

FINAL
10/28/93

SENATOR DOLE SCHEDULE -- OCTOBER 28-30, 1993

Thursday, October 28

5:00 PM Lv. Capitol

5:25 PM Ar. Washington National Airport
Signature Aviation
703/419-8440

5:30 PM Lv. Washington

AIRCRAFT: ADM Falcon 900
TAIL NO.: N 944 AD
SEATS: 14

PILOT: Gerald Flauger
CO-PILOT: Randy Flauger

MANIFEST: Senator Dole
 Senator Nickles
 Senator Kassebaum
 Senator Danforth
 Senator Bond
 Senator McCain
 Orville Hansen, President,
 Columbia Institute
 Sheila Burke
 Clarkson Hine
 Vicki Hart

FLIGHT TIME: 2 hrs 45 mins
TIME CHANGE: -1 hour

CONTACT: Claudia Madding
 217/424-5515
 Linda (Aviation Dept.)
 217/424-5521

7:15 PM Ar. Olathe, Kansas
Johnson County Industrial Airport
Executive Beechcraft
913/782-9003

MET BY: Gale Grosch
 Mike Glassner
 Dave Spears

PAGE TWOThursday, October 28

NOTE: Dole staff will take care of transportation for Senator Dole, Senator Nickles and Senator McCain. Other Senators are having their staffs meet them.

7:20 PM Lv. Industrial Airport

DRIVE TIME: 15 minutes

7:35 PM Ar. Overland Park Marriott
913/451-8000

7:35 PM- ATTEND PRIVATE DINNER FOR SPEAKERS AND SPONSORS
9:00 PM OF MIDWEST HEALTH CARE SUMMIT

CONTACT: Jonathan Ortmans or Chris Norton
Columbia Institute
202/547-2470
202/547-1893 (FAX)

9:05 PM Lv. Overland Park Marriott

DRIVE TIME: 30 minutes

9:35 PM Ar. Allis Plaza Marriott
816/421-6800

RON: Allis Plaza Marriott

PAGE THREEFriday, October 29

7:30 AM TENTATIVE -- COFFEE WITH PHIL PISTILLI

8:05 AM- LIVE INTERVIEW - KNHN Radio
8:15 AM 1st Floor Studio - Allis Plaza

Interviewer: Jerry Fogel

8:15 AM Lv. Allis Plaza Marriott

8:30 AM Ar. Bartle Hall - K.C. Convention Center

8:30 AM- ATTEND/SPEAK - MIDWEST SUMMIT ON HEALTH CARE
4:00 PM

(PLEASE REFER TO COLUMBIA INSTITUTE AGENDA)

"BREAK-AWAY SCHEDULE":

PLEASE ATTEMPT TO BRING
OTHER SENATORS WITH YOU

11:20 Lv. Bartle Hall

11:30 Ar. Allis Plaza Marriott
(Park in the Fire Lane)

Proceed to 2nd Floor - Yardbird A Room

11:30- ATTEND FUNDRAISER FOR
12:15 JOHN ASHCROFT

CROWD SIZE: 15-20 health care providers

CONTACT: Annie Presley
816/751-0585
816/751-0577 (FAX)

12:15 Lv. Allis Plaza

12:25 Ar. Bartle Hall

1:00 PM PROCEED TO MRS. CLINTON'S HOLDING ROOM

1:10 PM ESCORT MRS. CLINTON TO PODIUM

1:12 PM INTRO OF MRS. CLINTON - NANCY KASSEBAUM

ADDENDUM TO SCHEDULESENATOR CHAFEE

12:00 PM Lv. Kansas City - US Air 332

SENATOR NICKLES

1:00 PM Lv. Kansas City - Southwest #1002

SENATOR MCCAIN

2:30 PM Lv. Kansas City - America West #29

PAGE FOURFriday, October 29

1:15 PM REMARKS - MRS. CLINTON

TENTATIVE: PRESS CONFERENCE TO FOLLOW

4:00 PM Lv. Bartle Hall

4:15 PM Ar. Hyatt Regency Hotel
816/421-1234

PROCEED TO NEW YORK AND SAN FRANCISCO ROOMS

4:15 PM- ATTEND/SPEAK - SEMINAR ON 1993 TAX LAW, NAFTA
4:45 PM AND CLINTON HEALTH PLAN

SPONSORS: Kansas City Business Journal
Mark Twain Banks
Polsinelli White Vardeman & Shalton

(In progress from 1:00 PM. Previous speakers
include Congressman Dick Gephardt.

CONTACT: John Petersen
913/451-8788
913/451-6205 (FAX)
Kristi Frazier
816/753-1000

On-site contact:
Jodee Kayton
816/435-4123

PRESS: OPEN

CROWD SIZE: 1,000 (businessmen from
Kansas and Missouri, many of
whom are Democrats)

FORMAT: Elevated head table

Standing Podium and mic

Floor mics for questions from audience

PROGRAM:

1:00 Registration
1:30 Remarks - Congressman Gephardt
2:00 Bradley Pemberton, Chairman, Polsinelli
White Tax Law Group
2:20 Ruthita Fike, CEO, Shawnee Mission
Medical Center

PAGE FIVEFriday, October 29

PROGRAM (CONTINUED):

2:50 William Melton, Chairman, Polsinelli
White International Law Group

3:10 Break

3:25 Thomas O'Donnell, Chairman, Polsinelli
White Health Care Law Group

3:45 John Hayes, Chairman & CEO,
Western Resources

4:15 REMARKS - SENATOR DOLE
(Q&A to follow)

4:45 PM PROCEED TO BENTON ROOMS

4:45 PM- ATTEND/SPEAK - KANSAS REPUBLICAN PARTY
5:30 PM FUNDRAISING RECEPTION

(Event runs 4:45 to 6:00)

CROWD SIZE: 50-75 (many are Missouri Democrats)
@ \$250 minimum per person

List of attendees will be provided

FORMAT: Cocktail reception

PRESS: CLOSED

CONTACT: John Petersen
Kim Wells
Steve Brown

5:30 PM Lv. Hyatt Regency

DRIVE TIME: 30 minutes

6:00 PM Ar. NCAA Visitors Center
College and Roe, Overland Park
913/339-0000

6:00 PM- ATTEND FUNDRAISER FOR KANSAS HOUSE PAC
7:00 PM (Event runs 5:30-7:30)

CROWD SIZE: 100

PAGE SIXFriday, October 29

PROGRAM:

6:00 Photo ops - Senators Dole and Kassebaum
6:30 REMARKS - SENATOR DOLE
7:00 Senators Dole and Kassebaum depart

CONTACT: Rep. Barbara Allen
913/491-5500
NCAA: Jeff Hiller
913/339-0000

7:00 PM Lv. NCAA Visitors Center

7:10 PM Ar. Johnson County Executive Airport
Kansas City Aviation Center
913/782-0530

7:15 PM Lv. Johnson County

AIRCRAFT: Exec Beech chartered KingAire 300
TAIL NO.: N 20 NL
SEATS: 7

PILOT: TBD
CO-PILOT: TBD

CONTACT: Ginger
816/842-8484

MANIFEST: Senator Dole
Senator Kassebaum
Sheila Burke
Mike Glassner
Dave Spears
Andrew Paxman, Kassebaum staff
Nelson Rockefeller

FLIGHT TIME: 1 hr 10 mins

NOTE: Columbia Institute chartering second
airplane for their staff

MANIFEST FOR COLUMBIA INSTITUTE CHARTER:
Jonathan Ortman, Exec. Dir.,
Columbia Institute
Don Wilson, Kansas Hospital Assoc.
Chris Norton, Columbia Institute

PAGE SEVENSaturday, October 30

8:25 PM Ar. Garden City, Kansas
Central Plains Aviation
316/275-5055

MET BY: 3 cars (Betty Jo Roberts arranging)

RON: Wheatlands Inn
316/276-2387

NOTE: Columbia Institute staff staying
at Plaza Inn (316/275-7471)

7:30 AM- ATTEND BREAKFAST WITH CONGRESSMAN PAT ROBERTS AND
8:40 AM GOP CHAIRS AND VICE-CHAIRS FROM 15 SURROUNDING
COUNTIES (Dutch-treat)
Wheatlands Inn

CONTACT: Bette Jo Roberts
316/276-3423

8:45 AM Lv. Wheatlands Inn

9:00 AM Ar. Clifford Hope Auditorium
Garden City High School

9:00 AM- ATTEND/SPEAK - MIDWEST SUMMIT ON HEALTH CARE
1:30 PM

9:00 AM SENATOR DOLE - Welcome and
Introductory Remarks

12:00 PM- Luncheon in High School Cafeteria
1:30 PM

1:30 PM Lv. Garden City High School

1:30 PM- PRIVATE/STAFF TIME
3:30 PM

3:35 PM Ar. Central Plains Aviation
316/275-5055

PAGE SEVEN A - STAFF ONLYSaturday, October 30

NOTE: STAFF SCHEDULE:

1:30 PM Lv. Garden City

AIRCRAFT: Exec Beech KingAire 300
TAIL NO.: N 20 NL
SEATS: 7

MANIFEST:
Sheila Burke
Nelson Rockefeller
David Spears
Andrew Paxman (Kassebaum staff)
Adam Clymer NY Times
Karen Ball, Associated Press

FLIGHT TIME: 35 minutes

2:05 PM Ar. Wichita - Mid-Continent Airport
United Beech
316/946-4300

(Drop off Dave Spears)

2:20 PM Lv. Wichita

FLIGHT TIME: 35 minutes

2:55 PM Ar. Kansas City International Airport
Executive Beechcraft
816/243-6440

(Exec. Beech will have a van to
transport staff to main terminal)

6:15 PM Lv. Kansas City - US Air 34

9:29 PM Ar. Washington National Airport

PAGE EIGHTSaturday, October 30

3:40 PM

Lv. Garden City

AIRCRAFT: ADM Falcon 50
TAIL NO.: N 244 ADPILOT: Randy Flauger
CO-PILOT: Roger KosterMANIFEST: Senator Dole
Mike GlassnerFLIGHT TIME: 1 hr 20 mins
TIME CHANGE: -1 hour

4:00 PM

Ar. Rapid City, South Dakota
Westjet Air Center
605/393-2500MET BY: Senator Larry Pressler
Governor and Mrs. Walter Dale Miller (Pat)
Former Senator Jim Abdnor
Lt. Gov. Steve Kirby and Suzie
Don Peterson
South Dakota GOP Chairman
Georgia Hanson, State GOP Exec. Dir.
Brian Hagg, Pennington Co. GOP Chairman
Sylvia Pina, SD YR Chair
Lance Russell, Pennington Co. GOP E.D.

4:10 PM

Lv. Westjet Air Center

DRIVE TIME: 20 minutes

CAR 1: Senator Dole (front seat)
Don Peterson (driver)
Senator Abdnor
Mike GlassnerDon Peterson: 605/224-7347 (GOP)
605/665-7801 (Ofc.)
Cellular Phone:
Dial Access Code
605/381-7626 then 661-0405CAR 2: Georgia Hanson (driver)
Governor Miller
Mrs. Pat Miller
Herb Jones, Governor's staff

PAGE NINESaturday, October 30

CAR 3: Brian Hagg (driver)
Sylvia Pina
Senator Pressler

CAR 4: Lance Russell (driver)
Lt. Governor Kirby
Mrs. Suzie Kirby

4:30 PM Ar. residence of former Senator Jim Abdnor
605/343-6387

4:30 PM- ATTEND FUNDRAISING RECEPTION FOR
5:20 PM PENNINGTON COUNTY REPUBLICAN COMMITTEE
(Event runs to 5:30)

CROWD SIZE: 150

FORMAT: Mix and Mingle/REMARKS

PRESS: CLOSED

PROGRAM:

5:00 Intro VIP's - Emcee Rich Hinseth
Remarks - Brian Hagg
Intro Senator Dole - Jim Abdnor
REMARKS - SENATOR DOLE

5:20 PM Lv. Abdnor residence

DRIVE TIME: 20 mins

MOTORCADE:
(Same as arrival)

5:40 PM Ar. Rushmore Plaza Civic Center
605/394-4119

PROCEED TO HOLDING ROOM
(Don Peterson and Brian Hagg will escort
Senator Dole and introduce him to guests)

5:40 PM- BRIEF MEETING WITH S.D. TIMBER INDUSTRY LEADERS
5:45 PM AND SENATOR PRESSLER

CONTACT: Doug Miller
202/224-164

PAGE TENSaturday, October 30

5:45 PM- ATTEND/SPEAK - FUNDRAISING RECEPTION FOR
7:00 PM SOUTH DAKOTA REPUBLICAN PARTY
(Event runs to 7:30)

CONTACT: Georgia Hanson
605/224-7347
605/224-7349 (FAX)
605/348-4000 (Holiday Inn - Fri/Sat)

CROWD SIZE: 500-800

PRESS: OPEN

TABLE SEATING:

TABLE 1: Senator Dole
Senator Abdnor
Senator Pressler
Don Peterson
Governor Miller
Mrs. Miller
Brian Hagg
Sylvia Pina

TABLE 2: Lt. Governor Kirby
Mrs. Kirby
Georgia Hanson
Phil Hanson
Lance Russell
Starla Smith
Ed McLaughlin
Doris Marie Strom

TABLE 3: Rich Hinseth
Carol Abourezk Hinseth
Linda Henry
Tony Feather
Darrell Sawyer
Mrs. Karla Sawyer
Fred Whiting
Mrs. Terry Whiting
or Homer Harding
Laska Schoenfelder

PAGE ELEVENSaturday, October 30

PROGRAM:

5:45 PM- Mix and Mingle

6:15 PM

6:15 PM Program begins:
Intro Ed McLaughlin, Mayor of
Rapid City - MC Rich Hinseth6:20 Welcome and intro Pennington County
GOP Chair Brian Hagg - Mayor McLaughlin6:25 Intro Pennington Co. Central Committee
and State Chairman Don Peterson -
Brian Hagg6:30 Intro State Legislators and other VIP's,
then Governor Miller - Don Peterson

6:35 Remarks - Governor Miller

6:40 Intro Senator Pressler - Don Peterson

Remarks - Senator Pressler

6:45 Intro Senator Abdnor - Don Peterson

Intro Senator Dole - Senator Abdnor

6:50 REMARKS - SENATOR DOLE
(20 minutes)7:10 Senator Dole concludes remarks, and
Dole party leaves Civic Center

7:15 PM

Lv. Civic Center

DRIVE TIME: 10-15 mins

CAR 1: Senator Dole
Senator Pressler
Mike Glassner
Don Peterson (driver)

Other cars will be available, if needed

7:25 PM

Ar. Westjet Air Center
605/383-2500

PAGE TWELVESaturday, October 30

7:30 PM Lv. Rapid City

AIRCRAFT: ADM Falcon 50
TAIL NO.: N 244 AD

MANIFEST: Senator Dole
 Senator Pressler
 Mike Glassner

FLIGHT TIME: 3 hours
TIME CHANGE: +2 hours

Sunday, October 31

12:30 AM Ar. Newark, New Jersey

MET BY: (Whitman for Governor staff)

RON: Marriott Hotel
 201/623-0006

NOTE: DAYLIGHT SAVINGS TIME ENDS AT 2:00 AM SUNDAY. DON'T FORGET
TO TURN YOUR CLOCK BACK ONE HOUR ON RETIRING SATURDAY NIGHT.

Sunday, October 31 - NOTE THAT THIS IS HALLOWEENSPECIFIC DETAILS ON NEW JERSEY SCHEDULE TO BE PROVIDED LATER

11:00 AM Lv. Marriott Hotel with Christine Todd Whitman

DRIVE TIME: 30 minutes

BUS PASSENGERS:
Senator Dole
Christine Todd Whitman
Lyn Nofziger
Kate Beach (candidate's sister)
Nancy Risque-Rohrbacher
Dan Todd (candidate's brother)
Chuck Haytaian
Keith Nahigian
Mike Glassner

CONTACT FOR ALL WHITMAN EVENTS:
Keith Nahigian or Jamie Moore (Rollins' asst.)
908/385-0751 (cellular phone)
Laura Eisenberg
908/815-1993 (headquarters)

PAGE THIRTEENSunday, October 31

11:30 AM Ar. Meadowlands
East Rutherford, New Jersey

11:30 AM- ATTEND GIANTS VS. JETS FOOTBALL GAME
1:15 PM

TENTATIVE ONLY - Mrs. Whitman may decide to go
to church instead

CROWD SIZE: 1,000

FORMAT: Mix and Mingle with pre-game crowd
in stadium parking lot

PRESS: OPEN (POSSIBLE PRESS AVAILABILITY)

1:15 PM Lv. Meadowlands

DRIVE TIME: 25 minutes

1:40 PM Ar. Montclair, New Jersey
Republican Headquarters

1:45 PM- MEET AND GREET WITH VOLUNTEERS
2:00 PM

CROWD SIZE: 100

PRESS: OPEN

2:00 PM Lv. Montclair

DRIVE TIME: 15 minutes

2:15 PM Ar. Nutley
Branch Brook Manor

2:15 PM- ATTEND/SPEAK - SENIOR CITIZENS RALLY
3:00 PM

CROWD SIZE: 250 ethnic/blue-collar seniors
who will be bused in for meal

PRESS: OPEN

FORMAT: BRIEF REMARKS

PAGE FOURTEENSunday, October 31

2:45 PM Lv. Nutley

 DRIVE TIME: 25 minutes

 (THERE WILL BE SOME DOWN TIME)

3:30 PM Ar. Bergen County
 Tice's Farm

3:30 PM- MIX AND MINGLE with Bergen County residents
4:15 PM shopping at this farmers' market

 CROWD SIZE: 400

 PRESS; OPEN

4:15 PM Lv. Bergen County

 DRIVE TIME: 30 minutes

 (THERE WILL BE SOME DOWN TIME)

5:15 PM Ar. Morris County
 Mountain Lakes High School
 PROCEED TO GYMNASIUM

5:15 PM- ATTEND/SPEAK - MORRIS COUNTY RALLY
6:00 PM (In progress from 5:00 PM)

 CROWD SIZE: 500

 PRESS: OPEN

 FORMAT: BRIEF REMARKS

6:00 PM Lv. Mountain Lakes High School

 (Christine Todd Whitman departs en route Oldwick)

 DRIVE TIME: 35 minutes

6:35 PM Ar. Newark Airport

6:40 PM Lv. Newark

 AIRCRAFT: To be determined

 FLIGHT TIME: 1 hour (estimated)

7:40 PM Ar. Washington National Airport

FINAL
10/29/93

SENATOR BOB DOLE SCHEDULE -- SUNDAY, OCTOBER 31 (NEW JERSEY)

12:30 AM Ar. Newark, New Jersey
Signature Flight Support
201/624-1660

MET BY: Mark Boyd
908/233-0498 (H)

DRIVE TIME: 10 minutes

12:40 AM Ar. Marriott Hotel

RON: Marriott Hotel
201/623-0006

Confirmation No's:
Senator Dole 80220382
Senator Pressler 80220576
Mike Glassner 80220676

**NOTE: DAYLIGHT SAVINGS TIME ENDS AT 2:00 AM SUNDAY. DON'T FORGET
TO TURN YOUR CLOCK BACK ONE HOUR ON RETIRING SATURDAY NIGHT.**

NOTE: ATTIRE FOR ALL NEW JERSEY EVENTS IS "CASUAL"

11:00 AM Christine Todd Whitman arrives Marriott Hotel
to pick up Senator Dole

Senator Dole boards campaign bus

11:05 AM Lv. Marriott Hotel with Christine Todd Whitman

DRIVE TIME: 30 mins

BUS PASSENGERS:
Senator Dole
Christine Todd Whitman
Lyn Nofziger
Kate Beach (candidate's sister)
Nancy Risque-Rohrbacher
Dan Todd (candidate's brother)
Chuck Haytaian
Keith Nahigian
Mike Glassner

CONTACT FOR ALL WHITMAN EVENTS:
Keith Nahigian or Jamie Moore (Rollins' asst.)
908/385-0751 (cellular phone)
Laura Eisenberg
908/815-1993 (headquarters)

PAGE TWO**Sunday, October 31**

11:35 AM Ar. East Rutherford, New Jersey
Giants Stadium

11:35 AM- ATTEND PRE-GAME ACTIVITIES
1:10 PM (GIANTS VS. JETS FOOTBALL GAME)

CROWD SIZE: 1,000

FORMAT: Mix and Mingle with pre-game crowd
in stadium parking lot

PRESS: OPEN (POSSIBLE PRESS AVAILABILITY)

1:10 PM Lv. East Rutherford

DRIVE TIME: 30 minutes

1:40 PM Ar. Montclair, New Jersey
Republican Headquarters
201/731-5545

1:45 PM- DROP-BY MONTCLAIR GOP HQ
2:00 PM

CROWD SIZE: 100

FORMAT: MEET AND GREET WITH VOLUNTEERS

PRESS: OPEN

2:00 PM Lv. Montclair

DRIVE TIME: 15 minutes

2:15 PM Ar. Belleville
Chandelier Restaurant
201/759-2500

2:15 PM- ATTEND SENIOR CITIZENS RALLY
3:00 PM

CROWD SIZE: 250

PRESS: OPEN

3:00 PM Lv. Belleville

DRIVE TIME: 30 minutes

3:30 PM Ar. Woodcliff Lakes
Tice's Farm
201/391-5171

PAGE THREE**Sunday, October 31**

3:30 PM- MEET AND GREET SHOPPERS AT FARMERS' MARKET
4:15 PM
CROWD SIZE: 2,000
PRESS: OPEN
FORMAT: Mix and Mingle with shoppers

4:15 PM Lv. Woodcliff Lakes
DRIVE TIME: 30 minutes
(There is 30 minutes' down time here)

5:15 PM Ar. Mountain Lakes
Mountain Lakes High School Gymnasium
201/334-8400

5:15 PM- ATTEND/SPEAK - MORRIS COUNTY RALLY
6:00 PM (In progress from 5:00 PM)
CROWD SIZE: 600
PRESS: OPEN
FORMAT: BRIEF REMARKS

6:00 PM Lv. Mountain Lakes High School
DRIVER: Mark Boyd
DRIVE TIME: 45 minutes
(Christine Todd Whitman departs en route Oldwick)

6:45 PM Ar. Newark Airport
Signature Flight Support
201/624-1660

6:50 PM Lv. Newark
AIRCRAFT: Learjet
TAIL NO.: N 600 DT
OWNER: Elliot Vernon
FLIGHT TIME: 1 hr (estimated)
CONTACT: Liberty Helicopter
212/967-6464
Kevin Keith or Nicholas Clay
Kevin pager: 908/633-2922
(Enter No. and #)

7:50 PM Ar. Washington National

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821 Mt. Rushmore Road Rapid City 341-2273

We do more than tax returns.

Sure, we can help you minimize your taxes through careful planning. We may even point out a deduction you have missed. But accounting deals with a lot more than preparing tax returns.

For instance, we help businesses get started, grow and even pass into another generation. You may need audited financial statements to obtain your start-up loan, or a computerized accounting system to keep up with your growth, or a succession plan for a smooth transition of the business.

Business services such as these are just a few ways we serve our clientele year round.

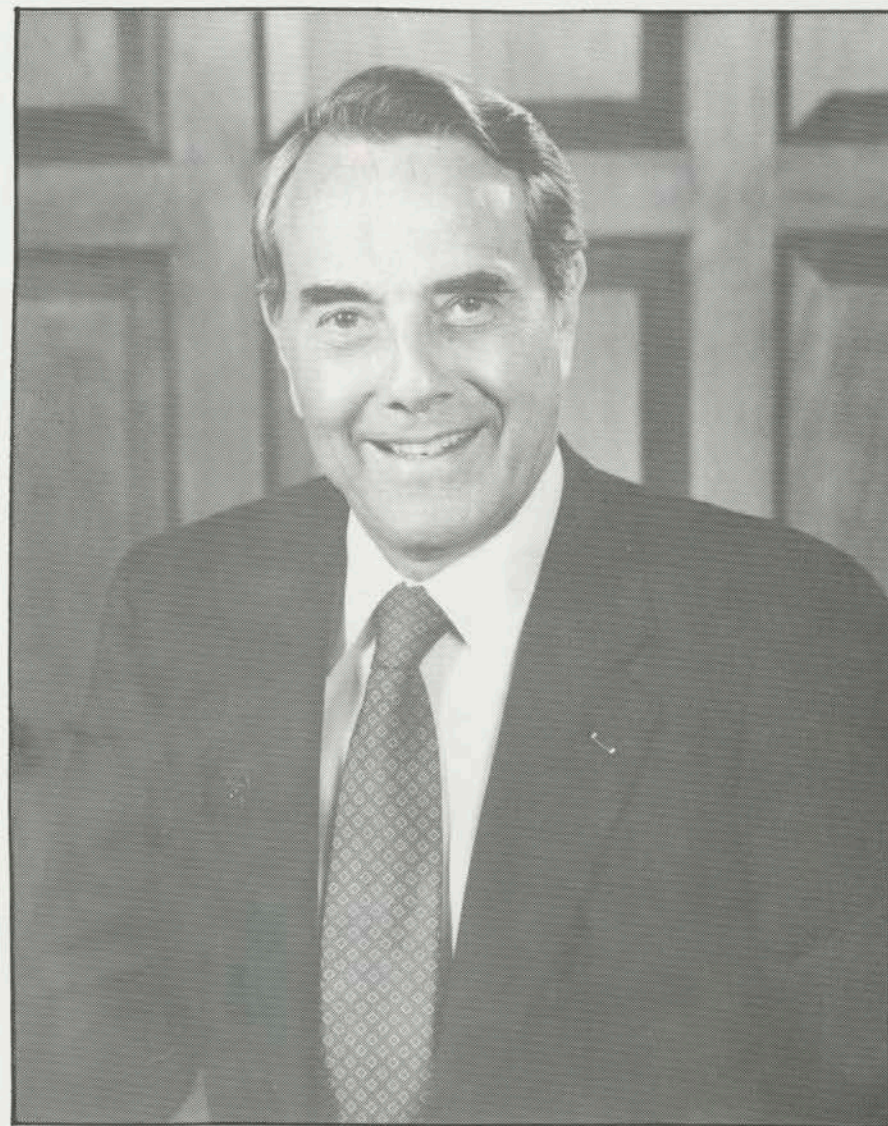
So, when you need help with tax planning, business services and more, call us.



Ketel, Thorstenson & Co.

Certified Public Accountants/Business & Personal Consultants

810 Quincy • Rapid City • 342-5630



*Meet and Greet
U.S. Senate Minority Leader
Bob Dole*

MEET AND GREET U.S. SENATOR BOB DOLE

Saturday, October 30, 1993

Rapid City, SD

Rushmore Plaza Civic Center-LaCroix Hall

*Wan
thly
n West"*

TENTATIVE AGENDA

- 5:30 p.m. Reception - Civic Center
- 5:40 p.m. Senator Dole and others arrive at Civic Center and go directly to holding room. Senator Dole then escorted by Don Peterson and Brian Hagg and informally introduced to guest.
- 6:15 p.m. MC Rich Hinseth introduces Ed McLaughlin, Mayor of Rapid City.
- 6:20 p.m. Mayor McLaughlin welcomes guest and introduces Stan Adelstein, President of Chamber of Commerce and introduces Pennington County Chairman Brian Hagg.
- 6:25 p.m. Brian Hagg introduces Pennington County Central Committee members (stand and hold applause until all introduced). Hagg introduces State GOP Chairman Don Peterson.
- 6:30 p.m. Peterson introduces legislators and any other dignitaries in attendance. (Stand and hold applause until all introduced). Gives short party unity talk. Introduces Governor Miller.
- 6:35 p.m. Governor Miller remarks briefly.
- 6:40 p.m. Chairman Peterson introduces Senator Pressler. Senator Pressler remarks briefly.
- 6:45 p.m. Chairman Peterson introduces former Senator Abdnor, who introduces Senator Dole.
- 6:50 p.m. Senator Dole speaks.

