

TO: Senator Dole
FR: Kerry

RE: Associated General Contractors
Monday, October 18, 1993
Washington Hilton

*You will be speaking to approximately 800 members of AGC in town for their midyear meeting.

*Greg Schanke met on Friday with a delegation of four Kansans who are attending the convention. They will also greet you upon your arrival on Monday.

*AGC has asked that you offer a legislative update on what's coming up in the next few months on the economy, health care, NAFTA, etc.

**SENATOR BOB DOLE
TALKING POINTS
ASSOCIATED GENERAL
CONTRACTORS**

***GOOD MORNING.**

***IT'S A PLEASURE TO SEE SO
MANY TAXPAYERS IN ONE
ROOM. I'M ALSO AUTHORIZED
BY THE CLINTON
ADMINISTRATION TO TELL YOU**

**THAT, FOR TAX PURPOSES, THEY
CONSIDER EVERYONE IN THIS
ROOM TO BE "RICH."**

***I SUSPECT THAT MANY OF
YOU MAY HAVE BEEN HIT BY THE
TAX INCREASES IN THE CLINTON
TAX BILL--A BILL WHICH TOOK
DEAD AIM AT SMALL
BUSINESSMEN AND WOMEN
ACROSS THE COUNTRY.**

***PLAIN AND SIMPLE--BIG
TAXES AND SMALL BUSINESS
DON'T MIX.**

***AS YOU MAY KNOW, 80% OF
BUSINESSES IN THIS COUNTRY
PAY TAX AS INDIVIDUALS, NOT
CORPORATIONS. THOSE
INDIVIDUALS OPERATE AS SOLE
PROPRIETORS, PARTNERSHIPS,
AND SUBCHAPTER S
CORPORATIONS.**

***AND THE PRESIDENT HIT ALL
THESE BUSINESSES--
BUSINESSES THAT HAVE BEEN
PRODUCING JOBS--WITH NOT
ONLY A TAX INCREASE--BUT IN
MANY CASES, A RETROACTIVE
TAX INCREASE.**

***I EXPECT THAT ALL THESE
PROVISIONS ARE PUTTING YOU
IN THE SAME PLACE AS LES
BRANDT, WHO OWNS A SMALL**

**HEATING AND AIR
CONDITIONING CONTRACTING
OPERATION IN TOPEKA,
KANSAS.**

***LES WANTED TO EXPAND HIS
BUSINESS AND MOVE TO A
DIFFERENT LOCATION. BUT HE
CHANGED HIS MIND. WHY?
BECAUSE HE TOLD ME THAT
"DECISIONS MADE IN
WASHINGTON COULD TAKE THE**

WHOLE BUSINESS AWAY."

***AND I SUSPECT THERE ARE
MANY HERE TODAY AND
COUNTLESS OTHERS WHO
AREN'T GOING TO ADD NEW
EMPLOYEES OR BUY THAT NEW
EQUIPMENT BECAUSE THEY'RE
AFRAID OF WHAT'S COMING OUT
OF WASHINGTON.**

***LES HIT THE NAIL ON THE
HEAD WHEN SOMEONE ASKED**

**HIM WHAT HE WOULD LIKE TO
TELL THE PRESIDENT. HE SAID--
AND I QUOTE--"WE NEED FOR
PRIVATE ENTERPRISE TO
CREATE JOBS...WE NEED NOT
MORE GOVERNMENT, BUT LESS."**

***AND THAT'S SOMETHING I
HEAR OVER AND OVER AGAIN--
NOT ONLY IN KANSAS, BUT
ACROSS AMERICA.**

***I HAPPEN TO BELIEVE THAT
THERE'S NOTHING WRONG WITH
BEING SUCCESSFUL. AND
THERE'S NOTHING WRONG WITH
MAKING A PROFIT--AND YOU'D
BE SURPRISED HOW
REVOLUTIONARY THAT IDEA IS
SOMETIME.**

***BUT THE FACT IS THAT IT'S
NOT GOVERNMENT THAT
CREATES JOBS AND FUELS THE**

**ECONOMY--IT'S SMALL
BUSINESSMEN AND WOMEN LIKE
YOU. IT'S YOUR DREAMS THAT
KEEP AMERICA MOVING.**

***AND I BELIEVE THAT THE
BEST WAY GOVERNMENT CAN
HELP IS TO STOP BURYING YOU
UNDER TAXES AND MANDATES
LIKE PARENTAL LEAVE AND
STRIKER REPLACEMENT--AND TO
STAY OUT OF YOUR WAY, AND**

