. Commis. Peaches Simpkins.

HOTLINE 6/22/93

*21 TENNESSEE: NOW THE CARETAKER IS RAISING MONEY

Sen. Harlan Matthews (D) held a \$1,000-a-ticket fund-raiser in Nashville 6/17. Event organizer Aubrey Harwell estimated \$100,000 was raised. Matthews "said he intends to use the money to conduct a statewide poll," testing attitudes about taxes, health care reform, "various political personalities (himself included) and hot 1994 races." Matthews is still undecided on whether to run to serve the rest of the term. Gov. Ned McWherter (D) appointed Matthews with the understanding that he would be a caretaker. Matthews decision "will no doubt effect" Rep. Jim Cooper (D-04), who already has announced "both his intention" to run for the Senate seat and "his promise not to accept" PAC money. Whether Matthews runs or not, his fund-raising "is drawing away potential local" Dem campaign money from Cooper. Atty/actor Fred Thompson (R) is "expected to run" for the seat on the GOP side (Memphis COMMERCIAL APPEAL, 6/20).

HOTLINE 3/31/93

*19 TENNESSEE: FROM HOLLYWOOD TO WASHINGTON

Actor/atty Fred Dalton Thompson (R) "says he may run" for VP Al Gore's seat now filled by Sen. Harlan Matthews (D): "I'm like several others. I've got my eye on that situation and I'm going to spend some time talking to people and thinking about it. ... But you know I've gone a long time without doing it and pretty much assumed I wouldn't do it. But circumstances and times change in your personal and political life." Thompson, an atty during the Watergate hearings says he knows "what makes a good senator." Thompson is "better known" for his roles in movies like "Diehard II," "Necessary Roughness" and "Days of Thunder." Thompson says he also has a role in Clint Eastwood's upcoming movie "The Line of Fire" (AP, 3/30).

September 23, 1993

MEMORANDUM TO SENATOR DOLE

FROM: SUZANNE HELLMANN

RE: TENNESSEE SCHEDULE

TN GOP Chairman, Randle Richardson, will stress during your visit how important a year 1994 is for Republicans in Tennessee because of the following:

- o Two U.S. Senate races
- o Gubernatorial race
- o 9 Congressional seats (6D, 3R)
- o GOP is 3 seats away from majority in State Senate

DR. SHEA

Dr. John Shea, 67, runs the Shea Clinic which was started by his father. His wife, Linda Lee Meade, was the former Miss America who ran as Miss Mississippi.

'94 SENATE RACE

OPEN SEAT (currently held by Sen. Harlan Mathews)

As you know, it appears that actor Fred Dalton Thompson is the front runner for this seat. You are scheduled to ride with him from the TN event to the airport. You will recall that Thompson served with Baker on the Watergate Hearings.

The Democrat candidates are many with U.S. Rep. Jim Cooper as the likely front runner who has already raised over \$1 million.

SASSER SEAT

There is a three-tiered ranking of the Republican candidates running for Sasser's seat.

- Tier 1: Bob Corker, Construction business
Bill Frist, Heart Transplant Surgeon
- Tier 2: Harold Sterling, Shelby County Assessor
- Tier 3: (all others)
Byron Bush, Dentist
Steve Gill, Attorney
Beth Halteman, State Rep.
Ken Martin, Attorney
Chris Whittle, Businessman

Corker and Frist are both millionaires who have said they will use a lot of their own funds. They will both be attending the TN GOP fundraiser at Dr. Shea's home. None of the other candidates can afford it.

Corker is a very successful businessman (construction), very articulate and aggressive and is 41. He comes from East Tennessee where most Republicans are from.

Frist heads the Heart Transplant Surgery unit in Memphis, attended Harvard Medical School and is on the Board of Directors at Princeton University (Sen. Danforth is also a board member and good friends with Bill Frist). The Frist family owns the Hospital Corporation of America - brother Thomas is CEO and was featured on the cover of the 4/26 issue of Business Week as the highest paid CEO in America for 1992, earning \$127 million. Finally, Frist is the Chairman of the TennCare health-care plan, appointed by Gov. McWherter. (Gov. Carroll Campbell mentioned this plan in his response to the President's address on health care Wednesday night).

Sterling has some statewide experience having run for Governor in 1978. He lost in the primary to Lamar Alexander. Sterling has also served in the State Legislature.