We do more than tax returns.

Sure, we can help you minimize your taxes through careful planning. We may even point out a deduction you have missed. But accounting deals with a lot more than preparing tax returns.

For instance, we help businesses get started, grow and even pass into another generation. You may need audited financial statements to obtain your start-up loan, or a computerized accounting system to keep up with your growth, or a succession plan for a smooth transition of the business.

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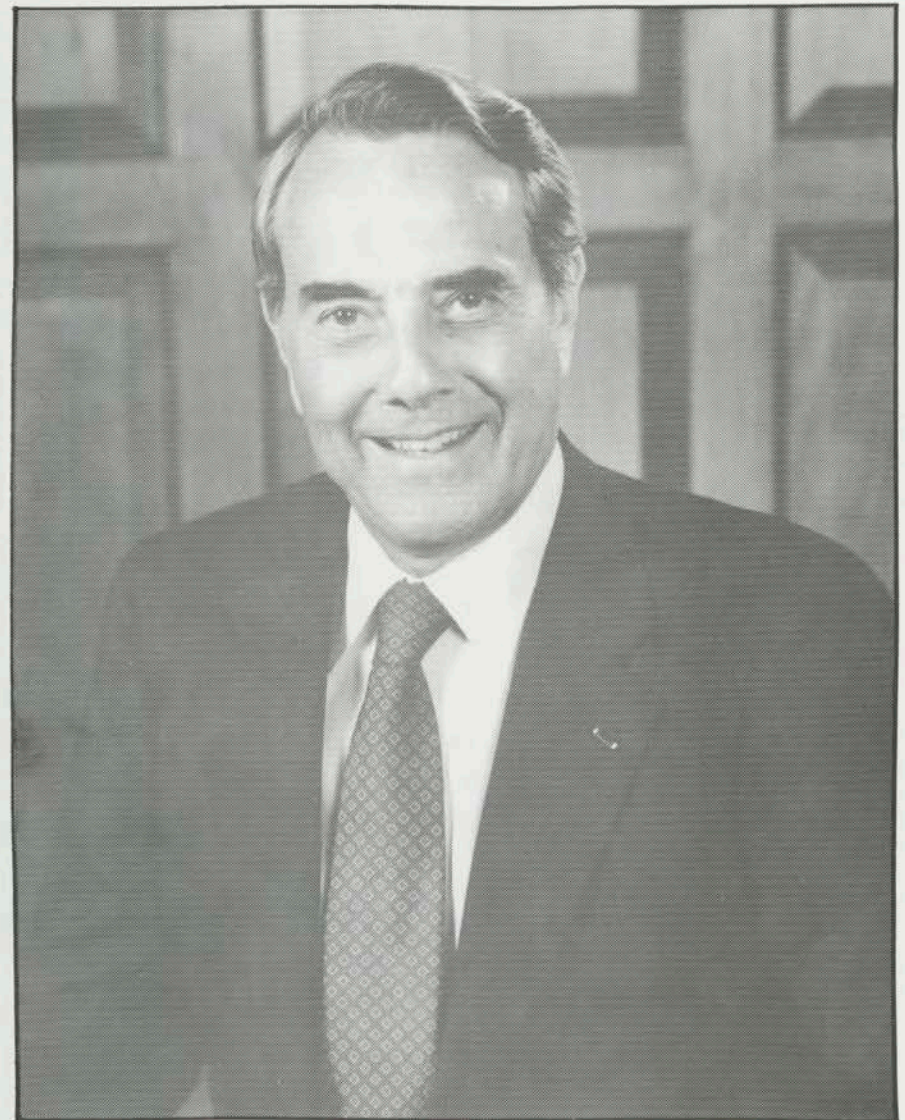
So, when you need help with tax planning, business services and more, call us.



Ketel, Thorstenson & Co.

Certified Public Accountants/Business & Personal Consultants

810 Quincy • Rapid City • 342-5630



*Meet and Greet
U.S. Senate Minority Leader
Bob Dole*

MEET AND GREET U.S. SENATOR BOB DOLE

Saturday, October 30, 1993

Rapid City, SD

Rushmore Plaza Civic Center-LaCroix Hall

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- 6:45 p.m. Chairman Peterson introduces former Senator Abdnor, who introduces Senator Dole.
- 6:50 p.m. Senator Dole speaks.

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Home Health Care Equipment • Pharmacy • Medical Supplies

821 Mt. Rushmore Road Rapid City 341-2273

October 28, 1993

TO: Senator Dole
FROM: Mike Torrey
SUBJECT: South Dakota visit

Senator Presslers staff has asked that if given the opportunity during your remarks, you make the following 3 points.

1. RANGELAND REFORM...Senator Pressler was instrumental in maintaining the filibuster on grazing fees on the interior approps. bill.

2. PRIVATE PROPERTY RIGHTS BILL...Senator Pressler is going to co-sponsor your private property rights bill and staff would like you to mention his support of your efforts in this area.

3. WOOL AND MOHAIR AND HONEY...Senator Pressler led the fight to save these programs. As you know, wool and mohair will be phased out in 1995 and honey retained a non-recourse loan for 1994.

MORRELL'S...During one of the receptions, someone may mention the problems with Morrell's meat packing plant in Sioux Falls. Apparently the plant is owned by Chiquita banana and they have announced that if they don't sell the plant by the Summer of 1994, they will close it. The plant employs 1000 plus people. Governor Miller is working with the state legislature on an incentive package to keep the plant in operation. The legislature will meet in January and hopefully will have a package put together by the Spring of 1994.

SOUTH DAKOTA ISSUES

1. Governor Walter Dale Miller's "Initiative for Quality Government" - an effort aimed at improving the efficiency and day-to-day operations of the state government. Lt. Gov. Steve Kirby is leading the bipartisan commission to solicit public input and then recommend ways to improve state government. Some of the key points:

- o No-new taxes
- o Cut red tape
- o Reduce rules and regulations
- o Improve services
- o More government contracts with private sector
- o Freeze/cut government employment levels
- o Cut travel by state employees
- o Eliminate unneeded boards and commissions

Miller points out that this is not like V.P. Gore's "Reinventing Government" plan in that South Dakota "doesn't need to be reinvented... [the] state government isn't broken...we can't wait until something is broken before we try to improve it."

2. Gambling - A statewide referendum on increased betting limits was held in September and defeated. There are suggestions that an East-West schism is developing in S. Dakota as a result. The controversy arose when actor Kevin Costner and his brother Dan had lobbied to raise the limit from \$5 to \$100 to ensure the future of the \$65 million Costner resort in Deadwood. Gov. Miller stated, "I am not interested in disrupting, disbanding or expanding gambling."
3. Morrell's Meat Packing Plant - Located in the Sioux Falls area, it has been rumored that it may close. However, it is safe for the moment. Coincidentally, this was the same plant that Gov. Mickelson and others were lobbying to save when their plane crashed on their return from Cincinnati.
4. The State has a surplus, less than 3% unemployment, and no state income tax. They do have a 4% sales tax, a special construction excise tax and gambling which brings in tourists. Gov. Mickelson created 6,000 jobs during his tenure.
5. Many state officials are concerned about how the Clinton Health care plan will affect rural South Dakota. (See attached briefing paper)
6. Workman's Compensation is a drag on small businesses. (See attached briefing paper).
7. Timber (see attached briefing)

TO: Denny
FR: Kerry

RE: South Dakota GOP Dinner

*You will be speaking to about 500 South Dakota Republicans.

*Attached remarks are a shorter and pithier version of the "neighbor" theme.

*I asked our contact at the South Dakota GOP whether or not you should mention Governor Mikkelson. She said that it's your call, but the party is now "moving on" under Governor Miller's leadership, and while they don't forget Governor Mikkelson, they are trying to put his death behind them.

SENATOR BOB DOLE
SOUTH DAKOTA GOP EVENT
OCTOBER 30, 1993

**THANK YOU. IT'S A PLEASURE
TO BE HERE WITH LARRY
PRESSLER, GOVERNOR MILLER,
LT. GOVERNOR KIRBY, AND SO
MANY OTHER OUTSTANDING
SOUTH DAKOTA REPUBLICANS.**

IT WAS ONE YEAR AGO NEXT
WEEK WHEN PRESIDENT BUSH
WAS DEFEATED, AND THE
REPUBLICANS LOST THE WHITE
HOUSE.

THOSE WERE TOUGH TIMES
BACK THEN. AND A LOT OF
FOLKS THOUGHT THAT THE
REPUBLICAN PARTY WAS ON ITS
LAST LEGS.

IN THE LAST YEAR, HOWEVER,
REPUBLICANS HAVE PICKED
THEMSELVES UP THE MAT, AND
PROVEN IN ELECTIONS FROM
GEORGIA TO TEXAS TO LOS
ANGELES THAT WE ARE VERY
MUCH ALIVE....AND I THINK
THERE WILL BE SOME
ADDITIONAL PROOF IN THE
GOVERNOR'S ELECTION IN
VIRGINIA NEXT WEEK...AND

**PERHAPS IN THE GOVERNOR'S
RACE IN NEW JERSEY AND THE
MAYOR'S RACE IN NEW YORK.**

**WHEREVER I GO, I CAN SENSE
A NEW ENTHUSIASM ABOUT THE
REPUBLICAN PARTY...BUT I ALSO
HEAR QUESTIONS FROM THOSE
WHO DON'T LIKE THE
DEMOCRAT AGENDA, BUT
THEY'RE UNCERTAIN ABOUT THE
REPUBLICAN PARTY'S AGENDA.**

THERE ARE THOSE WHO
ADVISE THAT IT'S GOOD
ENOUGH IF WE'RE JUST THE
PARTY THAT OPPOSES BILL
CLINTON.

I DISAGREE. I THINK WE HAVE
TO BE MORE.

IF WE TRULY WANT TO BE THE
MAJORITY PARTY THEN PEOPLE
MUST SUPPORT US FOR A
BETTER REASON THAN THE

**FACT THAT WE'RE NOT
SOMEBODY ELSE.**

**THEY HAVE TO SUPPORT US
BECAUSE THEY AGREE WITH US
AND THEY BELIEVE IN OUR
PRINCIPLES AND OUR
PHILOSOPHY OF GOVERNMENT.**

**AND I WANT TO TAKE A
MINUTE TO COMPARE THOSE
PHILOSOPHIES.**

**PRESIDENT CLINTON TOOK
THE OCCASION A FEW WEEKS
BACK TO OUTLINE THE ROLE
THAT HE THOUGHT
GOVERNMENT SHOULD PLAY IN
OUR LIFE.**

**HE SAID THE GOAL OF HIS
ADMINISTRATION AND THE GOAL
OF THE DEMOCRAT PARTY
SHOULD BE TO PROVIDE**

**"SECURITY" TO THE AMERICAN
PEOPLE.**

**NOW IF HE'S TALKING ABOUT
NATIONAL SECURITY OR
SECURITY FROM CRIME, THEN I
WISH HIM WELL.**

**BUT GIVEN THE HISTORY OF
THE DEMOCRAT PARTY IN
OPPOSING THE EFFORTS OF
PRESIDENT REAGAN AND
PRESIDENT BUSH TO RESTORE**

**AMERICA'S MILITARY...AND
GIVEN THEIR INCLINATION TO
BLAME SOCIETY AND NOT THE
CRIMINAL, I DON'T THINK WE
CAN COUNT ON MUCH
SECURITY.**

**BUT THAT'S NOT THE TYPE OF
SECURITY PRESIDENT CLINTON
IS DISCUSSING.**

**HE WANTS GOVERNMENT TO
BE SO POWERFUL THAT IT CAN**

REACH INTO OUR LIVES, AND
ADDRESS ALL OUR WORRIES,
CONCERNS, AND PROBLEMS.

AND WHAT THE PRESIDENT
AND THE DEMOCRATS DON'T
SAY IS THAT IN ORDER TO GET A
LITTLE MORE OF WHAT THEY
CALL "SECURITY," AMERICANS
WILL ALSO GET MORE TAXES,
MORE SPENDING, MORE
GOVERNMENT CONTROL, MORE

**MANDATES, AND MORE
REGULATIONS.**

**AND WHAT THEY DON'T TELL
YOU IS THAT YOU'LL ALSO GET A
LOT LESS OF SOMETHING...A
LOT LESS FREEDOM..AND LOT
LESS ABILITY TO DECIDE WHAT'S
RIGHT FOR YOU AND YOUR
FAMILY.**

**IN THEIR VIEW, GOVERNMENT
KNOWS BEST, AND INDIVIDUALS**

**AND BUSINESSES WILL BE
BETTER OFF IF WE JUST LET
UNCLE SAM MAKE ALL OUR
DECISIONS....DECISIONS LIKE
HOW MUCH OF YOUR SALARY
WILL YOU BE ABLE TO
KEEP...WHAT THE FAMILY LEAVE
POLICY WILL BE AT YOUR
WORKPLACE...AND WHERE YOUR
CHILDREN WILL GO TO SCHOOL.**

**AND I CAN'T HELP BUT THINK
THAT IF THE PEOPLE OF
EASTERN EUROPE HAD
ANYTHING UNDER COMMUNIST
RULE, THEY HAD SECURITY.
NEARLY EVERY ASPECT OF LIFE
WAS TAKEN CARE OF, AND
NEARLY EVERY DECISION WAS
MADE FOR THEM.**

**BUT THEY WANTED MORE
THAN SECURITY. THEY WANTED**

**FREEDOM AND OPPORTUNITY.
THEY WANTED THE CHANCE TO
SUCCEED OR FAIL ON THEIR
OWN, AND TO TRY AND MAKE A
BETTER LIFE FOR THEIR
FAMILIES.**

**AND AFTER DECADES OF
STRUGGLING, THEY ARE FINALLY
FREE OF A "BIG BROTHER"
GOVERNMENT WHICH MAY HAVE
PROVIDED SECURITY--BUT**

**WHICH DIDN'T PROVIDE
OPPORTUNITY OR FREEDOM.**

**AND I BELIEVE THAT THE
REPUBLICAN PARTY MUST
CONTINUE TO INSIST THAT
AMERICA DOES NOT NEED A
"BIG BROTHER GOVERNMENT."**

**PERHAPS I'M BEING
NOSTALGIC, BUT I'M SURE THAT
THERE ARE OTHERS HERE WHO
REMEMBER THE DAYS WHEN**

PEOPLE KNEW THEIR
NEIGHBORS. AND WE ALSO
KNEW THAT OUR NEIGHBORS
WERE WATCHING OUT FOR US,
AND IF THERE WAS AN
EMERGENCY, THEY WOULD BE
THERE TO HELP.

WELL, THAT'S HOW I'VE
ALWAYS SEEN THE ROLE OF
GOVERNMENT--NOT AS A BOSS
OR A SUPERVISOR OR A BIG

**BROTHER, BUT AS A
NEIGHBOR...THERE TO HELP IF
WE NEED HELP--BUT ALSO
LETTING US LEAD OUR OWN
LIVES, AND KEEPING ITS HAND
OUT OF OUR POCKETS, AND ITS
NOSE OUT OF PLACES WHERE IT
DIDN'T BELONG.**

**"GOOD NEIGHBOR"
GOVERNMENT MEANS STAYING
OUT OF THE WAY SO SMALL**

**BUSINESSMEN AND WOMEN CAN
CREATE JOBS.**

**IT MEANS TRUSTING PARENTS
TO DO WHAT IS RIGHT FOR
THEIR CHILDREN'S EDUCATION.**

**AND IT MEANS THAT
GOVERNMENT SHOULD LIVE
WITHIN ITS INCOME, AND
WITHOUT MORE OF YOURS.**

**AND AS WE DEBATE THE
ISSUE OF HEALTH CARE**

**REFORM, REPUBLICANS MUST
INSIST THAT THE PROPER ROLE
FOR GOVERNMENT IS TO BE A
GOOD NEIGHBOR, AND NOT
THAT OF AN UNINVITED GUEST
WHO MOVES IN AND NEVER
LEAVES.**

**THE DEMOCRATS ARE
PUTTING OUT A BUMPER
STICKER THAT SAYS "HEALTH
CARE THAT'S ALWAYS THERE."**

**WELL OUR MISSION MUST BE TO
MAKE SURE THAT DOESN'T
TRANSLATE INTO "GOVERNMENT
THAT'S ALWAYS THERE."**

**NO ONE DENIES THAT THERE
ARE PARTS OF THE SYSTEM
THAT NEED TO BE FIXED. BUT
WHEN WE FIX THOSE PARTS, WE
ALSO NEED TO KEEP OUR
HANDS OFF THE PARTS THAT
HAVE MADE OUR SYSTEM THE**

ENVY OF THE WORLD.

FOREIGN AFFAIRS

**THE PHILOSOPHY OF
"NEIGHBOR HELPING NEIGHBOR"
WHICH BUILT AMERICA IN THE
1800'S, DID NOTHING LESS THAN
SAVE THE WORLD IN THE 1900'S.**

**THROUGHOUT THIS CENTURY,
WHEN OUR "NEIGHBORS"
ACROSS THE WORLD NEEDED**

**SOMEONE TO SAVE THEM FROM
A DICTATOR, OR TO SAVE THEM
FROM STARVATION, AMERICA
WAS THERE.**

**THE FIGHT FOR FREEDOM
COST A LOT OF MONEY, AND IT
COST A LOT OF AMERICAN
LIVES, AS WELL. BUT THE COST
WAS WORTH IT, BECAUSE WE
WERE FIGHTING FOR THE RIGHT
REASONS, AND IT WAS IN OUR**

NATIONAL INTEREST.

**AND MAKE NO MISTAKE
ABOUT IT. WE ARE THE ONLY
SUPERPOWER IN THIS
NEIGHBORHOOD, OR ANY
OTHER NEIGHBORHOOD. AND
NOW THAT THE COLD WAR HAS
BEEN WON, THERE'S A DEBATE
GOING ON IN WASHINGTON
OVER WHAT AMERICA'S ROLE**

**SHOULD BE THROUGHOUT THE
WORLD.**

**SHOULD WE CONTINUE TO BE
A GOOD NEIGHBOR, PROVIDING
ASSISTANCE IN TIMES OF NEED,
OR IS IT TIME TO TURN OFF THE
PORCH LIGHT, LOCK THE DOOR,
AND LET EVENTS GO ON
WITHOUT OUR LEADERSHIP OR
PARTICIPATION.**

I BELIEVE THE ANSWER IS
CLEAR. NOBODY WANTS US TO
BE THE WORLD'S POLICEMAN,
BUT WE HAVE TO
UNDERSTAND THAT IF WE LET
OTHER NATIONS OR
ORGANIZATIONS LIKE THE U.N.
ASSUME THE MANTLE OF
LEADERSHIP, THEN--AS WE HAVE
SEEN IN SOMALIA--WE LET
OTHERS DECIDE WHAT'S IN OUR

NATIONAL INTEREST.

**AND DECIDING WHAT'S IN
AMERICA'S INTEREST IS A
DECISION THAT ONLY AMERICA
CAN MAKE--AND NOT BOUTROS
BOUTROS GHALI.**

**LET ME ALSO BE VERY CLEAR
IN SAYING THAT A NEIGHBOR
CAN NOT IMPOSE ITSELF WHERE
IT'S NOT WANTED. AND IF IT'S
CLEAR THAT WE'RE NOT**

**WANTED IN A COUNTRY, THEN
WE SHOULDN'T RISK THE LIFE
OF ONE YOUNG AMERICAN.**

**AND LET ME ADD THAT IN
TODAY'S COMPLEX GLOBAL
ECONOMY, THE COUNTRIES
THAT SUCCEED WILL BE THE
COUNTRIES THAT TRADE WITH
THEIR NEIGHBORS.**

**IF WE WANT JOBS FOR
AMERICANS AND GROWTH FOR**

**OUR ECONOMY, THEN OUR
VISION MUST EXTEND BEYOND
OUR SHORES. WE'VE GOT TO
TAKE A LEADERSHIP ROLE IN
AGGRESSIVELY SEEKING OUT
NEW MARKETS FOR AMERICAN
PRODUCTS. AND WE HAVE TO
HAVE CONFIDENCE THAT
AMERICAN WORKERS,
AMERICAN TECHNOLOGY, AND
AMERICAN INNOVATION CAN**

**SUCCEED ON A LEVEL PLAYING
FIELD.**

**MAKE NO MISTAKE ABOUT IT,
NAFTA ISN'T PERFECT. BUT IT
WILL MEAN MORE JOBS HERE IN
AMERICA. AND IT WILL SEND A
MESSAGE TO A LOT OF
COUNTRIES WHO ARE WAITING
IN LINE THAT AMERICA IS OPEN
FOR BUSINESS.**

VALUES

**I WANT TO CONCLUDE THIS
EVENING BY SAYING THAT
AMERICA'S PROBLEMS WILL NOT
BE SOLVED JUST BY
GOVERNMENT PLAYING THE
ROLE OF GOOD NEIGHBOR.**

**BECAUSE THE LONG-TERM
SOLUTIONS TO THE PROBLEMS
THAT ARE ATTACKING THE
HEART OF OUR COUNTRY--THE**

**CRIME EPIDEMIC, THE LOSS OF
THE VALUES THAT BUILT THIS
COUNTRY--CAN OCCUR ONLY IF
EACH OF US ACTS AS A GOOD
NEIGHBOR.**

**MAYBE I'M BEING NOSTALGIC,
BUT I'M SURE THERE ARE THOSE
HERE WHO REMEMBER A TIME
WHEN PEOPLE DIDN'T LOCK
THEIR DOORS, OR LOOK OVER
THEIR SHOULDER WHEN THEY**

WENT OUT AT NIGHT.

**AND I THINK THERE'S A
CONNECTION BETWEEN THAT
AND THE FACT THAT THERE
USED TO BE A TIME WHERE IT
WASN'T "POLITICALLY
INCORRECT" FOR OUR PARENTS,
OUR SCHOOLS, AND OUR
CHURCHES TO INSTILL SOME
VALUES IN US...VALUES LIKE
CIVILITY. DECENCY. PERSONAL**

**RESPONSIBILITY. INDIVIDUAL
INITIATIVE. GENEROSITY
TOWARD OTHERS.**

**THESE WERE VALUES THAT
WERE SHARED THROUGHOUT
NEIGHBORHOODS, AND
THROUGHOUT COMMUNITIES.
AND WHENEVER SOMEONE SAW
A KID WHO WAS ABOUT TO STEP
OVER THE LINE--THEY STEPPED
IN--EVEN IF IT WASN'T THEIR**

KID--AND MADE A DIFFERENCE.

**YES, I KNOW THINGS WEREN'T
PERFECT, AND SOCIETY
CERTAINLY HAD ITS PROBLEMS
BACK THEN, BUT WHAT WE
DIDN'T HAVE WAS 12 YEAR OLD
GANG MEMBERS, 14 YEAR OLD
DRUG ADDICTS, 16 YEAR OLD
UNWED MOTHERS, AND 18
YEARS OLDS GRADUATING
FROM HIGH SCHOOL UNABLE TO**

READ THEIR DIPLOMA.

**BUT SOMEHOW, SOMEWHERE
ALONG THE WAY, TOO MANY OF
US STOPPED STEPPING IN TO
MAKE A DIFFERENCE...TOO
MANY OF US ACCEPTED THE
CLAIMS OF THOSE WHO SAID
THAT OUR VALUES WERE OLD-
FASHIONED OR OUTMODED. WE
DIDN'T BECOME BAD
NEIGHBORS. WE BECAME**

**INDIFFERENT ONES...AND
AMERICA HAS SUFFERED FOR IT.**

**I BELIEVE, HOWEVER, THAT
THE TIDE IS TURNING. MORE
AND MORE AMERICANS ARE
FINDING THE COURAGE TO SAY
THAT THERE IS A "RIGHT AND
WRONG," AND NOT JUST SOME
SLIDING SCALE OF BEHAVIOR
THAT CAN BE ADJUSTED TO FIT
WHATEVER IS CONVENIENT AT**

THAT MOMENT.

**THE DIFFERENCE BETWEEN
OUR PHILOSOPHIES ARE CLEAR.**

**THE DEMOCRATS BELIEVE
THAT THE MOST IMPORTANT
UNIT OF AMERICAN LIFE IS THE
GOVERNMENT.**

**REPUBLICANS BELIEVE THAT
THE MOST IMPORTANT UNITS OF
AMERICAN LIFE ARE THE
INDIVIDUAL AND THE FAMILY.**

**AND THE SURVIVAL OF THE
INDIVIDUAL AND THE FAMILY IS
WHAT IS AT STAKE IN THE
COMING YEARS.**

**I AM CONFIDENT THAT
WORKING TOGETHER AS
NEIGHBORS, WE CAN ENSURE
THAT SURVIVAL AND ENSURE
THAT AMERICA'S BEST DAYS
ARE TRULY YET TO COME.**

CITY TOWN STOPS

1. Montclair

Population: 38,000, mainly affluent
Politics: Heavily Democratic, but voted for Reagan
in 1984 (59%) and Bush in 1988 (54%)
County: Essex
CD: #8 - Herbert Klein (D)

2. Belleville

Population: 34,000, blue-collar, middle-class
Politics: Heavily Democratic, but voted for Reagan
in 1984 (59%) and Bush in 1988 (54%)
County: Essex
CD: #8 - Herbert Klein (D)

3. Woodcliff Lake

Population: 5,300
Politics: Heavily Republican, affluent
County: Bergen
CD: #5 - Marge Roukema (R)

Property values and income levels are among the highest in the state. (Richard Nixon resides in this county). Bush won 50% in the 5th district portion of Bergen.

4. Mountain Lakes

Politics: Most GOP county in state
County: Morris County
CD: #11 - Dean Gallo (R)

BRIEFING

Sunday, October 31, 1993

Christina Todd Whitman and U.S. Senator Robert Dole

COOP-BY: MONTCLAIR REPUBLICAN HEADQUARTERS

Time: 1:45 - 2:00 pm

Place: Whitman Headquarters
470 Bloomfield Avenue
Montclair, N. J.

Phone: 201-744-1516
Contact: Angelo Valente

Present will be over 150 volunteers and local dignitaries. The volunteers have spent the last five weeks making over 10,000 phone calls for Christina Whitman and GOP candidates in Essex County.

Press has been invited. Senator Dole to speak. Christina is to thank the callers, give brief remarks, and then place several "Get Out the Vote" calls. Senator Dole is invited to join in also. Newspaper photographers will attend.

Officials expected to be present include:

Assembly Speaker Chuck Hittalen (R-23)
John Kenna, Essex County Republican Chairman
Ralph Salerno, Essex County Whitman Chairman
Senator John Scott (R-36)
Assemblywoman Maureen Ogden (R-21)
Assemblywoman Marion Crecco (R-34)
Montclair Mayor Jim Bishop
Brian Scantlebury, Whitman Economic Advisor

(A further list of local dignitaries is attached.)