**ALLOW YOU AND YOUR
EMPLOYEES THE FREEDOM TO
MAKE YOUR DREAMS A REALITY.**

***HEALTH CARE: HEALTH
CARE REFORM IS AN ISSUE I
KNOW IS OF CONCERN TO ALL
OF YOU.**

***A FEW OBSERVATIONS ON
HEALTH CARE--FIRST, WE'RE A
LONG, LONG, WAY FROM
GETTING ANYTHING PASSED.**

***SECOND, NO HEALTH CARE
REFORM BILL IS GOING TO PASS
IN THIS CONGRESS WITHOUT
BROAD BIPARTISAN SUPPORT.
WE ARE TALKING ABOUT A 900
BILLION-DOLLAR-A-YEAR
INDUSTRY. THAT IS ONE-
SEVENTH OF THE ENTIRE U.S.
ECONOMY. I DON'T THINK YOU
CAN PASS A BILL OF THIS
MAGNITUDE BY PICKING OFF**

ONE OR TWO REPUBLICANS.

***SO FAR, MOST DEMOCRATS
AND REPUBLICANS HAVE KEPT
THEIR POWDER DRY. WE BOTH
RECOGNIZE THAT PARTS OF
OUR SYSTEM ARE BROKEN AND
NEED TO BE FIXED.**

***THERE ARE LOTS OF PLANS
OUT THERE. THERE ARE A
NUMBER OF REPUBLICAN
PLANS. THE HOUSE**

**REPUBLICANS HAVE ONE.
SENATOR GRAMM HAS ONE,
AND, AS FAR AS I AM
CONCERNED, THE MORE THAT
ARE OUT THERE THE BETTER.**

***ON MAIN STREET AMERICA, A
LOT OF PEOPLE ARE BEGINNING
TO ASK QUESTIONS ABOUT THE
WHITE HOUSE HEALTH CARE
PLAN. THE CLINTONS ARE
PROMISING MOST AMERICANS**

**THAT THEIR PLAN CAN REDUCE
THE DEFICIT AND PROVIDE A
HOST OF NEW BENEFITS THAT
THEY WON'T HAVE TO PAY FOR.
THE FOLKS ON MAIN STREET
UNDERSTAND THAT THERE IS NO
FREE LUNCH.**

***AND AS WE MOVE TO
REFORM, REPUBLICANS WILL
INSIST THAT WE STAY AWAY
FROM THE MANY PARTS OF OUR**

SYSTEM WHICH AREN'T BROKEN.

***THE ADMINISTRATION IS
PUTTING OUT BUMPERSTICKERS
WHICH SAY "HEALTH CARE
THAT'S ALWAYS THERE."
REPUBLICANS WANT TO MAKE
SURE THAT DOESN'T TRANSLATE
INTO "GOVERNMENT THAT'S
ALWAYS THERE."**

***NAFTA: *ONE THING THAT
WON'T ALWAYS BE THERE IS**

**THE CHANCE TO REACH A
HISTORIC TRADE AGREEMENT.**

*** AT IT'S HEART, THE DEBATE
OVER NAFTA IS A DEBATE OVER
LEADERSHIP.**

***IF THIS COUNTRY WANTS TO
CONTINUE TO LEAD THE
WORLD'S ECONOMY, IF WE
WANT TO SUCCEED IN TODAY'S
NEW GLOBAL MARKETPLACE,
THEN WE CANNOT BE AFRAID TO**

**COMPETE. WE CANNOT BUILD A
WALL AROUND OUR COUNTRY
AND CALL IT "ECONOMIC
SECURITY." THAT NOTION IS A
DELUSION.**

***BUT NO DOUBT ABOUT IT--
THE ADVOCATES OF THAT
NOTION HAVE MET WITH SOME
SUCCESS, BECAUSE THEY PREY
ON FEAR AND ANXIETY--
ESPECIALLY THE FEAR OF**

LOSING A JOB.