'94 GUBERNATORIAL RACE

GOP

To date there are two announced Republican candidates for the Governor's seat. They are former State Rep. David Copeland and U.S. Rep. Don Sundquist (07).

You should know that there is a sensitivity surrounding the GOP primaries in Tennessee. Randle Richardson, Chairman of the TN GOP, has written a letter to Haley Barbour requesting that all potential candidates or none at all be mentioned when referencing the upcoming race. (See enclosed letter).

DEMOCRATS

There are several Democrats who have been mentioned as possible candidates. However, only three have officially announced. They are PSC Chair Frank Cochran, State Senator Steve Cohen, and Shelby County Mayor Bill Morris. Morris is likely front runner with a war chest of over \$1 million.

U.S. HOUSE OF REPS

1. James H. Quillen (R)
2. John "Jimmy" Duncan (R)
3. Marilyn Lloyd (D)
4. Jim Cooper (D)
5. Bob Clement (D)
6. Bart Gordon (D)
7. Don Sundquist (R)
8. John Tanner (D)
9. Harold E. Ford (D)

The TN GOP feels that two of the Ds are vulnerable - Marilyn Lloyd in the 3rd district and Jim Cooper in the 4th. They also feel certain that the GOP will be able to maintain Sundquist's seat as he is running for Governor.

STATE HOUSE

State Senate - 33 seats

1992	19 Ds	14 Rs
1990	20 Ds	13 Rs
1988	22 Ds	11 Rs

State House - 99 seats

1992	63 Ds	36 Rs
1990	57 Ds	42 Rs
1988	59 Ds	40 Rs

ISSUES

- o Health care will be a big topic at the event as there will be many physicians in attendance. TennCare (the Tennessee health care plan) will likely be discussed.
- o NAFTA
- o Be sure to be sensitive to the primary candidates.

1992 PRESIDENTIAL VOTES

Bush	42.6%
Clinton	47.3%
Perot	10.1%

NOTE: Peter Jennings has been broadcasting from Nashville all week regarding the health care issue.

NATIONAL COMMITTEEMAN AND WOMAN

Ted Welch
Nashville, TN
615/244-3588 (o)
615/298-1763 (h)

Alice Algood
Columbia, TN
615/388-5373 (h)

**TENNESSEE
 DEMOGRAPHIC PROFILE**

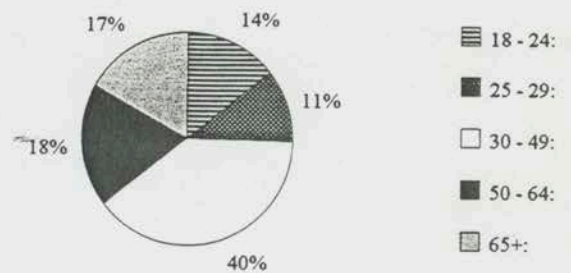
Population Data

1990 Total Population:	4,877,185
Total Voting Age Population:	3,660,581
% of Total Population Voting Age:	75.1%
Black Voting Age Population:	525,860
Nationwide Rank:	18
% Black Voting Age Population:	14.4%
Nationwide Rank:	12
Hispanic Voting Age Population:	22,466
Nationwide Rank:	34
% Hispanic Voting Age Population:	0.6%
Nationwide Rank:	43
Asian Voting Age Population:	22,255
Nationwide Rank:	28
% Asian Voting Age Population:	0.6%
Nationwide Rank:	41

Voting Age Population Data

18 - 24:	527,655
25 - 29:	402,977
30 - 49:	1,436,885
50 - 64:	674,246
65+:	618,818

Voting Age Population Distribution



Number of Counties: 95

TENNESSEE 1992 ELECTION SUMMARY

HISTORICAL PRESIDENTIAL PERFORMANCE

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL	REGISTRATION
1992 BUSH/CLINTON/PEROT:	841,300	42.6%	933,521	47.3%	199,968	10.1%	1,974,789	2,726,449
1988 BUSH/DUKAKIS:	947,233	58.2%	679,794	41.8%	0	0.0%	1,627,027	2,417,033
1984 REAGAN/MONDALE:	990,212	58.2%	711,714	41.8%	0	0.0%	1,701,926	2,579,504
1980 REAGAN/CARTER/ANDERSON:	787,761	49.0%	783,051	48.7%	35,991	2.2%	1,606,803	2,359,002
1976 FORD/CARTER:	633,969	43.3%	825,879	56.4%	5,004	0.3%	1,464,852	2,147,380
1972 NIXON/McGOVERN:	813,147	67.7%	357,293	29.7%	30,742	2.6%	1,201,182	1,990,026
1968 NIXON/HUMPHREY/WALLACE:	472,592	37.8%	351,233	28.1%	424,792	34.0%	1,248,617	1,840,077