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briefing, page 2

CAMPAIGN RALLY

Time: 2:15 - 3:00 pm
Place: Chandelier Restaurant
340 Franklin Avenue
Belleville, N. J.
Phone: 201-759-2500
Contact: Angelo Valente

This rally is hosted by the Essex County Republican Committee and Senator John Scott (R-36), who represents this district. Attending will be senior citizens, Democrats for Whitman, and Essex County residents. A crowd of 300 is anticipated.

On the podium with Christie and Senator Dole will be Senator Scott, John Renna, and Ralph Salerno.

TICE'S FARM

Time: 3:30 - 4:15 pm
Place: Tice's Farm
Chestnut Ridge Road
Woodcliff Lake, N. J.
Phone: 201-391-5171
Contact: Kevin Kovalycsik or Richard Tice

This well-known Bergen County fruit and vegetable farm has been in the Tice family since 1808, and occupies 100 acres within view of the George Washington Bridge and the Empire State Building.

Richard Tice, the owner, has a farmland assessment, without which, he says, "we'd be taxed out of existence in two days."

The farm operates as a roadside stand, selling cider, pumpkins, baked goods, and apples and peaches grown there. It has become a popular family attraction, complete with hayrides.

New Jersey 8

After surveying the Great Falls of the Passaic River in the late 18th century, Treasury Secretary Alexander Hamilton figured it would be an ideal place to develop some hometown industries, independent of England. So he created the Society for Establishing Useful Manufactures to build facilities to harness the water power in Paterson.

The industrial complex was slow to develop, but by the mid-19th century, Paterson had attracted a wave of English, Irish and Dutch immigrants to staff its silk mills. A second wave would bring Italians, Poles and Slavs to work the looms.

Hamilton's vision thrived, and "Silk City" has Paterson become known as developed into one of the world's leading textile producers. But the introduction of rayon and other 20th-century synthetic fabrics triggered an economic freefall from which the city has never fully recovered. Today, Paterson suffers from chronic unemployment and the side effects of industrial decline.

Though the odds are stacked against it, Paterson's (Passaic County) minority population—increased Blacks and Hispanics—currently make up 74 percent. Combined with the city's strong labor tradition, Paterson casts out a reliable Democratic vote.

The city of Passaic is a smaller, but equally troubled version of Paterson. For a Democrat to win the district, the candidate must carry both cities handily. That is no small task, especially in Paterson, where voter turnout and registration is low.

The white-collar jobs left these cities moved to Passaic County suburbs such as Wayne and Edison, one of New Jersey's largest and richest suburban communities.

North Paterson

Along with suburban Essex County voters, these suburbanites keep GOP candidates competitive. The Essex County portion—about a third of the 8th's population—is mainly suburban turf, from the more affluent areas such as Montclair and South Orange to the blue-collar and middle-class towns of Nutley and Belleville. Italian Catholics make up a notable segment; there are also pockets of Jewish voters.

Democrats hold the edge in district-wide registration, but they usually run best at the local and statewide levels. In 1980, Democrat James J. Florio won the district in his successful gubernatorial bid. At the presidential level, the GOP often boxes its muscle. In 1984, Ronald Reagan racked up 53 percent and in 1988, George Bush won 54 percent.

Essex is one of New Jersey's traditional Democratic strongholds, and its party politics are rife with the usual inter-party battles. The 9th District portion does not include the Democratic stronghold of Newark, but the county's Democratic machine still casts a long shadow.

Bloomfield, Essex County's largest city in the 8th, even managed to play a role in the 1988 presidential election. It was at a local flag factory that Bush met with the local makers of Old Glory in order to publicize the controversy surrounding Democratic nominee Michael S. Dukakis and the Pledge of Allegiance.

1990 Population: 568,829; White 444,327 (78%); Black 77,145 (13%); Other 73,132 (13%); Hispanic 100,784 (18%); 18 and over 451,457 (79%); 65 and over 104,865 (18%); Median age 35.

Committees

Banking, Finance & Urban Affairs (D) — 400/21-1000
Economic Growth, Science, Education, Supervision, Regulation & Transportation (D) — 400/21-1000
Health, Safety & Community Development (D) — 400/21-1000

Science, Space & Technology (D) — 400/21-1000
Energy, Technology, Environment & Agriculture (D) — 400/21-1000

Campaign Finance

	Receipts	Receipts from PACs	Expenditures
1992			
Democrat	\$1,285,111	\$178,910 (14%)	\$1,046,923
Republican	\$135,500	\$115,849 (85%)	\$412,782
Write-in/Other	\$17,133	0	\$3,570

Key Votes

1992		
Support for state public pension reform	N	
Support for state health and medical care	Y	
Support for state medical malpractice reform	Y	
Support for budget increasing taxes and reducing spending	Y	
Support for economic reforms plan	Y	

Elections

1992 General		
Rep. J. Florio (D)	98,727	(47%)
Joseph L. Buja (R)	94,874	(45%)
George J. Keady (D)	16,170	(8%)
Thomas J. Keady (D)	2,936	(1%)
Carl H. O'Connell (D)	2,425	(1%)

1992 Primary		
Rep. J. Florio (D)	9,454	(39%)
Harry A. McEnroe (D)	6,780	(28%)
Clayton L. Johnson (D)	6,510	(27%)
Joseph C. Keady (D)	1,127	(5%)
Roger P. Harris (D)	507	(2%)

District Vote for President

1992		
D 107,321 (46%)		
R 99,874 (43%)		
Y 27,797 (12%)		

WOODCLIFF LAKE 814

George Roukema, R-N.J.

New Jersey 5

The hill has little in common with the stereotype of New Jersey as a state within a geographic. In fact, the New Jersey Turnpike actually stops short of covering the district in Bergen County.

This is one of the state's least densely packed districts, stretching from Warren County north to the New York border, then all the way across the northern tier to the Hudson River. No municipality has more than 10,000 residents. It includes some of the state's most scenic, wealthiest and Republican enclaves.

Ronald Reagan captured 70 percent here in 1984, but years later, George Bush picked up 67 percent. Bush had a tougher time in 1992 but managed to win with 50 percent.

Northern Bergen County provides the bulk of the vote. These affluent voters are exclusively Republican but Democrats often have a hard time finding successful candidates to run in legislative races.

Property values and income levels are among the highest in the state. Alpine's home to sports stars and celebrities. Sadlir River is where Richard M. Nixon reads. Less famous legends include the corporate executives and white-collar New York commuters who live in places such as Ridgewood and Oradell. It is only fitting that the company that makes the car of choice for more upscale buyers, BMW, keeps its U.S. headquarters in Woodcliff Lake. Park Ridge also serves as a corporate headquarters site.

In his last close-run contest, 1990 re-election bid, Democratic Sen. Bill Bradley narrowly lost there, as in the rest of Bergen County, as well as the rest of the district. Voters were equally hostile to Bill Clinton

North and West -- Ridgewood

in 1992. George Bush won 50 percent in the 5th district portion of Bergen.

The rest of the population lives in Warren County and in parts of Passaic and Sussex counties.

The mountains of Warren and adjacent Sussex counties are dotted with sparsely populated small towns. Phillipsburg, situated across the Delaware River from Easton, Pennsylvania, has a some industry and is Warren County's only town with as many as 11,000 residents.

The scenic backcountry of western Sussex attracts some tourists, especially around the Delaware Water Gap region. Much of the county remains rural, despite experiencing a 13 percent jump in population in the 1980s as affluent, young professionals stretched the New York metropolitan orbit even farther west.

The small towns and boroughs of Sussex are much like those in Warren, but even more Republican. In 1992, Rep. Roukema won 72 percent in Sussex County. Bush won here by more than 2-1.

The less-populous portion of upper Passaic County contributes four municipalities to the fifth. It is more Republican and less industrialized than its southern section, which is mostly in the 8th District. It includes West Milford Township, which, at about 27,000 in population, barely beats out Jackson Township (Bergen County) as the 5th's most populous.

1990 Population: 594,630. White: 550,124 (94%). Black: 7,500 (1%). Other: 30,570 (5%). Hispanic: 10,507 (2%). 18 and over: 462,587 (77%). 65 and over: 91,000 (15%). Median age: 30.



eral financing of about \$100 million. "We could make a real difference in the quality of life in this area," she said. "We could make a real difference in the quality of life in this area."

By her first year in office, Roukema had won an all-Bergen GOP Georgian Newt Gingrich.

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tragedy and a sense of being for my child," she said. "But also had to worry about losing a job and the roof over my head."

Roukema is often the Democrats' most vocal ally on the Housing subcommittee, where she is the ranking Republican and is considered a housing advocate. During consideration of the 1990 housing bill, she was the lone Republican to back an amendment prohibiting those buying homes through a new federal program from flipping a profit on a later sale.

At the same time, Roukema watches out for her largely affluent district. She opposed a housing bill provision that would have targeted more Community Development Block Grant money to anti-poverty programs, a move some thought would make those funds hard to use in affluent well-to-do communities. She has also

MORRIS COUNTY SLOP

Dean A. Gallo, R-N.J.

New Jersey 11

North — Morris County

The 11th covers all of Morris County and parts of four others, but it can be described best by one word: Republican.

By all standards, this is the most reliably Republican district in the state. In 1984, Ronald Reagan captured 71 percent of the vote, when its boundaries were similarly drawn. Four years later, his son, president, George Bush, racked up 68 percent.

It that is not enough evidence of the 11th's voting habits, witness the 1992 gubernatorial election results. Democrat James J. Florio, who won 61 percent statewide, posted an anemic 35 percent here, the worst showing of all the state's 18 congressional districts.

The Republican dominance continued in the 1992 campaign, despite tough times for north Jersey white-collar employees, who lost 32 percent, his best showing in the district. Rep. Gallo won by about 70 percent.

More than two-thirds of the vote comes from Morris County. The middle-class Parsippany-Troy Hills community is the largest in the district. It is occasionally receptive to Democratic candidates. After years of repulse, with population stabilized by the late 1980s.

Central and northern Morris County is mostly white and affluent, populated by well-educated white-collar professionals, doctors, lawyers and stockbrokers who live in upscale places such as Chatham, Kinnelon and Mendham. Harding is especially well off, even by Morris County standards.

Minorities make up a tiny portion of the 11th's population. Morris County has a declining black population. Hispanics

live in blue-collar Dover and Victory Gardens.

Toward the west, the county has lost some of its pastoral landscape to newer tract developments which are rapidly altering the character of the area.

Eastern Morris is home to a number of Fortune 500 companies that keep headquarters in local corporate office complexes.

During the 1980s, a number of corporate complexes sprouted up across the county, but the recession and white-collar downsizing have left the area with a glut of vacant office space.

After Morris County, Essex County is the most populous portion with about 60,000 residents. This handful of western municipalities is wealthier than the county as a whole. Livingston, hometown of former GOP Gov. Thomas H. Kean, is Republican but contains a large Jewish community that leans Democratic.

A grab bag of towns from Somerset and Sussex counties are also grafted onto the 11th, along with Bloomfield, the home town from Passaic County, Somerset adds Bernards township, Bardonia borough, Sparta and Bridgewater — which is shared with the 7th District. Hopewell and Sparta are the largest towns from Sussex County.

Their voting tendencies fit right in with Morris County Republicans. Gallo carried them all effectively in 1992.

1990 Population: 291,630. White 548,541 (92%)
Black 15,945 (4%). Other 20,544 (6%). Foreign born 24,507 (8%). 18 and over 458,052 (77%). 62 and over 75,760 (13%). Median age 37.

professional approval. He promoted a professional veto.

Despite such occasional dissenters, the leader's role suits Gallo's expertise and his interests. In a 1992 article, he discussed the recent ascendancy in Congress of state and local advocacy over problem solving. "Talking about problems gets more attention than solving them," he complained.

At home, Gallo is well connected in state GOP circles and popular among moderates and conservatives alike. In 1981, Gallo, then the state Assembly Republican leader, joined U.S. Rep. Jim Courter as a co-chairman of Thomas H. Kean's successful gubernatorial campaign. With Kean retiring in 1990, Gallo signed on as chairman of Courter's campaign for the GOP nomination.

In 1983, the U.S. Supreme Court struck down the Democratic drawn district map used for the 1982 elections; a new court-drawn plan gave the 11th a 60/40 line, placing veteran Democratic Rep. Joseph E. Minish at a disadvantage. Gallo was seen as Minish's greatest threat. A business-oriented moderate, he had been elected minority leader of the Assembly in 1981, and represented the eastern half of heavily Republican Morris County, added to the 11th by the redmap. Gallo, unopposed in the primary, got an early start against Minish.

In letters to GOP and independent voters, Gallo hammered at the incumbent, a former union official, calling him anti-business and criticizing his opposition to Ronald Reagan's tax and budget policies. An old-school personal campaigner, Minish reacted slowly but eventu-

CHRISTIE WHITMAN'S ECONOMIC PLAN KEY POINTS

- New Jersey is in economic crisis. The plan is designed to create jobs and get New Jersey's economy going again. Jim Florio's tax increases have cost New Jersey more than 280,000 jobs.
- A 10 percent cut each year for three years (30%) will be enacted for couples with taxable incomes up to \$80,000 a year and single people up to \$40,000, smaller cuts for those above \$80,000 and \$40,000, respectively.
- After three years:
 - A couple earning \$20,000 would save \$120
 - A couple earning \$50,000 would save \$345
 - A couple earning \$70,000 would save \$555
 - A single person earning \$35,000 would save \$233
- Currently, there is no state income tax liability if taxable income is below \$3,000. This threshold would be raised to \$7,500, relieving 350,000 taxpayers of any tax liability, giving them a 100 percent tax cut.
- In recognition that new job growth is coming from small, entrepreneurial firms that compete in the service sector that is heavily dependent on the use of computer and modems, telephones, fax machines and cellular lines, the sales tax on telephone calls would be repealed.
- To give businesses more capital to invest in job creation, the plan allows the corporate tax surcharge to expire, and does not renew it for the coming fiscal year.
- The plan also eliminates the heavy truck fuel tax which will make New Jersey more competitive in the northeast.
- An innovative job creation plan currently succeeding in Ohio gives employers who create new jobs a portion of the tax revenues the state receives from those new employees. Duplicating such a program will attract new jobs to New Jersey at no cost to the state treasury.
- The plan is funded with spending reductions in Trenton's near \$16 billion budget. Limiting budget growth to 3%, management reforms, and aggressive use of the Governor's impoundment authority which allows her to stop spending and to cut

waste, extravagance and abuse project cost savings of more than \$1.2 billion. Other cuts include:

- Reduction in state patronage and middle management employees earning over \$50,000, sale of the governor's helicopter and a 20 percent cut in the governor's staff.
 - Privatization of government operations wherever feasible.
 - Reforms such as multi-year budgeting and incentives to streamline operations.
-
- Spending cuts will total less than 5 cents of every dollar in the next year and one-half.

The Florio Attack on New Jersey Jobs

In 1990, Jim Florio pushed through the Democrat-controlled Assembly and Senate a \$2.8 billion dollar tax hike, the largest state level tax hike in American history up to that time.

Jim Florio spent all that money and more: state spending jumped from \$11.9 billion in fiscal year 1989 to \$15.46 billion in fiscal year in 1994.

Jim Florio also supported Bill Clinton's tax hike of 1993 that will increase taxes by \$250 billion over 5 years and will increase federal debt by \$1 trillion and increase annual spending by \$300 billion.

As a result of Florio's tax and spending hikes, New Jersey has been badly damaged. What has happened since 1989?

- New Jersey has lost 277,000 jobs.
- While the rest of America was creating jobs at 3 percent a year, New Jersey saw jobs decline by 7.5 percent a year each year since 1989.
- New Jersey has seen personal income grow by 3.4 percent on average since World War II but under Jim Florio real incomes have grown by only .3 percent a year.
- If New Jersey had done as well under Florio as in the previous 45 years, we would have had \$22 billion in higher income and there would be 450,000 more jobs in New Jersey than there are now. Florio's tax and spending policies have been expensive.

What is Christie Whitman's Economic Plan and Why Does Jim Florio Hate It?

Under the Whitman plan, New Jersey will see:

- * *Government Spending Reduced* The Whitman plan would cut spending by 5 percent or one nickel on the dollar in the first 18 months of the Whitman Administration. From then, spending increases would be limited to 3 percent a year.
- * *Taxes Cut* Under the Whitman's plan, the Income tax rates would be cut by 10 percent per year for 3 years for all New Jersey taxpayers earning less than \$60,000. Higher income earners would see tax rates fall 79 to 25 percent over a three year period.
- * *Income taxes on all individuals earning less than \$7500 would be eliminated, taking 350,000 people off the tax rolls, including 70,000 senior citizens.*
- * *The Motor Fuels Use Tax would be repealed making New Jersey more competitive in the northeast.*
- * *The Corporate Tax Surcharge would be ended, saving consumers at least \$40 million per year.*
- * *The Telephone Tax would be repealed over three years, savings consumers \$103 million in 1995, \$206 million in 1996 and \$312 million in 1997 and each year after.*
- * *A tax credit would be created for small businesses that create new jobs.*

Can Christie Whitman Cut Taxes and Spending?

Yes. The Whitman plan calls for cutting 5 percent of total state spending in the first 18 months. That means New Jersey government spending be reduced by only one nickel on the dollar. Not impossible for a pro-taxpayer Governor.

Yes. The Republicans in the state legislature cut \$1.1 billion from Jim Florio's fiscal year 1993 budget. His word didn't end. We should remember this when Florio and his supporters say we cannot cut \$1 billion or 5 percent of Florio's present, bloated budget.

Who Supports the Christie Whitman Plan to Cut Taxes and Spending?

Governor Tom Kean
The Wall Street Journal
The New York Post
Economist Larry Kudlow
State Senate President Don DiFrancesco
State Assembly Speaker Chuck Haytaian
David Bradford, Economics Professor,
Princeton University
Harvey Rosen, Chairman,
Economics Department,
Princeton University

The New York Times

NEW YORK, THURSDAY, OCTOBER 1, 1982

Whitman Plan to Cut Taxes: Experts Taking It Seriously

By STEVIA NAFAR

By most accounts, Christine Todd Whitman has committed a colossal political blunder when she proposed a \$1.2 billion cut in bonds and transfers owed by the financially strapped state of New Jersey. The state's editorial pages have begun to run on her plan and, according to polls, 70 percent of the state's citizens

Economic — including a majority of her
Analysis — fellow Republicans — simply
do not believe that she can deliver the
promise to cut

But there is more to Mrs. Whitman's plan than an outlandish notion — even though a Democratic opponent, Gov. Jim Florio, promptly labeled it a "head-on re-do," a reference to Ronald Reagan's supply-side economics. Mrs. Whitman is not promising something for nothing.

Unlike supply-side enthusiasts, who theorized that steep cuts in income tax rates would pay for themselves by spurring the economy, Mrs. Whitman says

A candidate says she will slash spending as she reduces taxes.

she intends to slash spending a dollar for every dollar of tax relief. She would follow the course of governors in other states who have struggled to lure back the fleeing tax

The true test of Mrs. Whitman's plan is precisely how she proposes to curb spending and finance the tax cut. And the task is even tougher than it appears. She says she is prepared to pare 4.5 percent from the current level of spending over the next 18 months, but, despite Governor Florio's doubling of the income tax, the next year's budget may already be 2 billion dollars in the red.

The challenge for her is to say more

concretely how she can get there," said David Kotler, president of the Public Affairs Research Institute of New Jersey.

But many economists and state budget experts say the plan compares well with Republican proposals. They say that in some circumstances, a tax cut of similar size may in fact curbed the growth of state government and pay for lower taxes and smaller government, or improve a state's economic performance, provided that cutbacks do not jeopardize the quality of education or the state's infrastructure.

Local Money Matters

"From what we hear of the plan, it looks like that," said Patricia A. Macdonald, Michigan's 1981 budget director. "I know how many parts of the program and the amount that needs to be saved, it looks like it's a lot of things we've achieved in Michigan."

"I don't know anyone believes you'd shake the foundations of government if you did this thing," said Harvey Rosen, the chairman of Princeton University's econ-

omics department and a specialist in public finance. "My attitude toward Whitman's spending reduction is the same as toward Gore's reduction of government. If the political will is there, it can be done." He noted that New Jersey now spends more per capita than most other states.

His colleague, David Bradford, who did a study of New Jersey's economy, said that a quarter century ago, New Jersey was "back home as it were where it was good to be buried." Interestingly, he said "there's been a record and nowhere more evidence than by Florida."

To be sure, Mr. Whitman is a political appointee in a Republican administration.

Professor Rosen heads the tax analysis office in the Reagan Treasury, and Professor Bradford was a member of President George Bush's Council of Economic Advisors. Both support Mrs. Whitman's tax plan.

But regarding a possible single economic lead, Rosen said it makes no sense

Continued on P. 2

Whitman Tax Cut Expert Taking It Seriously

Continued From Page B2

in various factories due to the fact that they would not be able to do as they did in Washington 1945.

A 20 percent cut in income tax paid over the years may be, as Mrs. Whitman described it, "Kamikaze" and all. But the Whitman plan does not rely on any revenue assumptions. "I built in no surplus revenue flows, no tax credit in income or revenue growth," said Lawrence Kaddish, who devised the Whitman proposal. Mr. Kaddish chief economist for Bear Stearns, and is talking with David Stockman, Mr. Reagan's first budget director.

Believes It's Good

In Washington, of course, the Federal tax cuts were sold down Uncle Sam's spending, as Mr. Stockman and other proponents predicted they would. But Steven Gold, director of the Center for the Study of the State in Albany pointed out that as general as Mrs. Whitman could not run a deficit even if she wanted to, New Jersey's Constitution forbids it.

New York's experience may be relevant. A budget officer in New York credits Gov. Mario M. Cuomo's \$2 billion tax cut in the late 1980's for enabling the growth of government even though the New York board of tax revision was cancelled when the recession hit. "The changes in the tax law and threat of future changes" seemed as a brake on spending, he said.

And so the President Clinton administration of New Jersey is not only a friend to state and local government but also to household spending.

That is a reputation Mr. Clinton has earned. President Clinton's

was served at the White House. He is the only person to have been named "Man of the Year" by R. Kohn. The name of the award has been changed to "Man of the Year." The award is given to the person who has made the most significant contribution to the nation's economy.

By David Kaddish

In that light, New Jersey voters have to judge whether Mrs. Whitman has the political will and the political skills to put through substantial cuts in state government, or whether, to the contrary, the benefits of keeping taxes and government about the same are as when Governor Florio took office or weigh the costs.

As for other benefits, Mrs. Whitman argues that cutting taxes on

Is a candidate's plan to reduce taxes a 'wooden re-do' or 'doable'?

personal incomes and businesses is the cure for the state's lagging job growth and its exodus of manufacturers. While experts say her idea might cut the tax cuts would create 450,000 new jobs is absurd — that figure is more the number of unemployed people in the state — several state lawmakers could support the economic benefits.

Mr. Gold is skeptical of Mrs. Whitman's proposal because she has not yet shown the political will to pay the price of a similar tax cut program in the state's history. That state's history is a record of economic

growth that is not equal to the growth of the state.

Believes it's good to see that Mrs. Whitman's plan is not only a plan to reduce taxes but also a plan to reduce the state's budget deficit. The plan was enacted when the economy was expanding. The state's budget deficit was during a hard recession. The state, which had run chronic deficits for a dozen years, balanced its budget partly with cuts and partly by dipping into a rainy-day fund.

"We did benefit, and the benefit was also perceived by those who lived in the state who supported it," said William Nellist, then Delaware's secretary of Finance. "The whole business climate in Delaware seemed to be a lot better. And we were weathered the recession better than surrounding states," he said.

Of course it is hard to say whether something that is a "wooden re-do" would work in another state. A lot of changes in the state's budget suggest that their effect is small. The few statistical studies of how changes in state income tax rates affect the state's economy have found that the effect is small. Growth, though it is much greater in some states.

It's easier to move from New Jersey to New York, than it is to move from New Jersey to the rest of the country," said Professor Rosen. "Therefore, it makes it a little bit more difficult to move from New Jersey to the rest of the country."

Cuts in business taxes — including a corporate tax cut, a franchise tax cut, and a telephone tax cut — are the main part of the Whitman proposal, although they are the least popular. The plan also includes a cut in the state's income tax. The plan also includes a cut in the state's income tax. The plan also includes a cut in the state's income tax.

the state's income tax. The plan also includes a cut in the state's income tax. The plan also includes a cut in the state's income tax. The plan also includes a cut in the state's income tax. The plan also includes a cut in the state's income tax.

Comparable State

According to Mr. Woodcock, the budget director, Michigan's budget was cut by a comparable amount. The state's general business, double the state's income tax and proposed a 10 percent increase in the state's income tax. The state's income tax did not, however, increase as much as the state's income tax.

In Massachusetts, Gov. William W. Weld refused to raise taxes to balance the budget. He spent \$1.5 billion. We didn't have the state to give tax relief other than to give the state tax as a gift and not the state's income tax.

Mr. Woodcock said that the state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing.

At least one state has found that neither tax cuts help or hurt an economy. The state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing. The state's income tax was a good thing.

"One of the things that attracts employees to New Jersey is a well-educated work force and good infrastructure," said Alan Bruckner, a labor economist at Princeton. "It would be a disaster if the state was going to affect those."

October 20, 1993
Whit

WESTERN LANDS

- c The so-called "Grazing Fee" issue is not really about the amount of money the federal government will charge ranchers to graze livestock on federal lands -- Westerners have agreed a reasonable increase is in order.
- c Like the now almost forgotten Carter Administration, when Democrats assume power over the Executive Branch, the public lands agencies begin to treat those who depend on public lands for their livelihood -- the ranchers, loggers, miners and other "multiple use" groups -- as antagonists, not as the partners they really are.
- c These are not insignificant matters. Drinking water for western communities, the economic viability of generations-old family ranches, thousands of logging and mining jobs hang in the balance. Really, it's the future of the West that is at stake -- are we going to allow the continuation of a free and independent minded West, or are we going to lock the West out of public lands and watch the private land be sold off in five acre ranchettes?
- c We must remember, public lands belong to all Americans, not just those rich enough, young enough, agile enough to spend two weeks backpacking into our nature treasures.
- c Those who live in and among the public lands do so freely. Surely they are the ones we should look to protect our resources, since they have shown their love of the land by living there.

MEMORANDUM FOR SENATOR DOLE

FROM: MIKE GLASSNER
SUBJ: WEATHER
DATE: OCTOBER 28, 1993

THURSDAY, OCTOBER 28, 1993

KANSAS CITY, MISSOURI: CLOUDY, WINDY AND COLDER, HIGH DURING THE DAYTIME HOURS IN THE 60'S, TURNING COLDER IN THE AFTERNOON AS WINDS SHIFT FROM THE NORTHWEST. A CHILLY NIGHT IS FORECAST WITH LOWS IN THE 30'S AND A CHANCE OF SNOW FLURRIES OVERNIGHT.

FRIDAY, OCTOBER 29, 1993

KANSAS CITY, MISSOURI: MOSTLY CLOUDY, WINDY, AND COLD. NORTHWESTERLY WINDS AT 15-30 MPH, HUMIDITY 97% AT DAWN TO 45% BY EVENING. HIGH TEMPERATURE 39, WITH CHANCES OF SNOW FLURRIES DURING THE DAY.