***PROTECTIONISM MAY GIVE A
TEMPORARY FEELING OF
SECURITY--BUT THE PRICE TAG
FOR THAT FEELING IS HIGH. WE
PAY FOR IT BY ROBBING FUTURE
GENERATIONS OF GROWTH,
PROSPERITY, AND
PRODUCTIVITY.**

***I'VE SURE SOME OF YOU
HAVE SEEN ROSS PEROT'S NEW**

**ANTI-NAFTA BOOK CALLED
"SAVE YOUR JOB, SAVE OUR
NATION." WELL MY ADVICE IS
THAT YOU SAVE YOUR MONEY,
AND NOT BUY THE BOOK,
BECAUSE, IT IS IGNORES A LOT
OF FACTS.**

***AND THE FACT IS THAT
MEXICO HAS A TREMENDOUS
APPETITE FOR AMERICAN
GOODS AND SERVICES...FOR**

**OUR AUTOMOBILES, HEAVY
MACHINERY, CONSTRUCTION
HELP, ELECTRONIC EQUIPMENT,
AND CHEMICALS. IN FACT,
AMERICA NOW ENJOYS A TRADE
SURPLUS WITH MEXICO OF
NEARLY \$5.4 BILLION, AND A
FULL SEVENTY CENTS OF EVERY
DOLLAR MEXICO SPENDS ON
IMPORTED PRODUCTS IS NOW
SPENT ON AMERICAN GOODS.**

***THE APPETITE FOR
AMERICAN PRODUCTS MEANS
JOBS FOR AMERICAN WORKERS.
SINCE 1986, U.S. EXPORT
VOLUME TO MEXICO HAS
TRIPLED, CREATING MORE THAN
400,000 NEW JOBS HERE IN THE
UNITED STATES.**

***MAKE NO MISTAKE ABOUT IT,
NAFTA EXTENDS FAR BEYOND
CANADA AND MEXICO. OTHER**

COUNTRIES LIKE CHILE AND ARGENTINA WHO HAVE BEEN MOVING FROM STATE-CONTROLLED TO MARKET-DRIVEN ECONOMIES ARE FOLLOWING NAFTA VERY CLOSELY. IF IT PASSES, THEN THEY WILL WANT TO BE NEXT. THEY WILL OPEN THEIR BORDERS TO MORE AMERICAN GOODS AND SERVICES.

***LADIES AND GENTLEMEN,
THE CONTRACTING AND
CONSTRUCTION INDUSTRIES
HAVE LONG BEEN PART AND
PARCEL OF THE AMERICAN
DREAM. A DREAM THAT
THROUGH HARD WORK AND
INITIATIVE, YOU COULD BUILD A
HOUSE, START AND EXPAND A
BUSINESS, AND SUCCEED IN
BUILDING A BETTER LIFE FOR**

YOUR FAMILY AND CHILDREN.

***AND OVER THE PAST YEAR, I
HAVE BEEN PRIVILEGED TO
MEET WITH DELEGATIONS FROM
MANY COUNTRIES WHOSE
PEOPLE HAVE LONG SOUGHT
THE AMERICAN DREAM. THEY
COME INTO MY OFFICE NOT
WANTING A HAND-OUT--RATHER,
THEY WANT INSPIRATION AND
ENCOURAGEMENT. THEY TELL**

**ME THAT "WE WANT TO BE LIKE
YOU. WE WANT TO BE LIKE
AMERICA."**

***I BELIEVE THAT THE
DECISIONS WE MAKE IN THE
COMING DAYS AND MONTHS
WILL GO A LONG WAY IN
DETERMINING JUST WHAT
AMERICA WILL BE LIKE.**

***WE CAN RETAIN OUR
ECONOMIC LEADERSHIP BY**

**REMAINING COMMITTED TO
FREE ENTERPRISE AND
INDIVIDUAL INITIATIVE. OR WE
CAN STAND BY AS GOVERNMENT
TAKES AN EVER INCREASING
SHARE OF OUR TAX DOLLARS
AND MAKES AN EVER
INCREASING SHARE OF OUR
DECISIONS**

***WE CAN TAKE OUR PLACE AS
A LEADER IN THE NEW GLOBAL**

**MARKETPLACE, OPENING NEW
DOORS AND OPPORTUNITIES
FOR AMERICAN BUSINESS AND
AMERICAN WORKERS. OR WE
CAN STAND ON THE SIDELINES,
AS WE CLOSE THAT DOOR, AND
ALLOW OTHER COUNTRIES TO
LEAD AND TAKE OUR SHARE OF
THOSE NEW MARKETS.**

***I LOOK FORWARD TO YOUR
PARTICIPATION IN THESE
DEBATES.**

***THANK YOU. .**