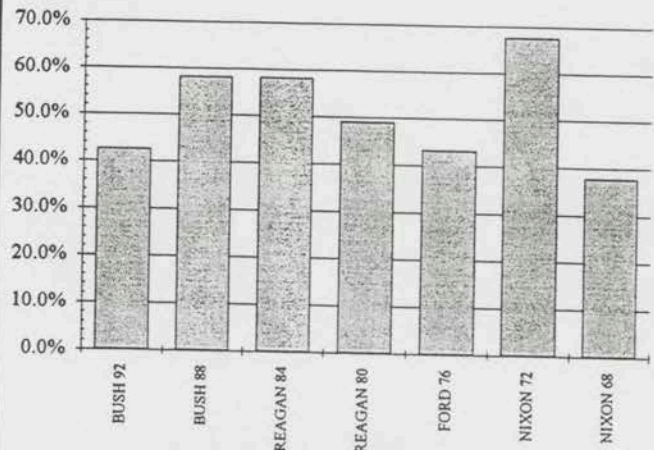
STATEWIDE ELECTION RETURNS

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL
1990 SENATE:	233,703	30.6%	530,898	69.4%	0	0.0%	764,601
1990 GOVERNOR:	289,348	37.6%	480,885	62.4%	0	0.0%	770,233
1988 SENATE:	541,033	34.5%	1,020,061	65.1%	6,042	0.4%	1,567,136
1986 GOVERNOR:	553,449	45.7%	656,602	54.3%	0	0.0%	1,210,051

STATE SENATE

YEAR	SEATS	DEM	REP	OTH	NET
1992	33	19	14	0	1
1990	33	20	13	0	2
1988	33	22	11	0	1

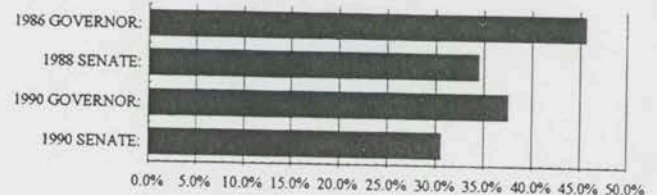
REPUBLICAN PRESIDENTIAL PERFORMANCE



STATE HOUSE

YEAR	SEATS	DEM	REP	OTH	NET
1992	99	63	36	0	-6
1990	99	57	42	0	2
1988	99	59	40	0	2

REPUBLICAN STATEWIDE PERFORMANCE



U.S. HOUSE OF REPRESENTATIVES

YEAR	SEATS	DEM	REP	OTH	NET
1992	9	6	3	0	0
1990	9	6	3	0	0
1988	9	6	3	0	0

HOTLINE 7/7/93

*22 TENNESSEE: MAYBE CLINTON SHOULD LOOK TO GORE FOR POINTERS
A Nashville TENNESSEAN poll, conducted 6/30-7/1 by Mason-Dixon Political/Media Research, surveyed 805 registered voters; margin of error +/- 3.5%. Tested: Pres. Clinton, VP Gore, ex-Gov./Bush Ed. Sec. Lamar Alexander.

	FAV/UNFAV	JOB PERF.	EXC	GOOD	FAIR	POOR
Alexander	67%/ 13%	Clinton	7%	32%	36%	22%
Gore	61 / 21	Gore	15	48	26	8
Clinton	39 / 35					

'96 VOTE	ALL	MEN	WOM	BLK	WHT	CLINTON'S ECON PLAN
Alexander	43%	46%	40%	16%	48%	Approve 44%
Clinton-Gore	38	36	40	67	32	Disapprove 43

TN voters give Clinton "mixed reviews," despite the "continuing popularity" of Gore. Clinton's support in the state has "slipped somewhat during the bumpy start" of his admin. (Daughtrey, TENNESSEAN, 7/7).