SATURDAY, OCTOBER 30, 1993

GARDEN CITY, KANSAS: CLOUDY AND DRY THROUGH THE PERIOD, NORTHWEST WINDS AT 15-20 MILES PER HOUR, WITH HIGH TEMPERATURES ONLY IN THE 30'S.

PAGE EIGHTSaturday, October 30

3:40 PM

Lv. Garden City

AIRCRAFT: ADM Falcon 50

TAIL NO.: N 244 AD

PILOT: Randy Flauger

CO-PILOT: Roger Koster

MANIFEST: Senator Dole
Mike Glassner

FLIGHT TIME: 1 hr 20 mins

TIME CHANGE: -1 hour

4:00 PM

Ar. Rapid City, South Dakota
Westjet Air Center
605/393-2500MET BY: Senator Larry Pressler
Governor and Mrs. Walter Dale Miller (Pat)
Former Senator Jim Abdnor
Lt. Gov. Steve Kirby and Suzie
Don Peterson
South Dakota GOP Chairman
Georgia Hanson, State GOP Exec. Dir.
Brian Hagg, Pennington Co. GOP Chairman
Sylvia Pina, SD YR Chair
Lance Russell, Pennington Co. GOP E.D.

4:10 PM

Lv. Westjet Air Center

DRIVE TIME: 20 minutes

CAR 1: Senator Dole (front seat)
Don Peterson (driver)
Senator Abdnor
Mike GlassnerDon Peterson: 605/224-7347 (GOP)
605/665-7801 (Ofc.)
Cellular Phone:
Dial Access Code
605/381-7626 then 661-0405CAR 2: Georgia Hanson (driver)
Governor Miller
Mrs. Pat Miller
Herb Jones, Governor's staff

PAGE NINESaturday, October 30

CAR 3: Brian Hagg (driver)
Sylvia Pina
Senator Pressler

CAR 4: Lance Russell (driver)
Lt. Governor Kirby
Mrs. Suzie Kirby

4:30 PM Ar. residence of former Senator Jim Abdnor
605/343-6387

4:30 PM- ATTEND FUNDRAISING RECEPTION FOR
5:20 PM PENNINGTON COUNTY REPUBLICAN COMMITTEE
(Event runs to 5:30)

CROWD SIZE: 150

FORMAT: Mix and Mingle/REMARKS

PRESS: CLOSED

PROGRAM:

5:00 Intro VIP's - Emcee Rich Hinseth
Remarks - Brian Hagg
Intro Senator Dole - Jim Abdnor
REMARKS - SENATOR DOLE

5:20 PM Lv. Abdnor residence

DRIVE TIME: 20 mins

MOTORCADE:
(Same as arrival)

5:40 PM Ar. Rushmore Plaza Civic Center
605/394-4119

PROCEED TO HOLDING ROOM
(Don Peterson and Brian Hagg will escort
Senator Dole and introduce him to guests)

5:40 PM- BRIEF MEETING WITH S.D. TIMBER INDUSTRY LEADERS
5:45 PM AND SENATOR PRESSLER

CONTACT: Doug Miller
202/224-164

PAGE TENSaturday, October 30

5:45 PM-
7:00 PM

ATTEND/SPEAK - FUNDRAISING RECEPTION FOR
SOUTH DAKOTA REPUBLICAN PARTY
(Event runs to 7:30)

CONTACT: Georgia Hanson
605/224-7347
605/224-7349 (FAX)
605/348-4000 (Holiday Inn - Fri/Sat)

CROWD SIZE: 500-800

PRESS: OPEN

TABLE SEATING:

TABLE 1: Senator Dole
Senator Abdnor
Senator Pressler
Don Peterson
Governor Miller
Mrs. Miller
Brian Hagg
Sylvia Pina

TABLE 2: Lt. Governor Kirby
Mrs. Kirby
Georgia Hanson
Phil Hanson
Lance Russell
Starla Smith
Ed McLaughlin
Doris Marie Strom

TABLE 3: Rich Hinseth
Carol Abourezk Hinseth
Linda Henry
Tony Feather
Darrell Sawyer
Mrs. Karla Sawyer
Fred Whiting
Mrs. Terry Whiting
or Homer Harding
Laska Schoenfelder

PAGE ELEVENSaturday, October 30

PROGRAM:

5:45 PM- Mix and Mingle

6:15 PM

6:15 PM Program begins:
Intro Ed McLaughlin, Mayor of
Rapid City - MC Rich Hinseth6:20 Welcome and intro Pennington County
GOP Chair Brian Hagg - Mayor McLaughlin6:25 Intro Pennington Co. Central Committee
and State Chairman Don Peterson -
Brian Hagg6:30 Intro State Legislators and other VIP's,
then Governor Miller - Don Peterson

6:35 Remarks - Governor Miller

6:40 Intro Senator Pressler - Don Peterson

Remarks - Senator Pressler

6:45 Intro Senator Abdnor - Don Peterson

Intro Senator Dole - Senator Abdnor

6:50 REMARKS - SENATOR DOLE
(20 minutes)7:10 Senator Dole concludes remarks, and
Dole party leaves Civic Center

7:15 PM

Lv. Civic Center

DRIVE TIME: 10-15 mins

CAR 1: Senator Dole
Senator Pressler
Mike Glassner
Don Peterson (driver)

Other cars will be available, if needed

7:25 PM

Ar. Westjet Air Center
605/383-2500

PAGE TWELVESaturday, October 30

7:30 PM

Lv. Rapid City

AIRCRAFT: ADM Falcon 50

TAIL NO.: N 244 AD

MANIFEST: Senator Dole
Senator Pressler
Mike Glassner

FLIGHT TIME: 3 hours

TIME CHANGE: +2 hours

Sunday, October 31

12:30 AM

Ar. Newark, New Jersey

MET BY: (Whitman for Governor staff)

RON: Marriott Hotel
201/623-0006

NOTE: DAYLIGHT SAVINGS TIME ENDS AT 2:00 AM SUNDAY. DON'T FORGET
TO TURN YOUR CLOCK BACK ONE HOUR ON RETIRING SATURDAY NIGHT.

Sunday, October 31 - NOTE THAT THIS IS HALLOWEENSPECIFIC DETAILS ON NEW JERSEY SCHEDULE TO BE PROVIDED LATER

11:00 AM

Lv. Marriott Hotel with Christine Todd Whitman

DRIVE TIME: 30 minutes

BUS PASSENGERS:

Senator Dole

Christine Todd Whitman

Lyn Nofziger

Kate Beach (candidate's sister)

Nancy Risque-Rohrbacher

Dan Todd (candidate's brother)

Chuck Haytaian

Keith Nahigian

Mike Glassner

CONTACT FOR ALL WHITMAN EVENTS:

Keith Nahigian or Jamie Moore (Rollins' asst.)

908/385-0751 (cellular phone)

Laura Eisenberg

908/815-1993 (headquarters)

PAGE THIRTEENSunday, October 31

11:30 AM Ar. Meadowlands
East Rutherford, New Jersey

11:30 AM- ATTEND GIANTS VS. JETS FOOTBALL GAME
1:15 PM

TENTATIVE ONLY - Mrs. Whitman may decide to go
to church instead

CROWD SIZE: 1,000

FORMAT: Mix and Mingle with pre-game crowd
in stadium parking lot

PRESS: OPEN (POSSIBLE PRESS AVAILABILITY)

1:15 PM Lv. Meadowlands

DRIVE TIME: 25 minutes

1:40 PM Ar. Montclair, New Jersey
Republican Headquarters

1:45 PM- MEET AND GREET WITH VOLUNTEERS
2:00 PM

CROWD SIZE: 100

PRESS: OPEN

2:00 PM Lv. Montclair

DRIVE TIME: 15 minutes

2:15 PM Ar. Nutley
Branch Brook Manor

2:15 PM- ATTEND/SPEAK - SENIOR CITIZENS RALLY
3:00 PM

CROWD SIZE: 250 ethnic/blue-collar seniors
who will be bused in for meal

PRESS: OPEN

FORMAT: BRIEF REMARKS

PAGE FOURTEENSunday, October 31

2:45 PM Lv. Nutley
DRIVE TIME: 25 minutes
(THERE WILL BE SOME DOWN TIME)

3:30 PM Ar. Bergen County
Tice's Farm

3:30 PM- MIX AND MINGLE with Bergen County residents
4:15 PM shopping at this farmers' market
CROWD SIZE: 400
PRESS; OPEN

4:15 PM Lv. Bergen County
DRIVE TIME: 30 minutes
(THERE WILL BE SOME DOWN TIME)

5:15 PM Ar. Morris County
Mountain Lakes High School
PROCEED TO GYMNASIUM

5:15 PM- ATTEND/SPEAK - MORRIS COUNTY RALLY
6:00 PM (In progress from 5:00 PM)
CROWD SIZE: 500
PRESS: OPEN
FORMAT: BRIEF REMARKS

6:00 PM Lv. Mountain Lakes High School
(Christine Todd Whitman departs en route Oldwick)
DRIVE TIME: 35 minutes

6:35 PM Ar. Newark Airport

6:40 PM Lv. Newark
AIRCRAFT: To be determined
FLIGHT TIME: 1 hour (estimated)

7:40 PM Ar. Washington National Airport

HOTLINE 8/6/93

BUDGET PASSES THE HOUSE: BUT JUST BARELY

Pres. Clinton's budget bill passed the House 218-216. The first House vote, on 5/27, was 219-213. The first Senate vote, with VP Gore breaking a 49-49 tie, occurred at 3:00a on 6/25. Clinton, in the Rose Garden after the vote: "The margin was close but the mandate was clear. I will continue to fight for this legislative package with everything I have" (mult., 8/6). CNN's Blitzer, who was on the WH lawn when the voting ended: "I heard a very audible roar" (8/5). House Ways & Means Chair Dan Rostenkowski after hugging OMB Dir. Leon Panetta upon the victory: "It's not my victory. It's a young president's who's got some guts. He's had a hard time getting elected. He's had a tough time getting his program started. But he is what this country needs more than anything else" (BOSTON GLOBE, 8/6).

SOUTH DAKOTA: Rep. Tim Johnson (D-SD), who switched from no to yes, on the GOP: "There are crocodile tears being shed over the middle class and small business, but they are really trying to protect the wealthy" (KNIGHT-RIDDER, 8/6).

HOTLINE 7/27/93

SOUTH DAKOTA: MILLER WILL RUN FOR A FULL TERM

Gov. Walter Dale Miller (R), who succeeded Gov. George Mickelson (R) after he was killed in a plane crash 4/19, decided 7/23 he would run in '94 because "he has been warmly received by the people." Miller: "If I decide to do what I want to do, if I think what I'm doing is right, I will be very active and very energized to do that." Ex-Gov. Bill Janklow (R) has also said that he would run (Gale, AP/Sioux Falls ARGUS LEADER, 7/24).

Miller easy winner in governor's poll

By DAVID KRANZ
Argus Leader Staff

FSD
9-10-93

South Dakota voters are pleased with Gov. Walter D. Miller's performance and would elect him to that office if the voting took place today.

An Argus Leader poll shows Miller would easily defeat former Gov. Bill Janklow, winning 45 percent of the vote to 32 percent in a Republican primary.

Miller would also easily defeat the top Democratic Party choice, former Sen. Jim Abourezk, 55 percent to 23 percent, in a statewide election.

The governor would also defeat two other Democrats, State Sen. Lars Herseth and Public Utilities Commissioner Jim Burg, by similarly wide margins in statewide match-ups.

The poll also matched Janklow in statewide races with Abourezk, Herseth and Burg. The former Republican governor defeated all of them by margins slightly less than Miller's.

South Dakotans will elect a governor in November 1994, while Republicans and Democrats will

will choose their candidates in a June 1994 primary.

The Political/Media Research South Dakota Poll was conducted from last Friday through Monday with 807 registered voters interviewed by telephone.

The sampling included 398 men, or 49 percent of those questioned, and 409 women, or 51 percent. There were 387 Republicans, or 48 percent; 340 Democrats, 42 percent; and 80 independents, 10 percent.

The margin of error is plus or minus 3.5 percent.

Miller enjoys wide acceptance of his job as governor with voters, scoring a 62 percent excellent or good rating.

He scores higher with voters than his predecessor, the late Gov. George Mickelson.

During 1992-93 polling Mickelson had a favorable rating of 56 percent in February 1992, 60 percent in September 1992 and 51 percent in March 1993, a month before he died in a plane crash.

In a survey of Democrats only, 33

Poll/See 3A

South Dakota

Poll Argus Leader

Governor's race

How the governor's race is shaping up in South Dakota.

Name recognition *	Recognize favorable	Recognize unfavorable	Recognize neutral	Don't recognize
Walter D. Miller	59%	3%	38%	---
Bill Janklow	48%	12%	34%	6%

If the election was today.

Who would get your vote as the Republican nominee? *

	State	Men	Women
Walter D. Miller	45%	48%	42%
Bill Janklow	32%	31%	33%
Undecided	23%	21%	25%

* Asked of 387 registered Republicans.

Would you elect Walter D. Miller to a full term, consider another candidate or vote to replace him? **

	Elect	Consider	Replace	Not sure
State	40%	40%	15%	5%

** Question open to all political parties.

Job performance

	Excellent	Good	Fair	Poor	Undecided
State	4%	58%	25%	4%	9%

How do you rate Walter D. Miller's performance as Governor? **

September poll asked of 807 registered voters statewide. Margin for error: plus or minus 3.5 percentage points. This means there is a 95% probability that the "true" figure would fall within that range if the entire population were sampled.

Source: Political/Media Research Inc.

Bill Halase / Argus Leader

PAGE 3A:

Gov. Walter D. Miller has edge in other election questions.

Subscribe to the Argus Leader by calling 331-2222 or 1-800-952-0127



Gov. Walter D. Miller enjoys a favorable rating and a big lead in the race for re-election in November of 1994.



Former South Dakota Sen. James Abourezk still has name recognition in the state and is the favorite among Democratic voters.

Poll: Miller has favorable rating among all voters

Continued from 1A

percent of the voters were undecided. Of those who had a preference, Abourezk led the field with 21 percent; Henseth, 14 percent; Burg, 11 percent; state Rep. Ron Volesky, 7 percent; Dakota Wesleyan University President Jim Reddow, 5 percent; Lolla Hunking, member of the Sioux Falls School Board, 5 percent; former state Sen. Carrol "Red" Allen, 2 percent.

When paired with all potential candidates of both parties, Miller received a favorable rating from 56 percent of those interviewed among Republicans, Democrats and Independents.

Janklow followed with a 37 percent, followed by Democrats Abourezk, 37 percent; Burg, 24 percent; Henseth, 23 percent; Volesky, 18 percent; Hunking, 15 percent; Reddow, 15 percent; Ross Reinhart, an independent candidate, 12 percent; and Carrol "Red" Allen, 8 percent.

A major difference between Janklow and Miller in responses from all questioned was the unfavorable ratings.

Miller had a 5 percent negative rating, while Janklow carried a 25 percent unfavorable rating.

Janklow's unfavorable within his own party was 12 percent; Miller, 5 percent.

Miller said the results reflect his success in gaining public support for the job he has done in the

aftermath of Mickelson's death.

"It sort of verifies the feeling I have been sensing as I have been circulating with the people. There has been a lot of good will expressed."

The governor removes all doubt about his candidacy.

"I am 100 percent sure I am running. I haven't doubted that for a second. It's just that I haven't made plans for a formal announcement. That stuff is all new to me."

While Miller said he makes no effort to predict how Janklow will react to the poll, he has some hopes.

"I would love to have his support and his respect for my sudden thrust into this position. I would hope that he would feel the same about my performance as some the people of South Dakota feel. I don't know if this will change his mind, though. I have been around him for a long time. Sometimes he never changes his mind on something and other times he does so when no one expects him to."

Miller is concerned about his race with the former governor, saying it could jeopardize Republican chances to hold the office.

"I had hoped I would have his support and his respect for the position I hold now as a Republican governor. The record shows that this kind of primary could be divisive."

Janklow would not comment

about the results.

"I don't talk politics this year. People don't want to hear about it now. Wait until next year. Then I will go out and have a message as to why I want to lead South Dakota."

Abourezk has been out of public office since leaving the U.S. Senate in January 1979 where he served one term. He has been active in the discussion of issues dealing with the Middle East and now practices law in Rapid City.

Democratic support for his candidacy 14 years later doesn't surprise him.

"I think mostly this is a reflection on my name recognition. I am probably better known than the others."

Abourezk said the polling numbers do not influence his timetable for making a decision but said it does have an impact on his plans.

"It does put more pressure on me than I want. I want to do this on my own time," he said.

Miller's popularity does not surprise him.

"Not at all. He hasn't made any mistakes and has been pretty low key. He has gotten a lot of press, nothing really bad," he said.

Beddow, who received the support of Ted Muenster when he announced in late August that he was not running, said the poll numbers do not surprise him.

"This is why we have campaigns and primaries," he said.

Beddow knows his name recog-

nition needs work, but pleased with his low negative rating. Statewide responses him the lowest of all candidates at 1 percent. He will likely announce his gubernatorial bid in October.

Forty percent of the voters said they thought Miller deserved re-election. Another said they thought they considered another candidate 15 percent want him placed.

Of the 40 percent who want to be elected, 47 percent are from West River, 37 percent from River.

Before becoming lieutenant governor in 1987, Miller was New Underwood rancher-businessman.

While Janklow had substantial visibility during his governorship from 1979-87, 7 percent of statewide respondents now they do not know who he is.

One percent say they do know Miller.

Alan Clem, political science professor at the University of South Dakota, said it too early to determine much significance from such polling.

"Gov. Miller is still probably getting sympathy support. There has been nothing controversial going on to get people mad at him."

"You also have to consider Janklow never has done well Republican primaries."

Clem said the poll indicates Democratic race is up for grabs.

SIOUX FALLS, S.D.

Friday, Sept. 10, 1993

South Dakota
FOLL
Argus Leader

Statewide name recognition

Do you have a favorable, unfavorable or neutral opinion of the possible candidates?

	Recognize Favorable	Recognize Unfavorable	Recognize Neutral	Don't recognize
Walter D. Miller	50%	5%	44%	1%
Bill Janklow	37%	25%	31%	7%
Jim Abourezk	31%	8%	38%	23%
Jim Burg	23%	6%	31%	40%
Lars Herseth	22%	9%	35%	34%
Ron Volesky	19%	4%	27%	50%
Lola Hunking	15%	10%	25%	50%
Jim Beggow	15%	1%	24%	60%
Ross Reinhart	12%	4%	26%	58%
Carrol "Red" Allen	8%	4%	23%	65%

Sequelence poll asked of 807 registered voters statewide. Margin for error plus or minus 3.5 percentage points. This means there is a 95% probability that the "true" figure would fall within that range if the entire population were sampled.

Source: Political/Media Research Inc. Bill Haines / Argus Leader



Former Gov. Bill Janklow carries a 25 percent unfavorable rating by those surveyed in the Political/Media Research South Dakota Poll.

South Dakota
FOLL
Argus Leader

Head to head matchups

How would the possible candidates do against Walter D. Miller or Bill Janklow if the election was today?

Walter D. Miller vs.			
	Challenger	Miller	Undecided
Jim Abourezk	28%	65%	22%
Jim Burg	24%	60%	26%
Lars Herseth	23%	51%	25%

Bill Janklow vs.			
	Challenger	Janklow	Undecided
Jim Abourezk	25%	49%	26%
Jim Burg	24%	48%	27%
Lars Herseth	24%	45%	31%

Sequelence poll asked of 807 registered voters statewide. Margin for error plus or minus 3.5 percentage points. This means there is a 95% probability that the "true" figure would fall within that range if the entire population were sampled.

Source: Political/Media Research Inc. Bill Haines / Argus Leader

Miller will 'ride fence' on government

The governor pledged to cut red tape, reduce rules and improve services, all without raising taxes or adding more government employees.

By KENDRA ROSECRANS
American News Writer
10/21/93 AAN

Gov. Walter D. Miller announced a seven-point plan Wednesday that he said will make state government deliver better services — and deliver them more efficiently — to South

Dakotans.

Alluding to his ranching background, Miller described the initiative as a way for government employees to "ride fence" on the way they do business.

"Almost every day (a) rancher will ride fence to make sure his business is operating as it should," Miller said. "Now we must do the same thing with state government. We need to check, every day, everything we do to make sure we do it in the most efficient and most effective way."

Lt. Gov. Steve Kirby will lead a bipartisan commission to solicit public input and then recommend ways to improve the way state

government does business, Miller said.

The governor pledged to cut red tape, reduce rules and improve services, all without raising taxes or adding more government employees. He urged government to contract with the private sector and ordered his cabinet members and state agencies to submit reports to him by June 1, 1994.

Miller wouldn't specify if or how many state employees would be cut under the plan, or if the state would save money.

"I haven't predicted any savings," he said. "We'll take all we can get."

Miller said the effort, which he dubbed the "Initiative for Quality Government," differs

from President Clinton's plan to "reinvent" the federal government.

"We're not reinventing South Dakota state government — it doesn't need to be reinvented," he said. "South Dakota state government is not broken. But you know and I know that in our everyday business, we can't wait until something is broken before we try to improve it."

State Democratic Party leaders said they'd cooperate with the governor but said his plan was more a "tweaking of state government" than a major initiative, as it was billed.

"He needs our help to do it, and we're

(See PLAN, Page 10A)

10A Thurs., Oct. 21, 1993 Aberdeen American News

Plan: Democrats give support

(Continued from Page 1A)
willing to give it to him," Senate Majority Leader Roger McKellips said in a television interview following the speech.

His comments were echoed by Aberdeen Sen. Jim Lawler, who was one of three people attending the speech at the interactive Rural Development Telecommunications Network studio at Northern State University. The governor's speech and press conference were transmitted via RDTN and connected to nine interactive sites in the state. South Dakota public TV and radio also broadcast the events.

"I think it's a good idea to im-

prove efficiency in government," said Lawler, a Democrat.

Democratic Sen. Lars Herseth watched the speech and press conference at his ranch in Houghton. He said he applauds the initiative but thinks the governor — conscious of the upcoming election — avoided some tough decisions.

"Where's the major initiative? That's my question," Herseth said. "You have to cut revenues to state government to get efficiency and you have to address the ever-increasing number of employees in state government. These are the real cost-drivers."

Governor launches effort to improve government

PIERRE (AP) — Gov. Walter Dale Miller on Wednesday launched a seven-point effort aimed at improving the quality and efficiency of state government.

A commission headed by Lt. Gov. Steve Kirby will seek public comment and then recommend ways to improve the way state government does business, Miller said.

The governor also said he wanted to reduce the number and complexity of state government rules, eliminate unneeded boards and commissions, improve contracting procedures and cut travel by state employees.

Miller also said he would propose a budget that contained no new taxes, limited the number of state employees and encouraged the use of private services. The budget will include a proposed system to measure state government performance, he said.

The governor said his effort, which he dubbed the Initiative for Quality Government, differed from Vice President Al Gore's program to reinvent the

federal government.

"I want to make it very clear that we're not reinventing state government. It doesn't need to be reinvented. ... South Dakota government is not broken," Miller said.

"In our everyday business, we can't wait until something is broken before we try to improve it," the governor said. "In the same way, we need to make South Dakota government work even better."

The Commission on Quality Government will include members of both political parties and people from government and private business, Miller said. The commission members will be appointed in the next few weeks, he said.

The governor said he had not estimated how much the efficiency effort might save.

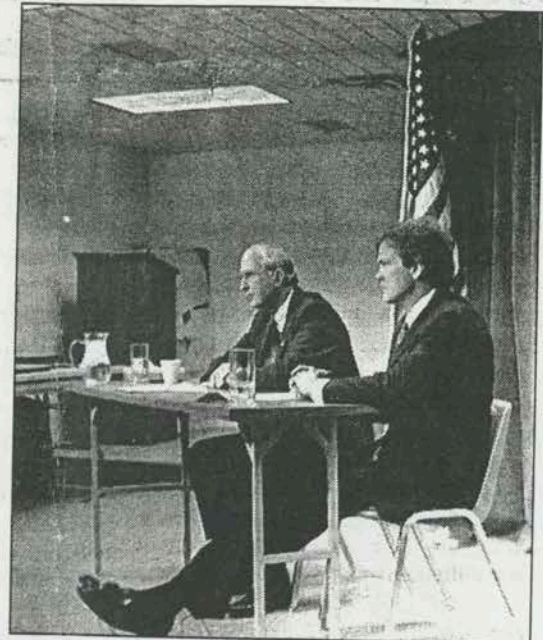
"There isn't any doubt there will be a savings," he said. "We'll take all we can get."

Another component of Miller's plan will expand training programs to emphasize customer service.

"I am very proud of the state government work force," the governor said. "I want to make sure every state employee understands that you, the taxpayer, is the customer."

**McKellips
says Miller
needs to
deliver**

— Page D2



AP Photo

Lt. Gov. Steve Kirby, right, listens Wednesday as South Dakota Gov. Walter Dale Miller announces his plan to improve state government efficiency. Kirby will head the commission that will study the issue.

Page 4, Wednesday, October 20, 1993

Yankton, SD P + D

'Out' party can't expect to equal access of power

South Dakota Democrats had best watch what they are complaining about, since it's wise for people in glass houses to beware of throwing stones.

Their latest criticism of the state's legislative Republicans and Gov. Walter Miller is that Democrats weren't invited to pre-legislative party caucus budget meetings. Gov. Miller partly addressed that in Yankton recently by noting that state Democrats never invited him to their caucuses on budgets or anything else.

What he should have added is that the Democrats in the U.S. Congress do the same to Republicans. They have the votes in both houses and the White House, and so highball change in the entire nation with no "bipartisan input."

Republicans complain, even though some strategists believe that it may be a silver lining in a cloud of power politics: They easily can show voters that the Democrats jam through laws that cost the nation dearly: "We didn't have anything to do with it, so elect us," they can say.

It's an interesting commentary on politics that state Democrats who hold sway in the state senate make the same complaints against Republicans as the G.O.P. makes in Washington about Democrats. Yet these state Democrats defend Clinton and U.S. Democrat house and senate leaders against the same changes from Republicans.

Not very consistent, is it?

HOTLINE 9/27/93

SOUTH DAKOTA: BEDDOW IS IN; HUNKING IS OUT

Dakota Wesleyan Univ. Pres. Jim Beddow (D) announced he will take a leave of absence from his job starting 1/94 "in preparation for a bid" for the Dem nomination. Beddow, who has been president of DWU for 12 years, said he would formally announce his candidacy "at the end of the month" (Kranz, Sioux Falls ARGUS LEADER, 9/24) Meanwhile, Sioux Falls school board member Loila Hunking (D) "remov[ed] her name from consideration" as a Dem candidate (ARGUS LEADER, 9/24). '90 Sen. nominee Ted Muenster (D) took himself out of the race 8/30. Announced Dem: Ex-state Sen. C. "Red" Allen. Other possible Dems: Ex-Sen. Jim Abourezk, Asst. Sen. Maj. Ldr Lars Herseth, state Rep. Ron Valesky and Public Utilities Commis. Jim Burg (Kranz, ARGUS LEADER, 9/24). Possible GOPers: Ex-Gov. Bill Janklow, AG Mike Barnett, Businessman Dave Billion, Ex-state Rep. Jack Rentschler, state Rep. Janice Nicolay, Speaker Steve Cutler, ex-state Sens. Scott Heidepriem, Jim Hood and Dean Krogman.