Tennessee - Congressional Districts



41-7956
 (5) 327-9779
 (5) 292-9497

led by the State

NG

House seats in
 ture passed the
 signed it May 7.

Note	47.1%
	42.4%
	10.1%
Note	58%
	42%
Note	58%
	42%
	17
	4,877,185
	4,591,120
	+6%
	83%
	16%
	1%
	1%
	61%
	39%
	69%
	1%
	25%
	82%
	13%
	34

OUS

(1991)

5

Tennessee

STATE DATA

Governor:

Ned McWherter (D)
 First elected: 1986
 Length of term: 4 years
 Term expires: 1/95
 Salary: \$85,000
 Term limit: 2 consecutive terms
 Phone: (615) 741-2001
 Born: Oct. 15, 1930; Palmersville, Tenn.
 Education: Graduated from Dresden H.S., 1948
 Military Service: National Guard, 1948-69
 Occupation: Farmer; businessman
 Family: Widowed; two children
 Religion: Methodist
 Political Career: Tenn. House, 1969-87



Lt. Gov.: John S. Wilder (D)

First elected: 1971
 Length of term: 2 years (elected by the Tennessee Senate)
 Term expires: 1/95
 Salary: \$49,500
 Phone: (615) 741-2368

State election official: (615) 741-7956
 Democratic headquarters: (615) 327-9779
 Republican headquarters: (615) 292-9497

REDISTRICTING

Tennessee retained its nine House seats in reapportionment. The legislature passed the map May 6, 1992; the governor signed it May 7.

STATE LEGISLATURE

General Assembly. Meets for 90 days over 2 years, beginning in January.

Senate: 33 members, 4-year terms
1992 breakdown: 19D, 14R; 30 men, 3 women; 30 whites, 3 blacks
Salary: \$16,500
Phone: (615) 741-2730

House of Representatives: 99 members, 2-year terms
1992 breakdown: 63D, 36R; 86 men, 13 women; 87 whites, 12 blacks
Salary: \$16,500
Phone: (615) 741-2901

URBAN STATISTICS

City	Pop.
Memphis Mayor W. W. Herenton, N-P	610,337
Nashville-Davidson Mayor Philip N. Bredesen, D	488,374
Knoxville Mayor Victor Ashe, R	165,121
Chattanooga Mayor Gene Roberts, R	152,466
Clarksville Mayor Donald W. Trotter, N-P	75,494

U.S. CONGRESS

Senate: 2 D, 0 R
House: 6 D, 3 R

TERM LIMITS

For Congress: No
 For state offices: No

ELECTIONS

1992 Presidential Vote

Bill Clinton	47.1%
George Bush	42.4%
Ross Perot	10.1%

1988 Presidential Vote

George Bush	58%
Michael S. Dukakis	42%

1984 Presidential Vote

Ronald Reagan	58%
Walter F. Mondale	42%

POPULATION

1990 population	4,877,185	
1980 population	4,591,120	
Percent change	+6%	
Rank among states:	17	
White	83%	
Black	16%	
Hispanic	1%	
Asian or Pacific islander	1%	
Urban	61%	
Rural	39%	
Born in state	69%	
Foreign-born	1%	
Under age 18	1,216,604	25%
Ages 18-64	3,041,763	62%
65 and older	618,818	13%
Median age		34

MISCELLANEOUS

Capital: Nashville
 Number of counties: 95
 Per capita income: \$16,325 (1991)
 Rank among states: 37
 Total area: 42,144 sq. miles
 Rank among states: 34

Shalala Delays Tennessee Health Ruling

By Dan Morgan
Washington Post Staff Writer

Health and Human Services Secretary Donna E. Shalala yesterday postponed a decision on whether to allow Tennessee to implement a major state health reform plan and advised the governor that "very substantive issues remain" to be resolved.

How Washington responds to the Tennessee proposal is being closely watched for signs that President Clinton will deliver on promises of flexibility in letting states devise their own solutions to soaring health care costs and rising numbers of uninsured.

In a letter to Gov. Ned McWherter (D), Shalala said she would continue working to resolve the administration's differences with Tennessee. But Shalala appeared to throw a damper on the state-level health reform movement at a luncheon with Washington Post reporters and editors yesterday.

"States are pushing the envelope because they want to cover more people and spend less of their money," she said. "We can't do government by waiver. . . . What Tennessee tells us is we need [national] health reform."

TennCare, the state's health plan that is due to take effect Jan. 1, requires a federal waiver of Medicaid rules because it would radically revamp the \$2.8 billion Tennessee Medicaid program, 67 percent of which is funded by the U.S. government.

The state's Medicaid recipients, along with some 750,000 uninsured, would get private health insurance policies from networks of companies operating under state guidelines.

The federal government now reimburses the state for the medical bills runs up by Medicaid recipients. Under TennCare, the U.S. government would make a flat payment to the state based on the numbers served, regardless of the expenditures on them.

Tennessee officials argue that, after a stiff, first-year increase in federal funding, the growth of the

U.S. payment would be held to a maximum of 8.3 percent, less than half the growth of previous years.

"It's a tremendous bargain for the federal government" said Tennessee Commissioner of Finance and Administration David Manning.

But the administration reportedly is not yet satisfied that the share of the costs that Tennessee is offering to pay is as high as it should be.

The controversy could foreshadow a major struggle between the federal and state governments over the financing of Clinton's health reform.

"There's a healthy federalism debate underlying all this," said Shalala. "How much do you trust the states?"

States now pay about 43 percent

of the costs of the \$136 billion-a-year Medicaid program. Under the Clinton plan, the acute care needs of most Medicaid recipients would be covered by the same national network of private insurance in which everyone else is enrolled.

But the government would subsidize the premiums for these low-income individuals, and states would have to put up their fair share.

One problem, according to John Holohan of the Urban Institute, is that some states make a larger effort than others to finance medical care for low-income people. "Should a state be required to pay into the system what it should be paying, rather than just freezing in" what it does now? Holohan asked.

Washington Post, 9/18/93, p. A4

Tenn.

September 23, 1993

NOTE TO SHEILA BURKE

FROM: SUZANNE HELLMANN, CAMPAIGN AMERICA *SH*
RE: SEN. DOLE'S VISIT TO MISSISSIPPI AND TENNESSEE

As you know, Sen. Dole is traveling to Tennessee tomorrow and to Mississippi on Saturday. On the TN trip, Sen. Dole will be meeting at the home of Dr. John Shea whose family has had a clinic in the Memphis area for two generations. Dr. Shea and others physicians will obviously want to talk about health care and specifically about the TennCare program of TN.

Gov. Campbell mentioned the TennCare program last night during his response to the President's address. I am hoping you have some information on this program which we can include in his briefing materials as this will likely come up in discussions.

Thanks.

REVISED FINAL

9/24/93

CONTACT:

Jo-Anne Coe
 202/408-5105 (O)
 202/408-5117 (FAX)
 703/845-1714 (H)

SENATOR DOLE SCHEDULE -- FRIDAY, SEPTEMBER 24, 1993

12:50 PM Lv. Capitol

1:15 PM Ar. Washington National Airport
 Signature Flight Support
 703/419-8440

1:20 PM Lv. Washington

AIRCRAFT: Federal Express Challenger
 TAIL NO.: N 2 FE
 SEATS: 21

PILOT: Mark Casillas
 CO-PILOT: Frank Apang

MANIFEST: Senator Dole
 Senator Lott
 Rick Rogers - FedEx
 David Taylor - Dole staff
 Keith Heard - Corn Growers' Assn.
 (Mike Glassner will meet you in Memphis)

FLIGHT TIME: 2 hrs 10 mins
 TIME CHANGE: -1 hour

MEAL SERVICE: Lunch

CONTACT: Fed Ex Aviation Dept.
 901/369-3117 or 369-3304

2:30 PM Ar. Memphis, Tennessee
 International Airport
 AMR Combs NORTH EXECUTIVE TERMINAL
 901/345-4717 or 345-4725

MET BY: Sam Hollis and Mike Glassner

NOTE: Mike Glassner will arrive Memphis
 at 1:00 on Northwest

PROCEED TO LOBBY OF TERMINAL

PAGE TWO

Friday, September 24

2:30 PM- AIRPORT PRESS AVAILABILITY -
3:00 PM SENATOR DOLE, SENATOR LOTT AND
RANDLE RICHARDSON, TENNESSEE GOP CHAIRMAN

CONTACT: Randle Richardson
615/292-9497

3:00 PM Lv. AMR Combs Executive Terminal

DRIVE TIME: 30 minutes

3:30 PM Ar. residence of Dr. John Shea and
Mrs. Lynda Lee Meade Shea (former Miss America)
909 Shady Grove Road
901/767-1919