HOTLINE 9/13/93

SOUTH DAKOTA: MILLER LEADS PRIMARY MATCH WITH JANKLOW

Political/Media Research surveyed 807 registered voters from 9/3-6; margin of error +/- 3.5%. Subsamples: 387 GOP RVs, 340 Dem RVs; +/- 5% (PMR release, 9/9). Tested: Gov. Walter Dale Miller (R), ex-Gov. Bill Janklow (R), ex-Sen. Jim Abourezk (D), Public Utilities Commis. Jim Burg (D), state Sen. Lars Herseth (D), Dakota Wesleyan Univ. pres. Jim Beddow (D), Ron Volesky (D), Loila Hunking (D), Carroll "Red" Allen (D). Miller assumed the office 4/93 upon the death of Gov. George Mickelson (R).

MILLER JOB PERF.		ELECT MILLER TO FULL TERM?	
Exc/good	62%	Elect	40%
Only fair	25	Consider another	40
Poor	4	Replace	15

GOP PRIMARY			DEM PRIMARY		
	FAV/UNFAV	ID		FAV/UNFAV	ID
Miller	45% 59%/ 3%	100%	Abourezk	22% 33%/ 5%	81%
Janklow	32 48 / 12	94	Herseth	14 25 / 8	71
Undec.	23		Burg	11 25 / 5	61
			Volesky	7 17 / 5	48
			Beddow	6 16 / 0	48
			Hunking	5 14 / 6	54
			Allen	2 7 / 3	41
			Undec.	33	

GENERAL ELECTION MATCH-UPS

Miller	55%	Miller	51%	Miller	50%
Abourezk	23	Herseth	23	Burg	24
Janklow	49%	Janklow	45%	Janklow	49%
Abourezk	25	Herseth	24	Burg	24

MILLER'S REACTION: "I am 100 percent sure I am running." Miller, asked what he thought Janklow's reaction to the poll would be: "I would love to have his support and his respect for my sudden thrust into this position. I would hope that he would feel the same about my performance as some of the people of [SD] feel. I don't know if this will change his mind, though." Abourezk: "It does put more pressure on me than I want. I want to do this on my own time" (Sioux Falls ARGUS LEADER, 9/10).

OCT-28-93 THU 9:39

P. 21



South Dakota Republican Party

FAX: 202-408-5117

TO: Suzanne Hellmann
Campaign America

FROM: Lorlee Steever
SD Republican Party

SUBJECT: VIP's

DATE: October 28, 1993

As per your request, the following is a listing of the dignitaries that will be at Senator Abdnor's and the Civic Center. I have provided a brief background on each individual for Senator Dole's information.

If I can be any further assistance, please call.

Governor Walt Miller	Governor of South Dakota
Mrs. Patricia (Pat) Miller	First Lady of South Dakota
Lt. Gov. Steve Kirby	Lt. Governor of South Dakota
Mrs. Suzie Kirby	Wife of Lt. Governor
US Senator Larry Pressler	South Dakota's loan Republican representative
Mr. Jim Abdnor	Former South Dakota US Senator
Mrs. Laska Schoenfelder (pronounced showenfelder)	Loan Republican on South Dakota's Public Utilities Commission
Mr. Vern Larson	South Dakota State Auditor
Mr. Homer Harding	South Dakota State Treasurer
Mrs. Pat Harding	Wife of Mr. Harding - Employed as a Realtor
Mr. Don Peterson	South Dakota State GOP Chairman
Mr. Phil Hanson	Georgia is the Executive Director of the State GOP
Mrs. Georgia Hanson	Her husband, Phil, is an insurance agent

OCT-28-93 THU 9:39

P. 82

Mrs. Lorlee Steever	Administrative Assistant from State GOP
Mr. Herb Jones	Special Assistant to Governor Miller for legislative affairs - former Executive Director of SD GOP Party
Mr. Tony Feather	Regional Director of RNC
Mr. Brian Hagg	Pennington County GOP Chairman Self-employed attorney
Ms. Sylvia Pina	State Young Republican Chairman
Mr. Lance Russell	Executive Director of the Pennington County GOP
Ms. Starla Smith	Mr. Russell's fiancée
Mr. Doug Noyes	Member of the Rapid City Police Department
Mr. Ed McLaughlin	Mayor of Rapid City
Ms. Doris Marie Strom	Wife of Mr. McLaughlin
Mr. Rich Hinseth	Pennington County GOP Finance Chairman
Mrs. Carol Abourezk Hinseth	Wife of Mr. Hinseth
Mrs. Linda Henry	President of the South Dakota Federation of Republican Women
Mr. Darrell Sawyer	From Senator Pressler's field office in Rapid City
Mrs. Karla Sawyer	Wife of Mr. Sawyer
Representative Fred Whiting	SD Legislator - Owner of Western Hills Health Care & Pennington County GOP Committeeman
Mrs. Terry Whiting	Wife of Representative Whiting
Mr. Ron Schmidt	SD GOP National Committeeman & State GOP Finance Chairman Self-employed attorney
Mrs. Priscilla Schmidt	Wife of Mr. Schmidt
Miss Eva Schmidt	Daughter of Mr. Schmidt
Mr. Stan Adelstein	President of Rapid City Chamber of Commerce & President of Northwestern Engineering Company

HOTLINE 10/27/93

SOUTH DAKOTA: WITH ABOUREZK OUT, UNIVERSITY PRESIDENT TO RUN
Dakota Wesleyan University's board of directors "cleared the way" for its James Beddow (D) to run by accepting his resignation. His resignation is effective 1/94, when Beddow "is expected to begin campaigning full time" for the nomination to challenge Gov. Walter Miller (R). Beddow will formally announce 11/1. The field has "cleared somewhat" since ex-Sen. James Abourezk (D) announced 10/21 he would not run. Announced candidate: Ex-state Sen. C. "Red" Allen (D). Possible Dems: state Sen. Lars Herseth, Public Utilities Commis. Jim Burg, state Rep. Ron Volesky, and county auditor Norm Chihak. Possible GOPer: Ex-Gov. Bill Janklow (Kranz, Sioux Falls ARGUS LEADER, 10/23).

Beddow gets thumbs up from trustees

By KIM DOHRER
Rep. News Editor



BEDDOW

The last door has been officially opened for a Mitchell man aspiring to be South Dakota's next governor.

On Friday, Dakota Wesleyan University's board of trustees accepted Jim Beddow's resignation, effective Jan. 1. Beddow, who has been at the helm of the campus for 12½ years, has the longest presidential tenure at DWU.

"Twelve and a half years is a long time, so it's been kind of a big day," said Beddow, following yesterday's board meeting.

Beddow, a Democrat, had said he wouldn't officially announce his candidacy until he talked with the board. Now, he can proceed with plans to make his candidacy official.

"This is the last piece before Nov. 1, so now I'm trying to get my thoughts together for that," he said.

On Nov. 1, Beddow will go to Woonsocket to make his gubernatorial announcement, followed by an evening event at the Corn Palace in Mitchell.

Beddow, 51, was born in Huron, but moved with his family to

Woonsocket when he was 6 years old. He grew up and graduated from school there.

Paul Christen, chairman of DWU's board of trustees, said a search committee has been named to select a new president. In the interim, Neal Eddy, executive vice president, will serve as acting president.

"The Beddows brought a remarkably personal touch to their relationships with students, faculty and other university constituents," Christen said. "The board and all friends of the university wish them well in their new endeavor."

Beddow said the meeting with the trustees was very positive. His resignation was "affirmed by consent, no reluctance at all," he said. "They're excited about the opportunity."

Beddow said the search committee will organize in November, with hopes of naming a new president by next April. For the next five or six months, Beddow will work for the college as a consultant to continue with projects that have been started.

In the past 30 years, Beddow said the college has had three presidents, with a couple of short-term interim periods. In the '50s and '60s, Jack Early served as president for 11 years. And, before Beddow arrived at the campus in the early 1930s, Don Messer had served as president for 10 years.

Beddow resigns job to run for governor

By DAVID KRANZ
Angus Leader Staff

FSD
10-23-93

MITCHELL — Dakota Wesleyan University's board of directors cleared the way Friday for the college's president, Dr. James Beddow, to run for governor.

The board accepted Beddow's resignation, effective Jan. 1. At that time Beddow is expected to begin campaigning full time for the Democratic gubernatorial nomination.

Beddow has served more than 12 years as president.

Paul Christen, chairman of the board, said a search committee will be named to select a new president. Neal Eddy, executive vice president, has been named acting president.

"The Beddows brought a remarkably personal touch to their relationships with students, faculty, and other university constituents," he said.

On Nov. 1, Beddow will return to Woonsocket, his hometown, to officially announce his candidacy. He will make an announcement later in the day at the Corn Palace in Mitchell during a rally in his honor.

The field for the governor's race cleared somewhat on Thursday, when former U.S. Sen. James Abourezk announced he would not



Dr. James Beddow

seek the nomination. But Jim Burg, Public Utilities Commissioner, said he is leaning toward entering the race.

"I guess I am giving it more deep thought and I am probably coming closer to running. I am still a long ways from making the final decision, maybe sometime after the first of the year."

Burg said he has talked to some people who might be interested in running his campaign, but has not employed anyone. State Sen. Lars Herseth, Houghton, is also still considering the race. He was out of the state Friday and no available for comment.

State Rep. Ron Volesky, said he will decide early next year whether he will enter the race.

This week, Norm Chihak of Dante, the Charles Mix County auditor, said he may enter the race for the Democratic nomination.

Carro "Red" Allen, a former state senator from Yankton, is the only announced candidate.

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10-27-93

48 State

Miller: East, West split deplorable

By DAVID KRANZ

FSO
10-21-93

Gov. Walter D. Miller said he is bothered by the suggestions that an East-West split is developing in South Dakota after the defeat of a referendum on increased betting limits last month.

"It would be deplorable to let people think there could be such a schism. We are too small to want to accommodate anything like that," Miller told the *Argus Leader* editorial board Wednesday.

Letters to the editor in state newspapers have suggested retaliation against Sioux Falls and East River by West River residents who are upset over the lack of support for raising Deadwood betting limits from \$5 to \$100 to ensure the future of the \$65 million Costner resort.

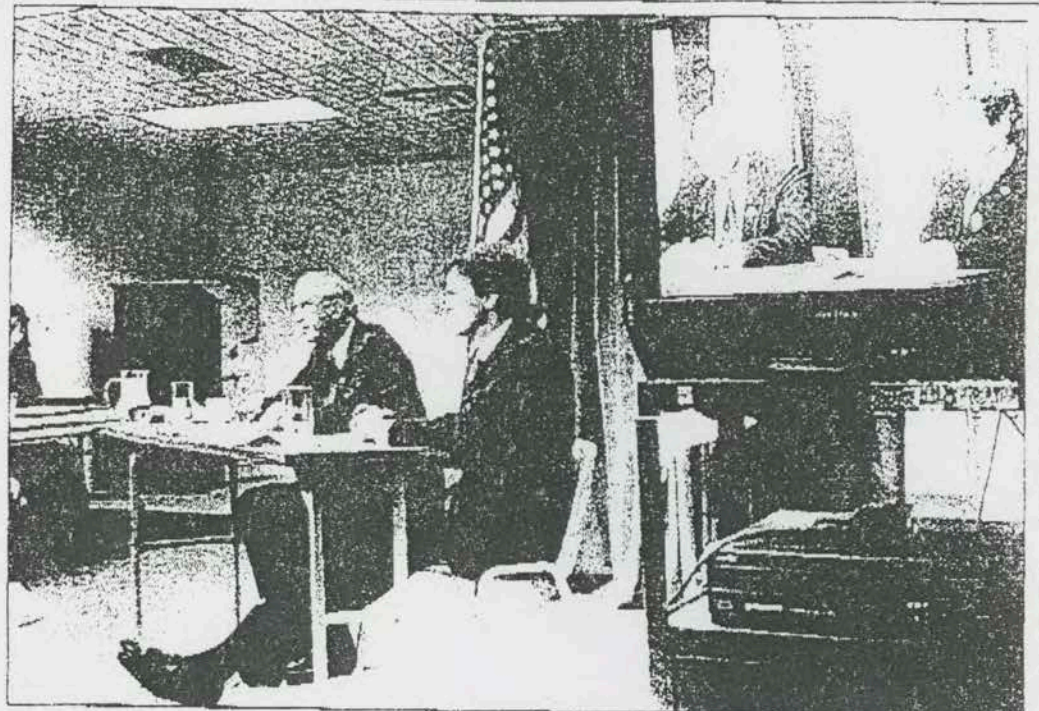
"I think we've outgrown that and the people exploiting that are doing a great disservice to the people of South Dakota," Miller said. "You can't stop people writing letters to the editor, but it is a no-win issue and South Dakota is going to lose."

He also reiterated support for his corrections secretary who has been under fire recently for a series of events at the state penitentiary.

"I am not blaming Lynne DeLano for what is happening in the prison. That isn't going to cure the problem," he said. "I have not made any indication to dismiss her at this time."

Miller said he plans to submit proposals to the Legislature regarding changes in the prison system but would not suggest a new maximum-security institution.

A plan to let school districts levy



Associated Press

U.S. Gov. Steve Kirby (right) listens Wednesday as South Dakota Gov. Walter D. Miller speaks through the Rural Development Telecommunications Network to announce his plan to improve state government efficiency.

a penny sales tax to help fund education and help reduce property tax loads drew criticism from Miller.

He said the plan, recommended by Bob Kiner, interim superintendent of the Sioux Falls School District, would be unfair to smaller districts.

"It would not be very productive for the education system as a whole. It is not fair to other areas of the state to make that kind of collection," he said.

Miller repeated his pledge not to raise taxes in the next session of the Legislature and turned his thumbs down on the possibility of an income tax in the state's future.

One of Miller's priorities will be to reverse the decline in rural populations. He plans to promote

programs to give smaller communities in remote areas of the state more access to technology.

The governor said he wants to continue the late Gov. George Mickelson's reconciliation efforts.

Miller said that long after people forget about what Mickelson did for economic development, they will remember him for the giant step he took in improving relations between Indians and non-Indians.

Gambling will see no changes in the state if Miller gets his way.

"I am not interested in disrupting, disbanding or expanding gambling," he said.

Miller did say he would continue to look for ways to make the Kevin and Dan Gosliner project viable.

McKellips: Miller plan may backfire

The Associated Press

Democrats will help Republican Gov. Walter D. Miller improve state government, state Sen. Roger McKellips said, also warning that Miller could be hurt at the polls if his ideas bear little fruit.

"The buck is right on his desk. McKellips, leader of the majority Democrats in the Senate, said Wednesday.

"I think some of the things he's said today we've been saying for years and years and years," McKellips said.

SOUTH DAKOTA

Don Peterson Chairman



Present

Chairman, South Dakota Republican State Central Committee,
elected - February 25, 1991

Member, Board of Governor's Economic Development
Board of Directors, Industry and Commerce, American Seed
Trade Association, American Feed Industry Association,
National Federation of Independent Business

Member, Yankton Chamber of Commerce

Member, Yankton Manufacturers Association

President, Yaggie's, Coyote Seed Mills, Inc.

Previous

Vermillion City Commission, 1957 - 1961

South Dakota House of Representatives, 1977 - 1978

South Dakota Senate, 1979 - 1986

Member, Yankton College Board of Trustees, 1974 - 1989

President, Yankton College, 1985 - 1989

RNC Activity

Member, Committee on Call, Republican National Convention,
1992

Personal

Spouse: Marlys

Children: Two

Education: Honorary Doctorate Degree of Laws and Letters,
Yankton College

Post Office Box 1099
Pierre, SD 57501

(cont.)

(605) 224-7349 (f)

(605) 665-7801 (o)

(605) 665-0102 (o/f)

SOUTH DAKOTA

Arlene Ham
National Committeewoman



Present

National Committeewoman, South Dakota, elected -
August 16, 1988
Chairman, Rio Grande Water Compact, 1982 -
South Dakota Veterinary Board of Examiners, 1991 -
Owner and Broker, Conrad - Ham & Associates, Better Homes
and Gardens Realty

Previous

Vice Chairman, South Dakota GOP, 1970 - 1978
Chairman, South Dakota GOP, 1978 - 1980
South Dakota Racing Commission, 1983 - 1987
Member and Board of Directors, U.S. West, 1988
Member and Board of Directors, Industry Commerce, 1986 -
1988
South Dakota Lottery, 1987 - 1991
4-H Foundation Board of Directors, 1988 - 1992
President, Rapid City Chamber of Commerce
Board of Directors, Black Hills Board of Realtors
South Dakota Realtors Association, 1982 - 1988

RNC Activity

Member, Committee on Arrangements, Republican National
Convention, 1992
Member, Site Committee, Republican National Convention,
1979

Personal

Spouse: Donald
Children: Two

(cont.)

(cont.)

Conrad - Ham & Associates
3121 West Chicago
Rapid City, SD 57702

(605) 343-1600 (o)
(605) 343-1648 (f)
(605) 348-1506 (h)



SOUTH DAKOTA

Ronald G. Schmidt
National Committeeman

Present

National Committeeman, South Dakota, elected -
September 25, 1993

Personal

124 South Euclid
Pierre, SD 57501

(605) 224-0461 (o)
(605) 224-1607 (f)
(605) 224-2810 (h)

DFP LEADERSHIP

Sen. Larry Pressler
Honorary Chairman

Dave Billion
Chairman
Sioux Falls, SD
605/332-9290

Dwight Adams
Executive Director
Brookings, SD
605/692-4665

Thomas Adam
Pierre, SD

Mary Wiese
Field Rep.
Sioux Falls, SD

Karen Olson
Field Rep.
Rapid City, SD

1390



South Dakota - Congressional District

The contrasts of beauty and poverty in South Dakota are striking. Its varied and breathtaking landscape, with stark mountains, desert canyons and sweeping farmland and grassland, has helped make tourism the second-largest industry.

But the violent battles that raged a century ago between white settlers and American Indians have left a terrible legacy. On South Dakota's numerous Indian reservations, unemployment and poverty are rife: More than half the people live below the poverty level; nearly one-quarter of the work force is jobless. Shannon County, home to the Pine Ridge Indian Reservation, has a poverty rate of 63 percent, the highest in the nation.

Wounded Knee is located in Shannon County; there in 1890, 250 Sioux were massacred in one day, after their chief, Sitting Bull, had been killed.

State lawmakers declared 1990 a Year of Reconciliation, and Gov. George Mickelson invited tribal representatives to sit cross-legged in the Capitol rotunda and smoke the peace pipe. The state has renamed Columbus Day, calling it Native American Day, and state officials drafted an elementary and high school curriculum to include Indian studies. South Dakota ranks 45th in terms of population among the 50 states, but it has the fourth-highest percentage of Indians in its population.

Republican Mickelson was elected to a second term in 1990 on a pledge to try to boost the state's economy, but returning from an out-of-state economic development trip in April 1993, he and several others died in a plane crash. He was succeeded by Lt. Gov. Walter Miller, also a Republican, who will complete the term, which runs through 1994.

The Missouri River, running north to south through the center of South Dakota, divides not only the geography and economy of the state, but also its political predilections.

The flat, rich farmland east of the river holds two-thirds of the state's population and nourishes an agricultural economy based on corn and soybeans. Voters in the east tend to support Democrats. "West River" is rolling, arid grassland suited for grazing and ranching. Mining, including gold mining, is also a feature of the western mountains. Most western voters are Republicans.

Ronald Reagan carried South Dakota for president in 1980 with 61 percent of the vote, and he improved to 63 percent in 1984, but

disenchantment with GOP farm policy began to set in mid-decade, and when George Bush sought the White House in 1988, he managed just 53 percent against Michael S. Dukakis. In 1992, support for independent presidential candidate Ross Perot cut into both major-party nominees: Bush dropped to 41 percent, but he beat Bill Clinton, who got 37 percent. Perot won 22 percent.

Corn's primacy in South Dakota's economy is symbolized by the Corn Palace in Mitchell, an auditorium whose exterior is festooned with mosaics made from colored cobs.

Not far from Mitchell is the focal point of eastern South Dakota and the state's largest metropolis, Sioux Falls (Minnehaha County). The city grew 24 percent in the 1980s, to about 101,000, as it made the transition from meatpacking town to regional commerce hub. Though meatpacker John Morrell & Co. is still a major employer, the city has become a service center whose banks, insurance companies, medical facilities and retailers are affected by the health of the agricultural economy, if not entirely dependent on it. In 1992, Clinton won Minnehaha County with 42 percent.

On the western side of the Missouri, the towns are fewer, and there is still something of the old Wild West feel. Much of the majestic, high plains scenery in the 1990 Academy Award-winning film "Dances With Wolves" was shot here.

Near the western border of the state is South Dakota's second-largest city, Rapid City (Pennington County), with a population of more than 55,000. Originally a market for surrounding ranchers and farmers, it has prospered in recent years partly thanks to tourism: The Badlands, the Black Hills and Mount Rushmore are nearby.

In neighboring Lawrence County, legalized gambling has helped rejuvenate the town of Deadwood, once a gold-mining boom town. Calamity Jane and Wild Bill Hickok are buried at Mount Moriah Cemetery in Deadwood.

Bush won Pennington County with 48 percent of the vote in 1992, and he carried every other county west of the Missouri except three — all of them dominated by votes from Indian reservations.

1990 Population: 696,004. White 637,515 (92%), Black 3,258 (<1%), Other 55,231 (8%). Hispanic origin 5,252 (1%). 18 and over 497,542 (71%), 62 and over 120,737 (17%). Median age: 33.

SOUTH DAKOTA DEMOGRAPHIC PROFILE

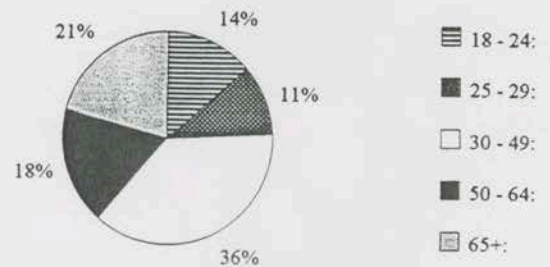
Population Data

1990 Total Population:	696,004
Total Voting Age Population:	497,542
% of Total Population Voting Age:	71.5%
Black Voting Age Population:	2,019
Nationwide Rank:	49
Black Voting Age Population:	0.4%
Nationwide Rank:	47
Hispanic Voting Age Population:	2,934
Nationwide Rank:	49
Hispanic Voting Age Population:	0.6%
Nationwide Rank:	45
Asian Voting Age Population:	1,998
Nationwide Rank:	50
Asian Voting Age Population:	0.4%
Nationwide Rank:	50

Voting Age Population Data

18 - 24:	68,113
25 - 29:	53,143
30 - 49:	185,013
50 - 64:	88,942
65+:	102,331

Voting Age Population Distribution



1992 Party Registration

Republican:	215,285	48.0%
Democrat:	189,935	42.4%
Other:	43,072	9.6%
Total:	448,292	

Number of Counties: 66

SOUTH DAKOTA 1992 ELECTION SUMMARY

HISTORICAL PRESIDENTIAL PERFORMANCE

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL	REGISTRATION
92 BUSH/CLINTON/PEROT:	136,718	40.8%	124,888	37.3%	73,295	21.9%	334,901	448,292
88 BUSH/DUKAKIS:	165,415	52.8%	145,560	46.5%	2,016	0.6%	312,991	440,301
84 REAGAN/MONDALE:	200,267	63.3%	116,113	36.7%	0	0.0%	316,380	442,790
80 REAGAN/CARTER/ANDERSON:	198,343	61.3%	103,855	32.1%	21,431	6.6%	323,629	447,508
76 FORD/CARTER:	151,505	50.7%	147,068	49.3%	0	0.0%	298,573	425,532
72 NIXON/McGOVERN:	166,476	54.2%	139,945	45.5%	994	0.3%	307,415	392,256
68 NIXON/HUMPHREY/WALLACE:	149,841	53.3%	118,023	42.0%	13,400	4.8%	281,264	348,254

STATEWIDE ELECTION RETURNS

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL
1992 SENATE:	108,733	33.4%	217,095	66.6%	0	0.0%	325,828
1990 GOVERNOR:	151,198	58.9%	105,525	41.1%	0	0.0%	256,723
1990 SENATE:	135,682	53.8%	116,727	46.2%	0	0.0%	252,409
1986 GOVERNOR:	152,543	51.8%	141,898	48.2%	0	0.0%	294,441

STATE SENATE

YEAR	SEATS	DEM	REP	OTH	NET
1992	35	20	15	0	-3
1990	35	17	18	0	-2
1988	35	15	20	0	-4

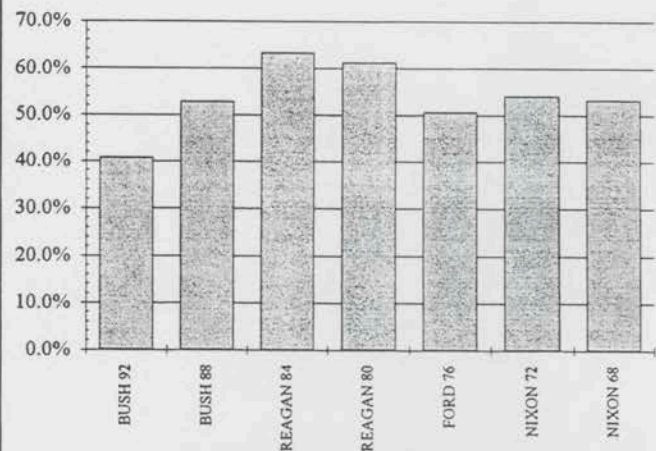
STATE HOUSE

YEAR	SEATS	DEM	REP	OTH	NET
1992	70	29	41	0	-4
1990	70	25	45	0	-1
1988	70	24	46	0	-3

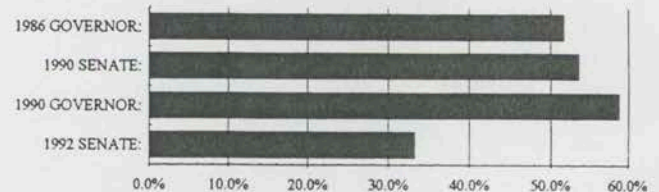
U.S. HOUSE OF REPRESENTATIVES

YEAR	SEATS	DEM	REP	OTH	NET
1992	1	1	0	0	0
1990	1	1	0	0	0
1988	1	1	0	0	0

REPUBLICAN PRESIDENTIAL PERFORMANCE



REPUBLICAN STATEWIDE PERFORMANCE



GUBERNATORIAL RACE

Former Governor Bill Janklow has all but announced his candidacy for Governor in 1994. Obviously, this is an undesired predicament for current Governor Walter Dale Miller. Apparently, both Gov. Miller and Sen. Pressler are not too fond of Janklow. You may want to avoid this subject.

POLLING

A poll in mid-September shows Gov. Walter Dale Miller easily defeating former Governor Bill Janklow in a Republican primary. Miller received 45% to Janklow's 32%. The poll also showed Miller breezing by the Democrat and former Sen. Jim Abourezk - 55% to 23%. However, Abourezk announced on 10/21 that he will not run.

DEMOCRATIC FAVORITE

The likely Democratic party favorite is James Beddow, Dakota Wesleyan University's board of directors. He recently resigned from this position, effective 1/94. Sen. Tom Daschle is said to support the candidacy of Beddow.