3:30 PM- PRIVATE MEETING, SENATOR DOLE AND DOCTOR SHEA
4:00 PM

4:00 PM- ATTEND/SPEAK - FUNDRAISING RECEPTION FOR
5:00 PM TENNESSEE REPUBLICAN PARTY

CROWD SIZE: 35-40 @ \$1,200-\$3,000 per person

FORMAT: Informal mix and mingle
Candid photos only

PRESS: CLOSED

PROGRAM: Welcoming remarks - Dr. Shea
Brief remarks - GOP Chairman,
Randle Richardson
Intro of Senator Lott - Sam Hollis
Intro of Senator Dole - Sam Hollis
REMARKS - SENATOR DOLE

CONTACT: Sam Hollis
(Secty: Caroline Higginbotham)
901/524-4033

Rich Maradik, State GOP
615/292-9497

5:10 PM Lv. Shea residence

CAR 1: Senator Dole
Fred Thompson
(Brief meeting en route)

PAGE THREEFriday, September 24

5:40 PM Ar. Memphis International Airport
AMR Combs SOUTH TERMINAL
901/345-4700

5:45 PM Lv. Memphis

AIRCRAFT: Cessna Citation II
OWNER: Birnie Imes
TAIL NO.: N 67983

SEATS: 5

PILOT: Aero English
601/256-5425
CO-PILOT: Noel English (son)

FLIGHT TIME: 35 minutes

MANIFEST: Senator Dole
Senator Lott
Mike Glassner
David Taylor
Keith Heard

CONTACT: Birnie Imes
Columbus Commercial Dispatch
(Secretary: Tina)
601/328-2424, Ext. 128
FAX: Ext. 146

FLIGHT TIME: 35 minutes

6:20 PM Ar. Jackson, Mississippi
International Airport
General Aviation Service
601/939-9366

MET BY: GOP Chairman Billy Powell and
Chris Webster, State GOP Exec. Dir.
(2 sedans)

DRIVE TIME: 15 minutes

6:35 PM Ar. Ramada Renaissance Hotel
601/957-2800

PROCEED TO PENTHOUSE LEVEL

PAGE FOURFriday, September 24

6:35 PM- ATTEND/SPEAK - UNITED REPUBLICAN FUND DINNER
8:00 PM (Fundraiser for Mississippi Republican Party)

CROWD SIZE: 500-600

HEAD TABLE:
 Senator Dole
 Governor Kirk Fordice
 Mrs. Patty Fordice
 Senator Trent Lott
 Mrs. Tricia Lott
 Lt. Gov. Eddie Briggs and escort
 Billy Powell, State Chairman
 Mrs. Barbara Powell
 Suzanne Rogers, State Committeewoman
 Evelyn McPhail, Director of Political
 Education, RNC
 Judy Dunaway, Dinner Chairman

PROGRAM:

6:30 PM Photo Op - Penthouse Level
 6:55 PM Reception - Penthouse Level
 7:15 PM PROCEED TO FIRST FLOOR for
 7:20 PM PRESS AVAILABILITY
 7:30 PM Dinner event begins - Ballroom

DINNER PROGRAM:

7:30 PM Pledge of Allegiance & Invocation
 7:35 PM Introduction of Senator Dole -
 Governor Kirk Fordice
 7:40 PM REMARKS - SENATOR DOLE
 8:00 PM Senator Dole concludes remarks
 and departs hotel, meal is served

CONTACT: Chris Webster, Executive Director
 Billy Powell, Chairman
 601/948-5191 (O)
 601/354-0972 (FAX)

8:00 PM Lv. Ramada Renaissance Hotel

8:30 PM Ar. Jackson International Airport
 General Aviation Service
 601/939-9366

PAGE FIVE

Friday, September 24

8:35 PM

Lv. Jackson

AIRCRAFT: Cessna Citation II
OWNER: Birnie Imes
TAIL NO.: N 67983

SEATS: 5

PILOT: Aero English
601/256-5425

CO-PILOT: Noel English (son)

MANIFEST: Senator Dole
Mike Glassner
David Taylor
Keith Heard

FLIGHT TIME: 2 hrs 20 mins
TIME CHANGE: +1 hour

MEAL SERVICE: Dinner (sandwiches)

11:55 PM

Ar. Washington National Airport
Signature Flight Support
703/419-8440

cc: Cameron
Koops
Todd
Thorne
Lave

Send to TN clasp file

NB 6-23-93

LOCAL & STATE



Doctor: TennCare may hurt druggists

By Bill Snyder
Denton State Medical Writer

Gov. Ned McWhorter's plan for health care reform could put the corner drugstore out of business, the chairman of the Governor's Medicaid Task Force says.

"I'm very concerned," Dr. William H. Frist says.

The reform plan, called TennCare, would replace Medicaid with a statewide network of managed-care plans that would cover about 1 million Medicaid recipients plus about 500,000 people who do not have health insurance.

Frist fears the managed-care plans will negotiate discounted rates for medications directly with drug companies and bypass individual pharmacists.

Managed-care plans such as health maintenance organizations save money by avoiding unnece-

sary treatments. Primary-care doctors serve as "gatekeepers" and direct the care provided to patients.

Frist, a Vanderbilt heart and lung transplant surgeon, accompanied McWhorter and other state officials to Washington, D.C., last week to seek federal approval of the plan. Federal officials have promised to "give us an answer" within 60 days, he says.

If approved, the plan would take effect Jan. 1.

Frist predicts the plan probably will limit hospital construction projects now partially funded by Medicaid.

"I do not think that cities such as Nashville will have over a quarter of a billion dollars of building going on four years from now" as is the case today, he says.

Please see **TENNCARE**, page B-4



William H. Frist
'Concerned' by plan

Won't try run for Senate seat if can't make impact, Frist says

By Bill Snyder
Denton State Medical Writer

Vanderbilt heart and lung transplant surgeon Dr. William H. Frist says he will decide within two to three months whether to run for the U.S. Senate next year as a Republican.

But Frist, who chairs the Governor's Medicaid Task Force, says he will not run unless he can determine that he can provide the same level of public service through politics that he can through practicing medicine.

"I have a real commitment to my profession and to the patients I'm taking care of," he says. "Unless I can assure myself . . . that I

can have the same sort of impact in that arena, I probably won't do it," he says.

Frist, 41, admits his decision to enter a field already crowded by potential candidates "may be very late."

"But I think my particular circumstances coming out of a commitment to society and health care is very different and probably very unusual than any other potential candidate," he says.

Frist added he would not run solely on health care issues. And he has not decided whether to run for the seat vacated when Al Gore became vice president, or for the seat now held by Sen. Jim Sasser.

D02

TN REPUBLICAN PARTY → NRSC 2ND FLOOR

10:56

06/24/93

BOB DOLE

ID:202-408-5117

SEP 24 '93

11:59 No.007 P.09

003

TN REPUBLICAN PARTY → NRSC 2ND FLOOR

10:57

06/24/93

2

FROM PAGE B-1

TennCare: Catastrophe looms if funds fizzle out, Frist warns state

Continued from page B-1

In addition, health care providers may have to find other ways to finance expensive medical equipment, and medical educators will have to find other ways to pay for the specialty training of medical-school graduates.

TennCare, if not properly implemented, could have "catastrophic" results, Frist warns.

If physicians and hospitals "were not reimbursed adequately or in a fair and equitable fashion, the system itself potentially could implode," he says. Providers simply would refuse to participate in

the plan.

In addition, "if the uninsured population comes on board very rapidly and there are not a sufficient number of primary-care physicians to really serve as gatekeepers and make the program work well, that potentially could be catastrophic," Frist says.

"I don't think that will happen . . . but there are no guarantees."

Frist admits no one knows for sure whether TennCare will be successful in its goal, which is providing comprehensive, cost-effective medical care to nearly a third of the state's population without raising taxes or requiring significantly greater funds.

But the alternatives — feeding the current Medicaid program, which is growing by 25 percent to 34 percent a year, or slashing the program — are unthinkable. "This is the only way we can get a handle on out-of-control growth," he says.