PEROT FOLLOWING

South Dakota has a big Perot following. In the 1992 election, 21.9% of those voting, selected Perot. (Bush 40.8% and Clinton 37.3%). The Republican Party is looking for ways to court these voters.

SOUTH DAKOTA

Filing date: April 5
Primary date: June 7 (primary)
June 21 (run-off)

Incumbent: Walter Dale Miller (R)

POSSIBLE GOP CAND	OCCUPATION	ISSUES
Bill Janklow	Former Governor	

POSSIBLE DEM CAND	OCCUPATION	ISSUES
James Abourezk	Ex-U.S. Sen.	Will not run.
Carroll "Red" Allen	Frm. State Sen.	
James Beddow	Pres. of Dakota-Weslyn Univ.	Resigns 1/1/94; seems to be party favorite
Jim Burg	Pub. Util. Commiss.	
Tom Daschle	U.S. Senator	Will not run; will probably back Beddow
Lars Herseth	Asst. Sen. Maj. Leader/86 Gov. nom.	
Tim Johnson	U.S. Rep. (at-large)	Will not run.
Ted Muenster	190 Sen. nominee	Will not run.
Ron Volesky	State Rep.	Switched from GOP to Dem.

Polling: See Hotline 4/6/93

SOUTH DAKOTA

Status of Incumbent: Gov. Walter Dale Miller(R) plans to seek a full term in 1994.

Filing Date: April 5

Primary Election: June 7

POTENTIAL CANDIDATES

REPUBLICANS

Bill Janklow, former Governor
Dave Billion, fmnr state Sen./car dealer
Jan Nicolay, State Rep.
Scott Heiderpin, fmnr. St. Senator
Mark Barnett, Attorney General
Jack Rentschler, fmnr. State Representative
& fmnr. Sioux Falls Cty. Cmmr.

DEMOCRATS

Jim Beddow, Pres. of Dakota Wesleyan University
Jim Burg, Public Utilities Commissioner
Lars Herseth, State Senator
Ted Muenster, former gubernatorial cand.

Early Line

The tragic death of Governor Mickelson has created a new dynamic in the governor's race for 1994. Governor Miller plans to seek a full-term, and the political dust has yet to settle, especially among Republican suitors for the seat. Prior to Mickelson's death, a number of potential candidates had expressed an interest in running. Most observers felt former governor Bill Janklow was the clear front-runner.

Democrat likely hopefuls include Ted Muenster, who ran a strong race against U.S. Sen. Larry Pressler in 1990, and state Sen. assistant majority leader Lars Herseth, who lost to Mickelson in 1986. Dakota Wesleyan University president Jime Beddow and state Public Utilities Commissioner Jim Burg may also consider the race.

A Political/ Media Research poll of 3/28-31 set up the following hypothetical matchups for '94 between Janklow and some of the potential Democrat challengers:

Janklow(R) 45%	Barnett(R) 30%	Janklow(R) 46%	Barnett(R) 32%
Muenster(D) 34%	Herseth(D) 29%	Herseth(D) 24%	Menster(D) 26%

Whether former governor Bill Janklow (1979-87), Attorney General Mark Barnett, Sioux Falls car dealer Dave Billion, ex-state Rep. Jack Rentschler, and state Rep. Jan Nicolay will consider a challenge to Miller will be determined by Miller's performance during the remainder of the term.

On May 25, 1993, Miller's nominee for Lt. Governor, Steve T. Kirby, was confirmed by the South Dakota legislature. Lt. Gov. Kirby is a 43 year old lawyer/venture capitalist from Sioux Falls, SD. A surprise choice, hand-picked by Miller, he has no aspirations for higher office.

Other state-wide offices

Lt Gov. Sec. State Atty. Gen. Treasurer Auditor

Biography of
Hon. Walter Dale Miller
Governor, South Dakota
TEL: (605) 773-3212

Governor Miller was South Dakota's first full-time elected Lt. Governor, having been elected in 1986 and 1990. He has a long career in politics, serving over twenty-years as a school board member and nineteen years in the South Dakota House of Representatives (1967 through 1986). While in the House he served as assistant majority leader, majority leader, speaker pro tempore, majority whip and speaker of the House. During this same period he served as chairman for the committees on Local Government, Taxation, State Affairs and Legislative procedure.

Governor Miller has an extensive record in Republican party activities as well. He has attended three conventions as a delegate (1976, 1980, 1984); served as the State Chairman for the 1984 Reagan/Bush campaign and Co-chairman for the 1988 Bush/Quayle campaign. He is currently the Republican National Committeeman for South Dakota.

As Lt. Governor he acted as the Governor's designee for the Public Land Use Conference. His extensive record of service on task force's and commissions includes:

- 1987-Chairman of S.D. Commission on Corrections
 - Chairman of Essential Air Service Task Force
- 1988-Chairman of Asbestos Abatement Task Force
 - Chairman of the Governor's Advisory Commission on Taxation
 - Chairman of the State Employee Health Insurance Task Force
- 1990-Chairman of the Commission on Tax Fairness and Government Cost Effectiveness
- 1991-Chairman of the Governor's Task Force on Telecommunications
 - Chairman of the Governor's Commission on Worker's Compensation
- 1991-Member of the Export-Import Bank of the United States

His many civic related posts include serving on the South Dakota Air and Space Museum Committee, the Rapid City Area Economic Development Entrepreneur Partnership Committee, the South Dakota Farm Bureau, the South Dakota Stockgrowers, the Gideons International, Mount Rushmore National Memorial Society and the Wesleyan Church.

Governor Miller is 67 years old (DOB 10/5/25) is a graduate of New Underwood High School and attended the South Dakota School of Mines. With his son, he owns and operates a 7,000 acre ranch in Meade County, South Dakota. He was President of the Dakota National Life Insurance Company from 1970 to 1985 and is the President of Allied Business Corporation. Governor Miller is a widower with four grown children (Nancy Burma, Karey Albers, Walter (Randy) Miller and Renee Johanson).

Biography of
Steve T. Kirby
35th Lieutenant Governor of South Dakota

On May 25, 1993, the South Dakota legislature confirmed Steve Kirby as Lt. Gov. Since August 1992, Lt. Gov. Kirby has been president of Kirby Capital Corp., a venture capital firm in Sioux Falls. From 1977 to 1992, he was senior claim counsel and secretary for Western Surety Company. Since 1980 he has served as Chairman of the South Dakota Building Authority, which issues bonds for public facilities.

Lt. Gov. Kirby's active civic experience includes serving on the Board of Trustees for McKennan Hospital and as commissioner for the Sioux Falls Regional Airport Authority. In addition he has served on numerous community boards.

He was born March 26, 1952, at Sioux Falls, S.D. He graduated from Arizona State University in 1974 with a B.S. in political science and from the University of South Dakota in 1977 with a J.D. He and his wife Suzy have three children: Jon, Kelly and Katherine.

LARRY PRESSLER
SOUTH DAKOTA

United States Senate

WASHINGTON, DC 20510-4101

COMMITTEES:
FOREIGN RELATIONS
COMMERCE, SCIENCE, AND
TRANSPORTATION
SELECT COMMITTEE
ON AGING
SMALL BUSINESS
JUDICIARY

FAX TRANSMITTAL SHEET

TO: Joyce McCluney

Republican Leader's Office

FAX #: 202-224-3163

FROM: Darrell Sawyer

OFFICE OF SENATOR LARRY PRESSLER
RUSHMORE MALL #112
RAPID CITY, SD 57701
TELEPHONE: (605) 341-1185
FAX#: (605) 341-3674

TOTAL PAGES (INCLUDING COVER SHEET): 3

COMMENTS:

Attached are a couple of newspaper articles on the timber industry problems which are such a hot issue in the Black Hills. During her conversation this afternoon with Doug Miller (Senator Pressler's Chief of Staff), JoAnne Coe asked us to fax some background information on this subject in preparation for Senator Dole's visit to Rapid City this weekend. Please call me if you have any questions or want additional information. Thanks.

October 28, 1993

M E M O R A N D U M

TO: SENATOR DOLE
FROM: SHEILA BURKE

Workers Compensation

In past months, the Administration held out the possibility of reforming the workers comp system. They hoped to be able to promise business a real reduction in their costs for this program in exchange for business increasing their support for employer mandates for health care coverage. In fact, business wants little to do with the Administration's suggestion that they merge their health care insurance with the health care components of workers compensation.

Workman's compensation insurance is made up of two key components: (1) income replacement and (2) health/rehabilitation services whenever needed and forever long as needed. Two key differences between workers comp and health insurance involve the calculation of the premiums and the scope of benefits.

The premiums paid for workers compensation insurance, unlike most health insurance, are directly linked to specific employers rather than to a "community". So the less safe the employer's work place and the resulting higher injury rate directly effects the employers costs. When the Administration first talked about "merging" the health components of workers comp with health insurance it intended to simply combine both health programs -- this would have had the effect of removing the "risk" relationship and reducing the incentive for employers to improve worker safety.

There was such opposition to the Administration's early proposal that they have clearly retrenched and are now simply talking about better coordination between the two programs. This view is consistent with the direction the Republicans take -- better coordination.

October 28, 1993

MEMORANDUM TO THE LEADER

FROM: SUZANNE HELLMANN *SH*

SUBJECT: POLITICAL BRIEFINGS

Below is an outline of your briefing materials for your trip to South Dakota:

Enclosed for your perusal are:

1. Campaign briefing:
 - o Overview of Gubernatorial race
 - o Biographical information
2. Republican Governor's Association Briefing
3. District map/Congressional Representation
4. State Demographics
5. State Committee/DFP Supporter contact list
6. South Dakota issues
7. Clips
8. List of attendees



Rapid City Journal

Black Hills Information and Perspective Since 1878

SEPTEMBER 5, 1993

Pressler rips 'environmental extremists'

■ S.D. senator says
extremists are
wreaking havoc with
the timber industry.

By Dick Rebbeck
Journal Staff Writer

Timber sale appeals and wilderness set-asides took a sound thrashing Saturday in Rapid City at a Senate hearing on "public land use impact on small business" in the Black Hills.

Sen. Larry Pressler, R-S.D., opened the Senate Small Business Committee hearing with a charge that the Sierra Club and "environmental extremists" create havoc in the timber industry with so-called frivolous appeals to forest management decisions.



Pressler

And that, he said, undercuts the area's whole economic base.

Following the morning-long session, Pressler also told reporters he was "very dubious" about proposals to designate many thousands of acres of Black Hills National Forest as unlogged wilderness.

Instead, he advocated retaining public lands in multiple-use — logging, grazing, watershed, recreation, mining — management.

Thirteen witnesses spoke before a crowd of some 200 to summarize their written testimony filed with the Senate committee.

South Dakota State Forester Frank

Davis said he opposed adding to the amount of designated wilderness in the Black Hills.

The entire national forest needs management, which includes logging, to remain healthy, vigorous and productive, he said.

Stan Silva of the forest supervisor's office at Custer said three areas totalling 16,500 acres were under study as possible wildernesses. If Congress adds these areas to the federal wilderness system, the amount of Black Hills National Forest timber available to logging would decrease by 8 percent.

Silva also said options considered for revision of the 10-year forest plan would variously limit timber harvest to 40 million to 100 million board feet.

Hill City Mayor Drue Vitter followed that up with a call to maintain timber harvest at 100 million to 120 million board feet a year to sustain the region's economy.

Reducing the cut even to 80 million board feet could drive mills out of business and cost the Black Hills some 500 jobs, Vitter said.

Dave Meredith of McLaughlin Sawmill at Spearfish said reducing national forest logging from 118 million to 85 million board feet would put 28 companies with 1,700 employees "at risk."

For the Sierra Club, Brian Brademeyer said increasing wilderness, while reducing timber harvest, would increase tourism.

But Don Perdue said if his Rapid City furniture plant quit business for lack of wood products, he'd hope "environmentalists" would explain to his \$10-an-hour employees why they'd be better off working for minimum wage in the tourism industry.

Pressler: Frivolous appeals costing Forest Service money

By WILLIAM R. CISSELL

"Our National Forests are a renewable, abundant, sustainable natural resource.

"They can, and should be, utilized."

Proper utilization of our forests provides livelihoods for thousands of loggers.

"We need to promote sound management of our forests."

Those are just a few of the comments Senator Larry Pressler used in opening a timber meeting Saturday in Spearfish. Pressler said he called the meeting to pass on what was happening in Washington but primarily wanted to hear what was going on in the Black Hills.

"I've seen some numbers and how precarious some of those jobs are in this area. There are a lot of problems you face," Pressler said.

"Proper management of our forests is in our best interest — it is not in our best interest to be locked in costly, frivolous appeals by self-proclaimed environmentalists who want to destroy our timber industry," Pressler observed.

"Frivolous appeals must be stopped and I have so voted," he said. He added that he had been strongly opposed in his last election bid by all of the environmental groups.

Pressler said he had supported action by Senator Larry Craig of Idaho which would have begun to end these

types of actions but the legislation was defeated. The Craig bill would have limited appeals to only those who had taken part in the initial public input sessions and it would have required those doing the appeals to show up in person.

He noted that he was the only member of the South Dakota Congressional delegation to vote and said it was important for people in South Dakota to know how their representatives were voting.

In 1991 there were 1,154 appeals to stop logging in the United States, Pressler reported and said that it was an all-time high. In 94 percent of those appeals, the forest service decision, to log, were upheld.

"These appeals cost lay-offs at mills and reduce the amount of lumber harvested. Action must be taken to end the frivolous appeals and save the jobs in the timber industry," Pressler said.

Pressler said that soon a new Black Hills Forest management plan would be ready. He said that he had always advocated and voted for multiple-use on national forest lands.

He also referred to a news story earlier in the day that said the Sierra Club would be asking for another five areas to be as wilderness areas on grasslands and for a study of the Crow Peak area. "I have some problems with this," Pressler said. (See related story in this issue)

Executive Director of the Black Hills Forest Resource Association, Tom Troxel told Pressler, among other things, that most of the sawmills in the Black Hills are simply "bidding now for survival."

He also told the senator that the area timber industry would stand behind the ranchers and permittees (those leasing federal grazing lands) on the grassland wilderness areas.

Pressler, in answer to the question "What more can we do," said "letters to the editor" was good way to let people know the issues and how their congressional representatives were voting.

He said that one of the big problems was with PAC (Political Action Committee) money. "They have a view that the whole western United States should be designated a wilderness area."

Pressler said that people needed to realize the environment can be protected while jobs are preserved.

Pope and Talbot sawmill general manager Jim Rarick said it was his feelings that the Black Hills was being targeted because it turned a profit for the Forest Service and that with enough appeals "killing us on the supply side, it will lead us to becoming a 'below cost' timber sales area."

"I don't think people in Washington realize how fast this is going to happen," said Bruce Many of Hill City. Many said he was a logger and his family also operated a chain saw business.

"I employ 15 people and I have enough work until June," Many said. "This isn't something we can take care of a year from now."

"A year from now I won't have a job and the 15 people I employ won't have jobs either."

Queen City Mail 2/22/93 P.1

Good-bye Florio. Hello Change!



CHRISTIE
WHITMAN

GOVERNOR

Christie Whitman's Economic Revival Plan Will Spur Growth And Bring New Jobs ...It Will Also Put Money In Your Pocket.

WHAT WHITMAN'S PLAN MEANS TO YOU

IF YOU ARE...	WITH FLORIO	WITH WHITMAN	SAVINGS WITH WHITMAN
SINGLE EARNING \$7,500	YOU PAY \$150	YOU'LL PAY \$0	YOU SAVE \$150
SINGLE EARNING \$40,000	YOU PAY \$1,025	YOU'LL PAY ONLY \$717	YOU SAVE \$308
MARRIED EARNING \$50,000	YOU PAY \$1,150	YOU'LL PAY ONLY \$805	YOU SAVE \$345
MARRIED EARNING \$70,000	YOU PAY \$1,850	YOU'LL PAY ONLY \$1,295	YOU SAVE \$555
MARRIED EARNING \$80,000	YOU PAY \$2,350	YOU'LL PAY ONLY \$1,645	YOU SAVE \$705

Florio raised taxes \$2.8 billion.
 He raised government spending by
 almost \$4 billion. Whitman will cut taxes
 and cut government spending. She'll
 end the Florio tax-and-spend policies that
 have hurt our economy and cost jobs.

WHITMAN'S ECONOMIC REVIVAL PLAN WILL WORK.

Former Governor Tom Kean endorses Christie Whitman's Plan and says, "As fast as jobs are disappearing in this state and as damaged as our economy is, we will have to do something drastic. This is close to drastic, but it will work and it will jump start the economy."

Page 124 of 190

October 28, 1993

MEMORANDUM TO THE LEADER

FROM: SUZANNE HELLMANN

SUBJECT: BRIEFING MATERIALS

The following is an outline of the briefing materials for your trip to New Jersey on Sunday, October 31.

1. Brief overview of Gubernatorial Campaign/Issues
2. VIPs on bus
3. Clips
4. Update on 1994 U.S. Senate race
5. State Committee/DFP supporter contact list
6. State Demographics/Congressional District map

RECENT POLLING (THROUGH REPUBLICAN GOVERNOR'S ASSOCIATION)

600 Sample taken over 3 consecutive nights

FLORIO	42%
WHITMAN	38%
IND	6%
UNDECIDED	15%

Among the 15% undecideds:

Florio's favorable - 22% and unfavorable - 30%

Whitman's favorable - 24% and unfavorable - 30%

Florio: Reelect 17%
New person 38%

OVERVIEW OF NEW JERSEY GUBERNATORIAL CAMPAIGN

POINTS TO STRESS PER POLSTER

- o A reverse gender gap - Whitman is doing well with working women, yet poorly with women at the home.
- o Whitman is also not popular with the senior citizens -

WOMEN VOTERS BACK TO WHITMAN

Christie is moving closer to Gov. Florio as indicated by recent polling figures. This movement is due in large part to Whitman's attempt to bring back the women voters - TV and radio ads have included Whitman's 16 year-old daughter, portraying Whitman as a role model mother. Crime has also been an issue of concern to women - Whitman has been attempting to show her toughness on handling criminals.

WHITMAN ECONOMIC PROPOSAL

Whitman proposes to:

- o cut income taxes by 10% a year in each of the next 3 years for couples with taxabl income as high as \$80,000 per year;
- o cap budget growth to 3% a year
- o cut middlemanagement employees
- o privatize some government operations "whenever possible"
- o eliminate waste, extravagance and abuse

NJ UNEMPLOYMENT

New Jersey's unemployment rate is 7.7% which is up from 4.6% when Florio first took office. This has resulted in 200,000 fewer people at work in the state now than at the beginning of 1990.



Virginia Newman Littell
Chairman

Jose F. Sosa
Vice Chairman

Eleanore S. Nissley
Secretary

Regina Haig Meredith
Treasurer

Peter G. Sheridan
Executive Director

Edward Gross, Esquire
Legal Counsel

Cheryl F. Halpern
Coalitions Chairman

Clifford M. Sobel
Finance Chairman

Noel Love Gross
National Committeewoman

David A. Norcross
National Committeeman

OCTOBER 8, 1993
GOP PARTYLINE

MESSAGE FROM THE CHAIR

This week we made an irresistible offer to voters watching the first debate between Christie Whitman and Jim Florio: we are prepared to give a Burger King Whopper to everyone who spotted a Florio "whopper" during the debate. That's one Whopper per lie. The offer got a lot of attention, appearing on radio and TV stations and in several newspapers. The charge that Florio has a tendency to distort the facts clearly has the ring of truth, and anyone who saw the debate knows that we'll be giving away a lot of burgers.

Ginnie

- Christie Whitman scored a knockout in her debate with Florio. It was an excellent opportunity for voters to compare the tax-and-spend policies of the Democrats to Christie Whitman's economic program of cutting taxes for working people and reducing government spending. Christie was confident and cool, while Florio was aloof and arrogant. Florio also failed to respond to Christie's proposal for a mutual moratorium on negative advertising. The debate will be a major boost for the Whitman campaign.

- A "quick-reaction team" monitored the debate and spotted 20 of Florio's lies and distortions. The team lived up to its name, delivering a list to the State House press within a half-hour.

- The next debate is scheduled for Oct. 19 at Birchwood Manor in Whippany. The debate, which will be televised at 7 p.m. on WCBS and WCAU, will be preceded by a reception and buffet at 5 p.m. Tickets cost \$65, and you can order them from the New Jersey State Chamber of Commerce, 50 West Street, Suite 1110, Trenton, N.J. 08608.

- There was a rousing meeting last Saturday in Princeton for 200 Republican leaders from around the state. Congressman Dick Zimmer, Assembly Speaker Chuck Haytaian, and Christie Whitman spoke to rally Republicans for the home stretch of the campaign.

- Jack Kemp will attend our next fund-raiser, Friday, Oct. 29, at the Parsippany Hilton, Route 10 West, Parsippany. A private reception will be held at 5 p.m. with a general reception at 5:30.

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MAY-19-1993 04:56 FROM

TO

12024085117 P.02

MEMORANDUM

TO: Suzanne Niemela
FROM: Bill Ulrey
DATE: May 19, 1993
RE: New Jersey Backgrounder for Senator Dole

BACKGROUND:

*** Republicans have been on the upswing in New Jersey since 1989, when Jim Florio and a Democrat controlled Senate and Assembly were elected.

*** During his '89 campaign, Florio promised not to raise taxes. Within two months of taking office, he had rammed the largest tax increase in NJ history -- \$2.8 billion -- through the Democrat controlled legislature. Every Republican legislator voted against the tax increases.

*** Florio's numbers plummeted in '90 and '91 as public anger over the tax hike grew and economic growth stalled. Tens of thousands of taxpayers protested in the streets.

*** In '91, Republicans rallied around opposition to the tax hikes to win veto proof majorities in both the Assembly and the Senate in a landslide.

*** Under the leadership of Assembly Speaker Chuck Haytaian and Senate President Don DiFrancesco, in 1992 the newly elected GOP majorities voted over Florio's veto to roll back the Florio sales tax increase from 7% to 6% -- the state's largest tax cut ever -- and cut Florio's \$16 billion budget by over \$1 billion. For these actions, the American Legislative Exchange Conference (ALEC) named Haytaian and DiFrancesco national "Legislators of the Year" in 1992.

MAY-19-1993 04:57 FROM

TO

12024085117 F.03

Senator Bob Dole
New Jersey Background
page 2 of 2

*** In '93, all 80 members of the General Assembly (including 58 Republicans) and 40 members of the Senate (27 Republicans) face re-election as does Governor Florio.

*** During 1992, polls showed Florio's popularity rebounding to the point where conventional wisdom was that he could be re-elected. But the most recent surveys, done by the NJ GOP and others, shows that Florio's re-elect and approval rating have dropped back to nearly un-electable levels. Partly, this is driven by Clinton's declining popularity. Partly, it is because voters hold Florio and his tax hike responsible for NJ's continuing economic slow down. (NJ unemployment currently at 9.1%, the highest among industrialized states. Over 300,000 jobs have been lost in the recession.)

*** The June 8th GOP primary is a 3 way race. Christie Whitman is ahead in all polls. Former A.G. under Kean, Cary Edwards, and former State Senator Jim Wallwork trail.

POINTS TO MAKE:

- 1) Chuck Haytaian and other New Jersey Republicans legislators are leading the way for taxpayers across the country. Cutting the NJ state budget by over \$1 billion last year is proof that federal spending can be cut substantially.
- 2) The Clinton tax package will devastate New Jersey's economy because of the State's relatively high average income and dependence on energy intensive manufacturing businesses. The President of the NJ Business and Industry Association estimated that the Clinton tax package will cost New Jersey between 50,000 and 100,000 jobs. Thousands more will be lost because of his assault on the pharmaceutical industry.
- 3) Jim Florio, who campaigned with Clinton, will rightly be held accountable by voters for the job losses and higher taxes that the Clinton tax package will cause. Bill Clinton looks as though he is taking the Jim Florio tax and spend model to Washington. The people of New Jersey, better than anyone else, understand just how disastrous that could be for America's future.
- 4) (Chuck Haytaian tells me that) Many Republican legislators will be challenged by the same Democrat legislators who voters threw out of office in 1991. These Democratic re-treads don't understand. New Jersey needs a legislature that will stand up for taxpayers. Republicans in the legislature kept their commitment to cut taxes, and that is a great record to campaign on this fall.

VIPS ON BUS

Lyn Nofziger
Kate Beach, Sister of Christie Whitman
Nancy Rohrbach, best friend of Christie Whitman
Dan Todd, Brother of Christie Whitman
Chuck Haytaian
Keith Nahigian, staff

HOTLINE 10/28/93

NEW JERSEY: ROLLINS BACKS OFF "ETHICS" HIT

GOP nominee Christie Whitman's campaign "stumbled" 10/27 when it announced that manager Ed Rollins would attend a news conference on "ethical standards" and Rollins failed to show (McClure, TRENTONIAN, 10/28). Standing in for Rollins, NJ GOP leaders accused Gov. Jim Florio (D) of a pattern of "corruption" and distributed "an inch thick compendium of newspaper accounts about ethical controversies" involving admin. officials. The charges include a probe of whether firms made investments in a consulting firm half-owned by Florio's ex-CoS Joe Salerna to win work on bond issues (Stile, TRENTONIAN, 10/28). Florio spokesperson Jo Glading "was quick to point out" that the allegations come "just six days after" Gary Maloney, a GOP consultant who once worked for Rollins, faxed a memo "urging Rollins to personally level such charges" (Magyar, ASBURY PARK PRESS, 10/28). N.Y. TIMES' Gary reports the memo advised Rollins to assume to role of surrogate for Whitman in order to "'keep Florio's sleaze factor before the public eye' by hammering him" on ethics. The memo concluded by urging Whitman to "issue an election-eve warning on vote stealing" in a "last-minute appeal to the good government vote, tarring Florio as an unscrupulous hack" (10/28). Whitman spokesperson Carl Golden called the charge that Whitman was following Maloney's strategy "baloney" and said the news accounts of ethical problems "had been raised over the past six months" (Stile, TRENTONIAN, 10/28).

FLORIO SEES GOP PLOT: Florio is accusing the GOP of "gearing up for an attempt to intimidate minority voters on Election Day." Referring to ballot security operations run by both candidates, Florio charged the GOP "will use that power to disrupt voting in minority neighborhoods." Bergen RECORD's Moran reports the problem is that the Dems "don't have a particle of evidence to back-up the charge" (10/28).

INTERNAL POLLS SHOW DEAD HEAT: Under header, "GOP horsewoman whips way to dead heat in Jersey," W. TIMES' Trotta writes Whitman is "gaining momentum" with campaign overnight tracking polls "in the past few days" showing her only 3 points behind Florio, 38% to 41%, with 15% undecided (10/28).

A LITTLE HELP FROM HIS FRIENDS: A NJ judge 10/26 dismissed a Whitman complaint concerning visits to NJ by AG Janet Reno and Interior Sec. Bruce Babbitt. Judge Stephen Weiss ruled the visits were not "political" and should not be charged against the \$5.9M public financing spending limit. Weiss said Whitman's attys failed to prove that the "mere" appearance of the officials in proximity to an election "must always be deemed political ... even though no appeal for votes for a candidate occurs." A similar complaint regarding a 10/8 Clinton visit is still pending (AP/N.Y. TIMES, 10/28).

THE SCENE OF THE CRIME: Florio "returned to the scene of one of the campaign's more infamous moments" -- the NJ gun shop Gun-A-Rama where Whitman said the ban needs to be changed. Florio: "Last week in the debate, Mrs. Whitman compared a Phillips-head screwdriver to an assault weapon. Give me a break.

Anybody who doesn't know the difference between these two things ... should not be governor of New Jersey" (A.P. PRESS, 10/28).

APPEALING: Both Florio and Whitman will appeal sanctions leveled against Florio for spending general election funds before the June primary. The Florio campaign "maintains it didn't break the law" and that the \$2,500 fine and official reprimand they received were "too harsh." The Whitman campaign "believes the penalty for breaking the law should be much stiffer" (Hooker, ASBURY PARK PRESS, 10/28).

WE'VE MISSED YA, BUDZASH: John Budzash, The founder of Hands Across NJ, an anti-tax group formed to protest Florio's '90 tax increase, has endorsed Florio. Budzash is now with the NJ Taxpayers Task Force. He "faulted" Whitman for her pledge to cut taxes 30%, which he finds "unbelievable." Budzash quit his postal worker job to run against Florio but could not collect enough signatures to get on the ballot (A.P. PRESS, 10/28).

HOTLINE 10/27/93

NEW JERSEY GOVERNOR: FLORIO AHEAD IN CRUCIAL BERGEN CO.

A Bergen RECORD poll of Bergen County shows Gov. Jim Florio (D) leading Christie Whitman (R) 50-41% among likely voters. Bergen is "the most populous county in the state and one considered crucial for victory." The poll shows "little change" from a 9/30-10/5 Bergen County poll that showed Florio up 10 pts. One GOP strategist: "That's troubling. [Whitman] has to do better than break even in Bergen if she wants to win statewide." Dems were "gleeful" that Florio is ahead in "the suburban, Republican-leaning" county. Florio consultant James Carville: "If you told me one piece of information -- that we will carry Bergen County -- I would feel confident about the outcome." Bergen has "picked the winner" in gov. contests since 1965. Whitman "dismissed the notion that she must win" Bergen Co. in order to win statewide (10/27).

ROLLINS TO ADDRESS ELECTION LAW VIOLATION: A NJ election law enforcement panel found that Florio's camp "violated state law" by spending general election funds before the primary. The panel fined the campaign only \$2,500, despite a judge's recommendation 10/25 that Florio be fined \$10,500. The NJ Election Law Enforcement Commission (ELEC) let stand "an official reprimand" of the Florio campaign and "said that the Florio campaign should have sought ELEC's advice before spending the money." NJ law requires that fundraising and spending in the primary and general be kept separate (see HOTLINE 10/26). Florio atty Angelo Genova called the fine a "slap on the wrist for failing to ask for advice." Peter Verniero, atty for Christie Whitman (R), "also claimed victory" (Hooker, ASBURY PARK PRESS, 10/27). Whitman manager Ed Rollins will represent the campaign at a NJ GOP press conference today on "ethical standards" (Whitman release, 10/26).

GUN RUNNING: Florio warned the NRA "will really run New Jersey" if Whitman is elected and Whitman will make appointments of law enforcement officials "to please the NRA." Whitman "has denied any connection" to the NRA or NJ gun clubs and NJ gun organizations "deny any direct involvement" in the race. "Gun-control opponents," however, "are actively working against" Florio "and members of some gun clubs are being urged by club officers to work for Whitman." Florio's charge comes a day after the NRA ran ads in NJ papers accusing Florio of "running away from [his] record by running against the NRA." NRA spokesperson Bill McIntyre "said the organization is not involved" in the race but "he would not directly answer whether the organization is donating money or volunteers to any candidate" (DeMasters, ASBURY PARK PRESS, 10/27).

TAX EARLY, RUN LATER: N.Y. TIMES' Peterson writes Florio is the first among the "Recession Governors" -- those who inherited "bloated" budgets and "starved" revenues when assuming office -- to face re-election. Florio argues that "while others postponed the harsh truths of recession budget-making, New Jersey swallowed a stinging dose of higher taxes early on -- a medicine that will eventually, he says, produce a long-term cure." Florio "turns

for vindication" of his \$2.8 billion '90 tax increase "to the experiences of governors who tried to finesse the recession" and "avoid new taxes, praying for a recovery." Florio: "Three and a half years ago, [CA and NJ] faced the same problems. ... Today New Jersey's bonds are rated double-A plus, California is junk." Rutgers prof/ex-Florio staffer Carl Van Horn: "Most governors save their real battles until the second term, but Florio has clearly left a legacy already. ... In Florida, [Dem Gov.] Lawton Chiles said he wouldn't raise taxes until he had made all possible cuts. A year later his popularity is down around 20 percent, and then he raised taxes. You could ask, who got it right?" (10/27).

SOUND BITES: Whitman, interviewed on CNN's "Inside Politics," asked how Florio got ahead: "He spent the summer signing Republican bills and going around handing out checks, which is always important." Asked if negative campaigning is necessary: "Unfortunately, negative campaigning works." Whitman on why the public may not trust her: "Because they've been lied to so much, particularly by this administration" (10/26).

WASH. POST

... R

WEDNESDAY, OCTOBER 27, 1993 A3

Gov. Florio's Lead Slips As N.J. Contest Tightens

By Dan Balz
Washington Post Staff Writer

New Jersey Gov. Jim Florio's once-comfortable lead over Republican challenger Christine Todd Whitman has eroded substantially over the past 10 days, as the two head toward Tuesday's election in a climate of deep voter dissatisfaction.

Public polls and private surveys indicate that with just one week remaining, the unpopular Florio now holds only a small lead over Whitman—although the two campaigns dispute the meaning of the numbers.

While attacking one another in their advertising and on the campaign trail, the candidates and their strategists also are anxiously attempting to determine the impact on a close election of 17 other gubernatorial candidates on the ballot Tuesday.

Both candidates are running uphill in the final week, damaged by a campaign dominated by attack ads and insults that have been hurled back and forth at an accelerating pace, leaving voters in a sour mood and the candidates' images weakened.

After running a campaign in which he has kept Whitman on the defensive, Florio is still struggling to overcome the residual anger among voters over the \$2.8 billion tax increase he pushed through the legislature in 1990—the largest in the state's history.

A recent poll by the Eagleton Institute at Rutgers University for the Newark Star-Ledger found that 61 percent of New Jersey voters rate his performance as governor as "poor" or "only fair."

But Whitman has had to apologize for her own mistakes, errors that Florio has skillfully exploited. The same Star-Ledger/Eagleton poll showed that more voters viewed Whitman unfavorably than favorably, by 36 percent to 33 percent.

Three recent polls taken in the first half of October showed Florio leading Whitman by 12-14 percentage points, with two of them giving him more than 50 percent of the vote, a key indicator watched by campaign strategists.

But this week the Asbury Park (N.J.) Press poll put the Florio lead at 5 percentage points—45 percent to 40 percent—a margin that neither campaign strongly disputes.

"There was never any question that the race was going to tighten," said Jim Andrews, Florio's campaign manager. "That's just the way the state is. There's a strong Republican base vote."

Andrews pointed out that a year ago, Bill Clinton held a double-digit lead over George Bush in early October and ended up winning the state by only 2 percentage points.

Florio strategists argued that Whitman's improved standing did not reflect genuine inroads in Florio's support and that her candidacy would still fall short next week.

Whitman advisers, however, said there has been a steady attrition in Florio's lead and that their analysis of undecided voters gives them confidence. They argue that the remaining voters who still have not made up their mind include Republican women and male and female ticket-splitters, three groups they believe will be more partial to Whitman in the end.

In recent days she has combined attacks on his record—to stoke the anti-Florio anger among voters—while targeting women voters who have so far given Florio surprisingly strong support.

Whitman's manager, Edward J. Rollins, said that putting the focus back on Florio had reminded voters why they dislike him. "There's a little voter remorse," he said. "People start thinking about him and don't want him to have a second four years."

But Janice Ballou of the Eagleton Institute said the existence of the independent candidates on the ballot makes predictions especially difficult. "I'm just real intrigued about what's going to happen with the independent candidates," she said.

HOTLINE 10/26/93

NEW JERSEY GOV: NRA TAKES ITS SHOT BUT ITS EASY ON TRIGGER

The NRA "opened direct fire" on Gov. Jim Florio (D) in full-page ads in NJ papers that state: "Jim Florio, you can't run away from your record by running against the NRA. ... it's time to stop the games. Even our harshest critics know that the NRA is not responsible for the mess you've made of New Jersey." NRA spokesperson Bill McIntyre called it "a one-time" newspaper message to "set the record straight" (Marsico, Newark STAR-LEDGER, 10/26). The Coalition of NJ Sportsmen "has also weighed in with anti-Florio advertising of its own" -- a radio ad that "mimics the popular 'Florio-Free in '93' bumper stickers it distributes." Both groups say their anti-Florio message is not an endorsement of GOP nominee Christie Whitman (Moore, ASBURY PARK PRESS, 10/26). The refrain from the song: "Florio-Free in '93. All over the state all the people I see, say Florio-Free in '93. That's what I want to be" (AP/A.C. PRESS, 10/26).

FLORIO HIT FOR VIOLATION: Florio campaign "violated state election laws on four occasions" by spending \$170,000 in matching funds before the 6/93 primary. NJ Admin. Law Judge Beatrice Tylutki, in a ruling for the NJ Election Law Enforcement Commission (ELEC), "recommended the Florio campaign pay \$10,500 in fines for violations and receive an official reprimand." According to Tylutki, by spending money in advance of the primary to raise money for the 11/2 general, Florio "gained the advantage of a headstart" over Whitman. Whitman's camp filed the charges with ELEC 10/15. ELEC is expected to meet tonight to consider the judge's recommendations. Florio, who had no primary challenger, "began spending large amounts of money on major fund-raising efforts geared to the general election while Whitman was tied up battling two challengers for the Republican nomination. Tylutki found that state law governing publicly matched campaigns is designed to give the candidates an even start in the race for the general election. Both campaigns declared victory in the ruling." Florio spokesperson Jo Glading said they viewed the ruling "as complete vindication of our fund-raising structure and our good faith practices." In the ruling, Tylutki said the Florio camp "did not act in bad faith since there is no proof that the (campaign) intentionally decided to violate the (law)." Whitman spokesperson Carl Golden: "How can they view a \$10,500 fine on four violations, which the judge says were substantive points of law, as complete vindication ... That's just ridiculous" (Hooker, ASBURY PARK PRESS, 10/26).

FLEXING INCUMBENCY: Florio signed an executive order "creating a task force to study what his re-election campaign calls a 'loophole' used by ... Whitman to reduce her property taxes" on her homes. Florio announced the formation of a 15-member panel to "examine" NJ's farmland assessment program, "which allows owners of agricultural property to pay property taxes at a lower rate." The formation of the panel "comes just a week before the election amid signs that the race ... may be tightening." The move "appeared timed to trigger a new round of headlines and stories on Whitman's wealth -- an issue Florio has

tried to use to portray Whitman as out of touch with the average voter." Golden: "Is there anybody who can't see through this?"

... It's so laughable, it collapses of its own weight." Florio spokesperson Audrey Kelly "denied that the governor was engaging in partisan politics": "The governor has said he would put this task force together, and he is following up on his pledge" (Kiely, Bergen RECORD, 10/26).

MYSTERY MEMO: A campaign strategy memo prepared for Whitman manager Ed Rollins by GOP consultant Gary Maloney, "was distributed" 10/25 by the Florio campaign. The 10/21 memo "recommends that Rollins steer attention to corruption" in the Florio admin. and to Dem "attempts to 'steal' the election with voter fraud." Maloney advises that Whitman appeal to groups such as "crime victims, single parents and disgruntled" Dems. Rollins said "he never asked for the advice, nor had he read the memo." Whitman "said she did not know who Maloney is" (Wald, Newark STAR-LEDGER, 10/26). Florio spokesperson Glading called Maloney "Rollins' dirty tricks man" and said he is "paid" by the RNC (Froonjian, A.C. PRESS, 10/26). Maloney: "That's the last time I put my name on anything!" (Interview, 10/26).

TV: CNN's Potter: "For many voters here in New Jersey, this election stirs little enthusiasm, giving them a choice between a Democrat they don't particularly like and a Republican they don't quite believe" (10/25). ABC political dir. Hal Bruno, on the race's "most interesting aspect": "This time [Whitman] has not been as effective a candidate as she was three years ago. Now it's starting to close down [and] Ed Rollins has come in. ... It will get a lot closer before Election Day" ("GMA," ABC, 10/26).

NYC PAPERS ENDORSE: N.Y. POST for Whitman (10/26). N.Y. DAILY NEWS for Florio (10/26). N.Y. TIMES also backs Florio.

POLITICS & POLICY

New Jersey Governor's Race Focuses on Taxes And Spending Cuts Amid Cynical Mood of Voters

By GERALD F. SEIB

Staff Reporter of THE WALL STREET JOURNAL
WOODBIDGE, N.J. — Here in New Jersey, the nation's starkest economic debate has pretty much come down to an argument over Adidas sneakers.

The debate pits Democratic Gov. Jim Florio, who is running for re-election while defending a multibillion-dollar tax increase, against Republican challenger Christine Todd Whitman, who promises to roll it back with a 30% cut in income taxes.

Against all odds, the pugnacious Mr. Florio holds onto a slender lead in the polls, in large measure by calling Mrs. Whitman's tax-cut plan a \$1.5 billion fantasy that she can't pay for with her vague promises of spending cuts. As evidence, he has seized upon her suggestion that one example of the spending extravagance she would eliminate is the state's practice of buying pricey Adidas sneakers for prison inmates.



Jim Florio

Noting sarcastically that it will take a lot of shoe savings to offset \$1.5 billion in tax cuts, Mr. Florio declares: "This is the Adidas sneaker approach to balancing the budget." (Besides, his aides contend, most prisoners actually get a cut-rate shoe, not a tony designer one.)

Remaining Unpopular

Silly as it may seem, the sneaker debate neatly summarizes both the tenor of this tightening governor's race and the cynical mood of voters in 1993 when it comes to gut-level issues of taxes and spending. Mr. Florio, a one-time high-school dropout and former U.S. Navy boxer, remains a decidedly unpopular figure in his own state, largely because of the \$2.8 billion tax increase he pushed through shortly after taking office four years ago.

Yet in the wake of former President Bush's broken no-new-taxes pledge and President Clinton's unmet pledge of middle-class tax cuts, voters also appear unprepared to believe any politician's prom-

ises to cut taxes or slice into spending. Mrs. Whitman, a wealthy former state utilities commissioner who nearly upset Sen. Bill Bradley in 1990, has found herself in a no-win predicament: Mr. Florio alternately ridicules her for failing to give a more detailed list of the spending cuts she would make to pay for her tax cuts, or attacks the few specifics (prison sneakers, state helicopters) she offers.

"What Florio wants, and what critics want, is for her to give them a line-by-line [list of spending cuts] so they can roast her on every specific," complains Lawrence Kudlow, a former Reagan administration budget aide who is co-author of the Whitman tax-cut plan.

Transforming the Race

As a result, Mr. Florio has gone some distance in transforming the governor's race from a referendum on him into a judgment on Mrs. Whitman's credibility. Along the way, he has also tapped into the country's rising concern about street violence by flaunting his pro gun-control and welfare-reform positions and painting Mrs. Whitman as soft on crime. That tactic actually has worked best at undercutting her support among women, who are a natural base of allies, but who also appear to be more sensitive to the crime issue than men are.

"He painted her as the violence queen," complains Myra Terry, president of the National Organization for Women in New Jersey and a Whitman supporter.

Those tactics allowed Mr. Florio to open a wide early-autumn lead in a race he once was considered certain to lose. The Whitman campaign has had to spend the past several weeks whittling away at that lead, which one new poll shows is down to five percentage points. With a week to go before Election Day, the race seems likely to turn on whether voters decide to pass judgment on Mr. Florio's popularity or on Mrs. Whitman's believability.

Seeking the Women's Vote

The Whitman strategy for the stretch run is simple: Make Jim Florio and his unpopularity the issue, and try to persuade more women to vote for one of their own. "We have finally gotten the campaign back to where people are talking about Florio again," says Ed Rollins, a prominent Republican political consultant who has taken over management of the Whit-

man campaign in recent weeks. "Their strategy has always been: 'If you think we're bad, she's even worse.'"

It seems to have been a shrewd strategy. Polls now suggest that Mrs. Whitman has an unfavorable rating at least as high as that of Mr. Florio, who once joked that reading the bumper stickers around New Jersey would lead one to think his first name was "Dump."

Those poll ratings are a remarkable state of affairs, particularly considering economic conditions that by all rights should have knocked Mr. Florio out of the race by now. New Jersey's unemployment rate stands at 7.7% of the work force, up substantially from 4.6% when Mr. Florio took office. All told, there are some 200,000 fewer people at work in the state now than at the beginning of 1990.

In essence, Mrs. Whitman, 47 years old, promises that a big tax cut will change all that. She aptly summed up her message in a two-minute speech to supporters a few days ago at Jersey City's Liberty State Park, which has a majestic view of New York City's nearby financial district. "Can we afford four more years of these kinds of taxes?" she asked.

Mrs. Whitman has proposed cutting income taxes by 10% a year in each of the next three years for couples with taxable incomes as high as \$80,000 a year. Wealthier taxpayers would get smaller tax cuts, and some low-income residents would see their income taxes eliminated.

The Whitman plan doesn't rely on a Reaganesque, supply-side formula of increased economic growth to generate enough new revenue to make up for the lost tax dollars. Instead, she says she would cut

state spending by enough to offset the tax cuts. She pledges to cap budget growth to 3% a year, cut state middle-management employees, privatize some government operations "whenever feasible" and eliminate unspecified "waste, extravagance and abuse."

But Mrs. Whitman doesn't have a reputation as a radical tax cutter, and she didn't lay out her plan until late September. That was after she had frittered away the summer by allowing the debate to shift away from the Florio economic record and onto her wealth, Mr. Florio's ban on some semiautomatic weapons and even her untimely summer vacation. Her advisers acknowledge that those factors have combined to make the tax-cut pledge appear to be a cynical political ploy designed to cut into Mr. Florio's lead.

For his part, Mr. Florio, 56, portrays her plan as the wishful thinking of yesterday and his approach as the no-

nonsense way to tackle the real fiscal problems of today. "It's the '80s against the '90s," says Paul Begala, a strategist not only for Mr. Florio but for Bill Clinton as well.

More pointedly, Mr. Florio has begun telling voters that the



Christine Whitman

Whitman tax cuts would lead directly to increases in hated property taxes as a way to balance the state's books. That has allowed him to pull a role reversal, in which he is the property-tax cutter and Mrs. Whitman the tax increaser.

"Mrs. Whitman is offering people pie in the sky," he tells a group of small-business leaders here. "She's got to tell us where the dough is going to come from."

Asides

GOP's Gorby Mania

Last month, Mikhail Gorbachev attacked Boris Yeltsin for violating the Communist-era constitution by dismissing parliament and calling for new elections. All things considered, you'd think Mr. Gorbachev wouldn't be in great demand as a dinner speaker in the U.S. Well, it turns out he's being paid \$70,000 to appear—at of all places—a November 4 fundraiser for the Republican Senatorial Committee. Its chairman, Texas Senator Phil Gramm, explains that Mr. Gorbachev currently promotes "communication and diplomacy among all

nations." No mention of the fact that most of his life was spent promoting and preserving a monstrous system and that his eventual compromises were supposed to somehow save the Communist Party from extinction. But we guess such nuances are alien to the world of political donors. When columnist Bob Novak asked a GOP Senator if Fidel Castro would be their committee's next honored guest, he was told in all seriousness: "No, I don't think he would be a big enough draw." No doubt the Republicans will reconsider after Fidel's own people boot him off the island.

HOTLINE 10/25/93

NEW JERSEY GOV: POLL HAS WHITMAN CLOSING GAP; FINAL DEBATE

An ASBURY PARK PRESS Poll, conducted 10/21-23, surveyed 810 likely voters; margin of error +/- 3.5% (10/24). Tested: Gov. Jim Florio (D) and GOP nominee Christie Whitman.

	ASBURY PARK PRESS		NYT/WCBS	STAR-LEDGER
	10/21-23	10/7	10/16-18	10/11-14
Florio	45%	47%	51%	52%
Whitman	40	34	37	40
Undec.	14		12	

FINAL DEBATE: Whitman and Florio for their third and final debate yesterday. Newark STAR-LEDGER's Wald notes the two "challenged each other's ethical standards." The candidates "were aggressive and at times sarcastic with each other in a spirited confrontation unrestricted by format" (10/25). Florio and Whitman "tore into each other ... on character, crime and credibility" (Fitzgerald, Bergen RECORD, 10/25). ASBURY PARK PRESS' De Masters writes both candidates "can feel confident that they did not hurt their campaigns" (10/25). A.C. PRESS' Froonjian: "Neither said the words 'I am not a crook.' But they came fairly close to accusing each other" (10/25). TRENTON TIMES' Stile writes Whitman was more "confrontational than in the past debates" (10/25). PHILA. INQUIRER's LeDuc: "Whitman has become much more aggressive in recent days, and yesterday held her own with Florio" (10/25). N.Y. TIMES' Gray: "Neither candidate broke any new ground or appeared to win an outright victory" (10/25).

STAYIN' ON THE BUS: "Buoyed by two solid debates, friendly voter reactions, and GOP tracking polls that show Whitman closing within striking distance," the Whitman campaign finished up their three day bus trip. Ex-Reagan adviser Lyn Nofziger, a family friend and adviser to Whitman, "said the bus tour went so well that plans have changed": "We're going to stay pretty much on the bus for the rest of the campaign. When you're on the bus with campaign signs and music going out over the speakers, you get your message out" (Magyar/Kruse, ASBURY PARK PRESS, 10/23).

BATTLE FOR WOMEN: Whitman "hopes to make up ground in her campaign ... with a new focus on a group of voters thought to be a natural constituency for her -- women." Whitman manager Ed Rollins: "Our strategy is to bring women voters home." That strategy is reflected in paid ads "featuring Whitman, women workers and Whitman's teenage daughter, Kate." According to the last STAR-LEDGER/Eagleton poll, Florio was beating Whitman by 28% of GOP women, 11% of independent women and was winning among women overall by 61-31% (Wald, STAR-LEDGER, 10/24).

WILL THESE BARBS STICK? The Florio camp "has charged that two political brochures distributed" by the campaign of state Sen. Gerald Cardinale (R) and another by an independent cmte, should be charged against Whitman's spending limit. Both brochures supported Whitman positions. The Florio campaign filed their complaints with the NJ Election Law Enforcement Commission,

claiming both brochures "should be considered political communications that benefit Whitman and therefore should be paid for by the Whitman campaign" (De Masters, ASBURY PARK PRESS, 10/23). Assembly Speaker Chuck Haytaian (R) called for two separate state investigations into why the Florio admin. mailed property taxpayer rebate checks this week "to residents who have been ruled ineligible for rebates" by the NJ Tax Court. Florio spokesperson Audrey Kelly: "Let's add this to the long list of phony investigations the speaker and his [GOP] colleagues have called for at taxpayers' expense these past few weeks in hopes of boosting their own re-election efforts" (Hooker, PRESS, 10/23).

ENDORSEMENT ROUND-UP

FLORIO
ATLANTIC CITY PRESS
ASBURY PARK PRESS
Bergen RECORD
Trenton TIMES
PHILA. INQUIRER
Bridgewater COURIER-POST
N.Y. TIMES

WHITMAN
Central Jersey HOME NEWS

HOTLINE 10/22/93

NEW JERSEY GOV: STEADY AIM AT WHITMAN AND THE NRA

Declaring he is "as staunch a Republican as you'll find," ex-Reagan WH Press Sec. James Brady endorsed Florio. Brady, calling the NRA the "evil empire": "[Florio] has probably done more to deflate the NRA's myth of invincibility and advance the cause of reasonable gun control than any other elected official in the country." Brady took a jab at Whitman, saying he hasn't seen any "sportsman running around with UZIs or TEC-22s hunting quail" (Knox, Newark STAR-LEDGER, 10/22). Florio also received the "much more politically significant endorsement" of the Black Ministers' Council, which represents nearly 700 churches (Gray, N.Y. TIMES, 10/22).

WHITMAN BOUNCES BACK, BUT IS IT TOO LATE? PHILA. INQUIRER's LeDuc writes "after losing her footing," GOP nominee Christie Whitman "is now up and tottering. The big question is, can she regain her balance and lengthen her stride in time?" While Whitman "has not managed any dramatic turnaround," she has "managed to avoid" Gov. Jim Florio's (D) "efforts to distract and derail her." Whitman "has managed to be aggressive: accusing Florio of campaign finance violations" and she performed "well" in a 10/19 debate. She also has "learned how to respond" to Florio's attempts to "play off her missteps." After months of Florio "exploiting" her failure to produce her '90 tax return, she "defused" the attack by producing her return and launching a "counterattack" accusing Florio of campaign finance violations. This tactic "dovetailed nicely with coordinated efforts" by other GOPers "to attack Florio for high taxes." But Whitman has "given Florio plenty of opportunity to draw her as an out-of-touch, weak-on-crime, wealthy woman" and "now she doesn't have much time to erase that image and draw a new one" (10/21). Key to Whitman's effort to "play catch-up" was making Ed Rollins manager. It "rekindled the enthusiasm of party activists, who were satisfied that a political pro with national credentials was now in charge" (Magyar, ASBURY PARK PRESS, 10/22).

CHECK CONTROVERSY: Assembly Speaker Chuck Haytaian (R) accused Florio of "political motives for mailing rebate checks to senior citizens even though state officials were aware a tax court had ruled many of them ineligible." Dems called Haytaian's remarks "a reckless attempt to confuse and frighten senior citizens" and the Treasury Dept. announced it "will stand behind all 1.5 million" checks mailed out. Florio's office "said politics played no role in the decision to send out the checks," which help offset taxes for seniors and low income residents. Haytaian: "A suspicious man might think the Governor mailed out the checks deliberately so they could yank them back at the last moment, infuriate senior citizens just days before the election and place the blame on Republicans" (N.Y. TIMES, 10/22).

BARBOUR QUESTIONS TRAVEL: RNC Chair Haley Barbour attacked Florio for "skirting campaign laws" by not paying for appearances by Clinton and top aides, including AG Janet Reno: "The taxpayers are paying for it. Its the way they get around the spending limits in the campaign laws." Florio has insisted that

the trips were "governmental" and that his campaign should not cover them (Orr, STAR-LEDGER, 10/22). Barbour "was particularly incensed" by Reno's visit: "We have a tradition in this country that goes back at least a generation. The Secretary of State, the Secretary of Defense and the Attorney General do not campaign" (Gray, N.Y. TIMES, 10/22).

TAXES: The 10/19 debate "had been over for a good 12 hours," but Florio was "still hammering away at Christie Whitman and her economic plan" on 10/20. In an editorial board meeting with the Atlantic City PRESS, Florio said Whitman "is either unaware or intentionally ignoring provisions of the state constitution that would hinder" her tax-cut proposals. Florio: "The provisions in the constitution require that every penny of income tax must be dedicated to property tax relief. If she cuts income tax, the fund (for relief) will be depleted. Homestead Rebate, municipal aid and school aid will be cut" (10/21).

HOTLINE 10/21/93

NEW JERSEY GOV: HRC GOES THE "EXTRA MILE" FOR FLORIO

Hillary Rodham Clinton told "cheering" Dems that "nationwide efforts for gun control, welfare reform, and health care will get a boost" if Gov. Jim Florio (D) is re-elected: "America needs you to reelect this champion of common sense and decency." HRC's message to those leaning toward voting for GOP nominee Christie Whitman: "Do they want to hand a victory to the Washington gun lobby? Do they want to turn the clock back on welfare reform? Do they want a partner in health-care reform in Trenton, or do they want someone who may not even know what is at stake?" (McNichol, Bergen RECORD, 10/21). Interior Sec. Bruce Babbitt is scheduled to appear in Newark today, VP Gore is expected to with Florio next week (De Masters, ASBURY PARK PRESS, 10/21). The Florio campaign paid for HRC's trip, a move Whitman said should also extend to the 10/8 visit by Pres. Clinton, as well as by other cabinet secs. (Gray, N.Y. TIMES, 10/21).

IT'S A BUS TRIP: Whitman took her campaign "to the grass roots" 10/20, launching a 3-day bus tour by "cuddling children, shaking hands, and promising a revived economy with less crime." The tour "represents an attempt by the Whitman campaign to capitalize on what her strategists consider a key advantage she has over ... Florio: her personality." The trip and Whitman's pitch "seemed to borrow" from Clinton's fall campaign (Moran, Bergen RECORD, 10/21).

LOOKING FOR THE WOMEN'S VOTE: Whitman "changed her radio and TV ads to defend her stand on assault weapons, crime and drunk-driving." Whitman media consultant Michael Murphy: "Our polls show Florio's lead is down to 6 percent, and we're going to be able to outspend him by \$300,000 to \$400,000 over the air over the last three weeks. And we just brought 100 grand of radio with her 16-year-old daughter talking about her mother as a role model." Kate Whitman's spot says her mother "taught me about honesty and integrity, and about the challenges facing working mothers." In a new TV ad, Whitman "talks straight into the camera": "I'm the mother of two teen-agers. I know what it's like on a Friday night to worry about drunk drivers while my kids are out of the house. As governor, nobody will be tougher than me on drunk drivers and criminals, especially those who prey on women and children. And I'll continue to support the ban on assault weapons. So the next time Jim Florio tells you I'm soft on crime, remember: If he can't tell the truth about raising taxes, how can you trust him to tell the truth about me?" Some Florio aides "privately expressed delight that Whitman thought the need" to counter Florio's ads. One Florio aide: "She's just reminding voters for us that she has a problem on those issues" (Magyar, ASBURY PARK PRESS, 10/21).

HOTLINE 10/20/93

NEW JERSEY GOVERNOR: 2ND DEBATE OFFERS NO BREAKTHROUGHS

A N.Y. TIMES/WCBS-TV Poll, conducted 10/16-18 by the CBS Polling Unit, 925 registered voters; margin of error +/- 4% (CBS release, 10/19; NYT, 10/20). Tested: Gov. Jim Florio (D) and GOP nominee Christie Whitman.

	NYT/WCBS		STAR-LEDGER	P/MR	RECORD
	10/16-18	9/20-26	10/11-14	10/4-6	9/30-10/3
Florio	51%	56%	52%	47%	50%
Whitman	37	34	40	38	37

	W/LEANERS				W/O LEANERS			
NYT/WCBS	ALL	REP	DEM	IND	MEN	WOM	WHT	BLK
Florio	51%	30%	71	51%	51%	47%	46%	66%
Whitman	37	60	20	35	35	34	38	12
Undec.	12	10	9	14	14	19	16	22

	10/16-18	9/20-26					
	FAV/UNFAV	FAV/UNFAV	FLORIO JOB	ALL	GOP	DEM	IND
Florio	35%/ 36%	38%/ 32%	Approve	43%	28%	58%	42%
Whitman	17 / 36	15 / 30	Disappr.	44	61	31	42

CLINTON JOB (among 1,153 adults; +/- 3%)

Approve 56%

Disappr. 34

"Florio's standing ... has begun to erode ... but he still maintains a commanding lead" (Peterson, NYT, 10/20).

THE SECOND DEBATE: "It was Whitman's strongest performance to date in a beleaguered campaign that seems to have finally caught fire" (LeDue/Heidorn, PHILA. INQUIRER, 10/20). ASBURY PARK PRESS' Magyar reports tax issues "dominated" the 2nd TV debate. Florio "walked right into a Whitman punch when he said he raised taxes only after cutting \$2 billion" from outgoing Gov. Tom Kean's (R) final budget. Whitman: "If he can cut \$2 billion, how is he worrying about me being able to cut \$1.4 billion?" Whitman, "asked about her ad calling Florio the worst governor ever": "I do owe the governor an apology. ... I give that honor to Ben Franklin's son, William Franklin, who was taken out after dark in handcuffs because of his Tory opposition to the American Revolution his father led." For Florio, the debate "was just another opportunity to cement the lead he has held." For Whitman, "the stakes were higher" as she went into the debate "dogged" by the just release NYT/WCBS poll. Florio consultant James Carville: "I saw tapes of Florio debating [GOP nominee Jim Courter] in 1989, and he's never been better than he was last night." GOP aides "acknowledged" Florio "looked more relaxed." The "sharpest exchanges" came over "ethics." Florio: "I have not been accused and fined for failing to pay my income taxes. I have not hired illegal aliens." Whitman: "We have never ever been fined for nonpayment of income taxes. Get your facts straight." Whitman "noted that two grand juries are

investigating the Florio administration": "And he stands here and has the gall to question my ethics" (10/20). ASBURY PARK PRESS' DeMasters writes Whitman "was relaxed, assertive, even humorous at times ... but analysts were divided on whether her performance will turn around her come-from-behind campaign." Rutger's Stephen Salmore (R): "What people come away with is that she was just as plausible as the governor. This was not the woman who was out to lunch" (10/20). N.Y. POST header: "Same old, same old in N.J." (10/20). The final TV debate will be held 10/24. Today, Whitman begins a 3-day bus tour of NJ and Florio appears with Hillary Rodham Clinton in Teaneck and Cherry Hill.

HOTLINE 10/18/93

NEW JERSEY GOV: SHIFT OF WOMEN KEY TO FLORIO GAIN

A Newark STAR-LEDGER/Eagleton Poll, conducted 10/11-14, surveyed 601 likely voters; margin of error +/- 4% (release, 10/17). Tested: Gov. Jim Florio (D), Christie Whitman (R).

	ALL	MEN	NOW WOM	DEM	GOP	IND	SEPTEMBER '93 ALL	MEN	WOM
Florio	52%	43%	61%	79%	23%	45%	47%	44%	51%
Whitman	40	49	31	14	70	46	38	42	32
Undec.	8	8	8	6	7	9	13	14	17

	FAV/UNFAV NOW	FAV/UNFAV 9/93
Florio	45%/ 40%	45%/ 36%
Whitman	33 / 36	30 / 23

FLORIO GOES ANTI-NAFTA: Florio "took a step away" from Pres. Clinton "declaring he cannot support" NAFTA. His objections were voiced at an appearance before NJ's United We Stand group. Whitman appeared before the same group 10/15 and "repeated her support for NAFTA." Florio: "I'm not in favor of anything that will lose jobs. I'm working too hard to create jobs." Florio's "reluctance to make NAFTA a cause in his campaign may be due to the fact that Clinton ... asked governors to withhold judgment." Clinton campaigned with Florio "just" 10 days ago. Hillary Rodham Clinton is expected to campaign with Florio on 10/20. The second TV debate, sponsored by the NJ Chamber of Commerce, is scheduled for 10/19; the third debate for 10/24 on WNBC-TV's "News Forum" (Wald, Newark STAR LEDGER, 10/18).

ANALYSIS: N.Y. TIMES' Berke: "No matter who wins ... the race has already produced an important political lesson that could be called tax-and-mend: Raising taxes and cutting services, may but does not always, mean political suicide" (10/17). COPLEY's Barabak: "If [NJ] offers any hint to an embattled incumbent it is this: get the dirty work done early and pray for a weak opponent" (S.D. UNION-TRIBUNE, 10/17). Columnist Richard Reeves, from a profile of the race in the NYT MAGAZINE: "Did Florio just get lucky or are Americans ready again to vote for Democrats who raise their taxes in the name of fairness and decent government services?" (10/17). W. POST editorial: "Mr. Florio may already have shown that tax increases need not be politically fatal. This doesn't prove that raising taxes is popular. It does mean that President Clinton and those who supported the taxes in his budget can breathe a bit easier" (10/16). Analyst Stu Rothenberg writes Whitman's campaign may become the leading example of "what not to do in a campaign" -- eclipsing both Dick Thornburgh for PA Sen in '91 and Claytie Williams for TX Gov. in '90 (ROLL CALL, 10/18).

HOTLINE 10/15/93

NEW JERSEY: FLORIO SIGNED OFF ON SPENDING, BUT ILLEGAL?

Gov. Jim Florio (D) said \$233,000 in campaign money, which GOP nominee Christie Whitman charged could not be used until after the primary (see HOTLINE, 10/14), "was spent without his knowledge." However, records show that Florio "signed a document that contained the transaction." The Office of Admin. Law (OAL) will hear Whitman's charges 10/18. Florio spokesperson Jo Glading "acknowledged Florio signed the report but declined to say whether [Florio] had reviewed it." Glading "likened" the procedure to signing a tax return prepared by an accountant." At an earlier meeting with the ASBURY PARK PRESS, before the signed document was obtained by the paper, Florio "denied the spending was illegal." Florio, to the PRESS: "The campaign is in charge, I am not. I do not sign off on the campaign funding." Whitman at her meeting with the PRESS: "That doesn't happen or at least it shouldn't happen, if you're running your campaign at all well.

... There's no way that kind of money from this campaign goes to anything else without my knowing about it." The OAL will also hear 10/20 a second complaint filed by Whitman "asking that recent visits to New Jersey by President Clinton and his cabinet be billed to Florio's campaign" (Hooker, ASBURY PARK PRESS, 10/15). Glading "said the appearances by Clinton and his cabinet members were not political events" and that "audits of previous campaigns had not challenged expenditures" like these (McNichol, Bergen RECORD, 10/15). Whitman dir. Ed Rollins: "This is proof positive that Jim Florio will violate any rule or regulation to win an election" (Whitman release, 10/14).

WHITMAN AD REAX: N.Y. TIMES' Nordheimer on a new Whitman TV ad which charges the Florio admin. with "corruption" (see HOTLINE 10/14): "What's new here is the odor of corruption. ... While mention of the two grand juries is fair game, equating them with proof of corruption is not, and Mrs. Whitman's pledge 'to clean up state Government' not only lacks specifics but means little without evidence that it is dirty" (10/15).

The debate

A challenge refused,
a challenger revived ^{HN} 10.9.93

Armed with unexpected support for her controversial economic package and plenty of offensive fodder about ethics and jobs, Christie Whitman came out swinging Thursday night and scored a victory in the first of two debates against Gov. Jim Florio.

The Republican challenger kept Florio on the defensive most of the night, delivering a knockout punch with her end-of-debate offer to end all negative advertising — an offer Florio at first ignored. Then, when pushed by a moderator, he — incredibly — denied using negative ads.

Presumably there are those who do not consider melons being blasted by automatic rifle fire negative, but then there are also some who like to pay taxes. Beauty is in the eye of the beholder.

And to Florio, beauty has been to attack Whitman on anything and everything — assault weapons, crime, taxes and, of course, her background as a wealthy “out-of-touch” aristocrat.

What the governor failed to do Thursday was defend his own record and, especially, put forth a credible, specific plan for the future.

Whitman, on the other hand, stood by her proposal to cut taxes by as much as 30 percent over three years while cutting state expenditures by a corresponding amount. The plan has been sharply criticized from all sides, from those calling it a rehash of Reagan’s “trickle down” economics to those who see it merely as the empty promise of a desperate candidate.

Thursday morning, however, Whitman was given a surprising boost by an economic analysis appearing in The New York Times that drew parallels between Whitman’s plan and those successfully instituted in Michigan and Delaware, among other states.

The gist of the article was that the New Jersey law requiring a balanced budget will force the state to cut spending, and the governor’s line-item veto will provide Whitman the tool to do so. And we all know there is plenty of bureaucratic fat to be trimmed.

What we do not know is where she intends to do the cutting. She has given no hints — except to stop buying Adidas sneakers for state prisoners. As Florio said, \$1.5 billion is a lot of sneakers. We need to know more.

From Florio we need more about his plans and less about Whitman’s perceived weaknesses. In his State of the State speech last winter, Florio talked about rebuilding the inner cities, saving what is left of the state’s wilderness, making New Jersey a center for high-tech industry, and turning our public schools into the nation’s finest. Those themes were missing Thursday.

The 13 percent lead the polls have been giving Florio is likely to tighten up over the next three weeks. More performances such as Thursday night’s guarantee it.

Whitman kept Florio on the defensive by sticking to the high road.

**Herald
& News
10.9.93**

HOTLINE 10/8/93

NJ GOVERNOR: WHITMAN STICKS TO HER GUNS IN DEBATE

PHILA. INQUIRER's LeDuc, Mondics & Lowe, under header "Whitman, Florio talk on the mild side," report in the first televised debate between Gov. Jim Florio (D) and Christie Whitman (R) the two "finally put on the gloves to go after one another -- but they were kid gloves. While each challenged the other on ethics, taxes and dirty campaigning, the hour-long exchange featured no knockouts." Florio "managed to lay into" Whitman's tax cut proposal as "pie in the sky." And he "managed to contain his natural aggressiveness when debating, though it seemed just below the surface waiting to surge out." Whitman made her "strongest attack yet on several ethical concerns confronting Florio's government," and though "while not dealing the kind of decisive blow against Florio that might have given her campaign a surge in the polls, Whitman did appear confident. She was in control of her facts, she was facile and she did nothing to damage her credibility" (10/8). Bridgewater COURIER-NEWS' Politano writes Whitman "did a credible job ... but it probably didn't do much to help her campaign." Rutgers' Stephen Salmore, also a GOP consultant, "said Whitman's performance may be too late," citing recent polls: "In a sense she was the winner because she wasn't a ditz and out to lunch. ... She didn't look like the deer in the automobile headlights. She may have stopped people from saying she's out of it" (10/7). "Neither candidate broke any new ground, but the League of Women Voter's debate gave viewers a rare glimpse at an unrehearsed and increasingly more aggressive Whitman" (Smith, A.C. PRESS, 10/8). TRENTON TIMES' Stile: "At times, Florio had [Whitman] on the defensive. He attacked her for her position that would remove some firearms from those on his list of banned assault weapons" (10/8). Newark STAR-LEDGER's Wald writes the candidates "challenged each other's ethical standards." At the end of the debate Whitman "challenged Florio to agree to change the focus" of his TV ads to just "positive" messages. Whitman, too, is running commercials more critical of Florio than about her. The governor rejected the invitation" (10/8). Post-debate spin from Florio consultant/rap-master Paul Begala: "Oh somewhere the NRA's laughing, somewhere the Republicans shout, but there is no joy in Far Hills; Christie Whitman has struck out" (A.C. PRESS, 10/8).

LATEST POLLS: A KYW-TV/BURLINGTON CO. TIMES poll, conducted 10/4-6 by Political/Media Research, surveyed 807 likely voters; margin of error +/- 3.5% (10/8).

			ASBURY PARK				Bergen		WCBS/NYT		
PMR			PRESS				RECORD				
10/4-6			9/30-10/2				9/30-10/3		9/20-26		
Florio	47%		47%				50%		56%		
Whitman	38		34				37		34		
PMR	ALL	6/93	MEN	WOM	BLK	WHT	GOP	DEM	IND	No. NJ	So. NJ
Florio	47%	37%	44%	50%	83%	42%	22%	72%	39%	45%	49%
Whitman	38	43	43	33	7	42	59	16	43	38	36
Undec.	15	20	13	17	10	16	19	12	18	16	15

FLORIO JOB	NOW	6/93		FAV/UNFAV	6/93
Excellent	4%	3%	Florio	47%/ 40%	32%/ 47%
Good	30	32	Whitman	30 / 35	25 / 16
Fair	39	33			
Poor	27	31			

IN THE SPOTLIGHT: ABC's Hickey: "There was a time when campaign promises to cut taxes guaranteed votes." Video of Bush from the '88 convention: "Read my lips." Hickey: "Not anymore. Voters across the country no longer believe it when they are told taxes will go down. Furthermore, taxpayers say some analysts, have come to accept they have to pay for government that works.

... Politicians nationwide are watching the New Jersey governor's race closely. It is a political barometer of what will work with voters" (10/7).

Whitman Plan to Cut Taxes: Experts Taking It Seriously

By SYLVIA NASAR

By most accounts, Christine Todd Whitman committed a colossal political blunder when she proposed a \$1.2 billion cut in income and business taxes for the financially strapped state of New Jersey. The states' editorial pages have heaped scorn on her plan and, according to polls, 70 percent of the state's citizens — including a majority of her fellow Republicans — simply do not believe that she can deliver on her promise to cut taxes.

But there is more to Mrs. Whitman's plan than an outlandish notion — even though her Democratic opponent, Gov. Jim Florio, promptly labeled it a "voodoo re-do," a reference to Ronald Reagan and supply-side economics. Mrs. Whitman is not promising something for nothing.

Unlike supply-side enthusiasts, who theorized that steep cuts in income tax rates would pay for themselves painlessly by spurring the economy, Mrs. Whitman says

A candidate says she will slash spending as she reduces taxes.

she intends to slash spending a dollar for every dollar of tax relief. She would follow the course of governors in other states who have struggled to turn back the rising tax tide.

The true test of Ms. Whitman's plan is precisely how she proposes to curb spending and finance the tax cut. And the task is even tougher than it appears. She says she is prepared to pare 4.5 percent from the current level of spending over the next 18 months, but, despite Governor Florio's doubling of the income tax, the next year's budget may already be \$1 billion or more in the red.

"The challenge for her is to say more

concretely how she can get there," said David Kehler, president of the Public Affairs Research Institute of New Jersey.

But many economists and state budget experts say the glib comparison to Reaganomics is misleading. They say that in some circumstances state tax cuts of similar scope have in fact curbed the growth of state government. And they say lower taxes and smaller government can improve a state's economic performance, provided that cutbacks do not jeopardize the quality of education or the state's infrastructure.

'Looks Very Doable'

"From what I've seen of the plan, it looks very doable," said Patricia A. Woodworth, Michigan's state budget director. "Given the magnitude of the program and the amount that needs to be saved, it looks not dissimilar to the kinds of things we've achieved in Michigan."

"I don't know anyone believes you'd shake the foundations of government if you did this thing," said Harvey Rosen, the chairman of Princeton University's eco-

nomics department and a specialist in public finance. "My attitude toward Whitman's spending reduction is the same as toward Gore's reinvention of government. If the political will is there, it can be done." He noted that New Jersey now spends more per citizen than most other states.

His colleague, David Bradford, who did a study on New Jersey's economy, said that a quarter-century ago, New Jersey was "well known as a state where it was good to do business." Increasingly, he said, "that's been reversed and nowhere more radically than by Florio."

To be sure, Ms. Woodworth is a political appointee in a Republican administration.

Professor Rosen headed the tax analysis office in the Reagan Treasury, and Professor Bradford was a member of President George Bush's Council of Economic Advisers. Both support Mrs. Whitman's tax cuts.

But regardless of political stripe, economists tend to agree that it makes no sense

Continued on Page B8

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NY Times Cont'd

Whitman Tax Cut: Experts Taking It Seriously

Continued From Page B1

to assume facetiously that in the 1990's things would work in a state capital as they did in Washington in the 1980's.

A 30 percent cut in income tax rates over three years may be, as one Whitman economic adviser put it, "Kemp-Roth dusted off." But the Whitman plan does not rely on rosy revenue assumptions. "I built in no supply-side revenue flows, no big spurts in income or revenue growth," said Lawrence Kudlow, who devised the Whitman proposal. Mr. Kudlow, chief economist for Bear Stearns, was a ranking aide to David Stockman, Mr. Reagan's first budget director.

Deficits Not Allowed

In Washington, of course, the Federal tax cuts never held down Uncle Sam's spending, as Mr. Stockman and other proponents predicted they would. But Steven Gold, director of the Center for the Study of the States in Albany pointed out that as governor, Mrs. Whitman could not run a deficit even if she wanted to. New Jersey's Constitution forbids it.

New York's experience may be relevant. A budget official in New York credits Gov. Mario M. Cuomo's \$2 billion tax cut in the late 1980's for curtailing the growth of government even though the final round of tax reduction was canceled when the recession hit. "The changes in the tax law and threat of future changes have served as a brake on spending growth," the official said.

And unlike President Clinton, the governor of New Jersey is armed with a line-item veto and clear authority to withhold spending.

"It's a question of political will," said Feather O'Connor Houstoun,

who served as New Jersey's treasurer for eight years under Gov. Thomas H. Kean. The governor of New Jersey has remarkable power, she said. "The question of whether it's an exercisable control or not gets back to the reasonableness of what the money needs to be spent on."

Political Skills

In that light, New Jersey voters have to judge whether Mrs. Whitman has the political will, and the political skills, to put through substantial cuts in state government, or whether, to the contrary, the benefits of keeping taxes and government about the same size as when Governor Florio took office outweigh the costs.

As for potential benefits, Mrs. Whitman argues that cutting taxes on

early 1980's and again in the late 1980's.

Delaware's first round of tax cuts was as ambitious in magnitude as Mrs. Whitman's, reducing state revenues by roughly 3 percent the first year. Though Gov. Pete du Pont's plan was enacted while the economy was expanding, the actual cuts took place during a harsh recession. The state, which had run chronic deficits for a dozen years, balanced its budget partly with cuts and partly by dipping into a rainy-day fund.

"We did benefit, and the benefit was also perceived by those who kind of felt forced into supporting it," said Weston Nellius, then Delaware's Secretary of Finance. "The whole business climate of Delaware turned around." And its economy, weathered the recession better than surrounding states, he said.

Of course, it is hard to say whether something that worked in one state would work in another. While studies of tax changes at the Federal level suggest that their net effect is small, the few statistical studies of how changes in state income tax rates affect the states' economies have found that low tax rates promote growth, though how much growth remains unclear.

"It's easier to move from New Jersey to New York than it is to move from New Jersey out of country," said Professor Rosen. "Therefore, it makes it a heck of a lot more plausible that taxation can affect the level of activity in the state."

Cuts in business taxes — including a corporate tax surcharge, a truckers' tax and a telephone tax — account for about a third of the Whitman tax-cut proposal, although they have so far received little attention. Research studies have shown that businesses really do look at taxes in deciding where to locate. A new

study, for example, has found that when foreign businesses locate in this country, they are very conscious of a state's tax environment. "It makes the story about growth more plausible," Mr. Rosen said.

Comparable Cuts

According to Ms. Woodworth, the budget director, Michigan's budget was cut by a comparable amount, closing mental hospitals, double-bunking prisoners and imposing a state hiring moratorium and a pay freeze. The state did not, however, squeeze education spending.

In Massachusetts, Gov. William F. Weld, who refused to raise taxes to balance the budget, cut spending by 6.5 percent. "We didn't have the ability to give tax relief other than repealing the state sales tax on services and making sure that the scheduled income tax cut went through," said Dominick Slowey, assistant secretary for administration and finance. Spending was shifted toward infrastructure, job training and preventive health services, he said; this year the state is cutting business taxes.

At least one study has found that whether tax cuts help or hurt an economy can depend on how the budget is cut. If both taxes and benefit programs are cut simultaneously, the spur to income growth can be substantial. But if taxes are cut and so is spending on education and infrastructure, growth can actually slip.

"One of the things that attracts employers to New Jersey is a well-educated work force and good infrastructure," said Alan Krueger, a labor economist at Princeton. "I'd want to be assured that the cuts aren't going to affect those."

Is a candidate's plan to reduce taxes a 'voodoo re-do' or 'doable'?

personal incomes and businesses is the cure for the state's lagging job growth and an exodus of manufacturers. While experts say her claim that the tax cuts would create 450,000 new jobs is absurd — that figure is more than the number of unemployed people in the state — several said lower taxes could improve the economy's health.

Mr. Gold is skeptical of Mrs. Whitman's proposal because she has yet to outline specific cuts, but he pointed out that a similar tax cut program worked in Delaware. That state slashed its income tax rates in the

NY Times
could

REVIEW & OUTLOOK

It's the Economy, James

President Clinton's campaign strategist, James Carville, has been crowing lately that tax cutting is politically dead. Mr. Carville points to New Jersey, where another of his clients, tax-raising Governor Jim Florio, has pulled ahead of Republican challenger Christie Whitman, who recently staked her comeback chances on a good tax cut.

It's only natural that Mr. Carville would want to kill tax cutting, of course, since in 1996 he'll be defending Mr. Clinton's tax increases. There's nothing like disarming your opposition before the war, and Mr. Carville's New Jersey strategy may be something of a dry run for 1996. November's New Jersey outcome may indeed offer national lessons, though perhaps not the ones Mr. Carville is spinning now, a month before anyone votes.

So far, we'd say the contest shows that a brassy incumbent governor with a take-no-prisoners strategy can get a leg up on a challenger who hasn't yet convinced skeptical voters she stands for very much, or would actually deliver what she promises. Mr. Florio's re-election plan has been to defend his own tax hike as an act of courage, then quickly change the subject to cutting up Mrs. Whitman. Mr. Carville has Mr. Florio snickering at Mrs. Whitman's well-to-do background, carping about welfare, and hyping gun control, as if you could solve New Jersey's crime problems by enacting the gun-control laws already on the books in the Bronx or Washington, D.C.

He's been able to get away with this because Mrs. Whitman has let him. The Republican in effect took a long summer vacation, while Mr. Florio pounded away at her innocent if unwise visit to a gun store. Then when Mr. Florio touted welfare reform, Mrs. Whitman called the proposal "degrading." Mr. Florio's latest TV ad says that "on welfare reform," Mrs. Whitman is "out to lunch." Thus, on both crime and personal responsibility, Mr. Florio has managed to get to Mrs. Whitman's right.

It's been fascinating to watch Mr. Carville try to make the Jersey race a contest about "values." Only a year

ago, in the presidential race, the Carville motto was, "It's the economy, stupid." This year, it's anything but New Jersey's dreadful economic record the past four years.

Mrs. Whitman was trying to shift the debate back to the economy by offering her three-year, 30% tax cut plan late last month. As we said at the time, her plan makes sense both as policy to escape the tax austerity trap and as politics to target Mr. Florio's biggest weakness. New Jersey boomed in the 1980s, only to suffer more in the past four years than the rest of the U.S., losing some 277,000 jobs while the nation gained 3.2 million. You can argue about "voodoo economics" nationally, but there is little room for doubt that keeping a state's tax rate low will help its economic development.

But Mrs. Whitman is having a hard time overcoming the cynical attitude voters now take to any political promise. Especially so in New Jersey, where residents not only saw George Bush break his no-new-tax pledge, but Governor Florio himself boost taxes immediately after a campaign in which he said he saw no need to do so.

She hurt her own case by waiting so long to offer her tax plan, thus making it seem opportunistic. And as recently as June, Mr. Florio had tripped her up by flirting with a tax cut floated by the state's GOP-controlled legislature. Mrs. Whitman denounced that tax talk as a mere election ploy, a remark Mr. Carville has replayed in ads attacking the Whitman tax cut. Worse yet, Republicans won both houses of the state legislature in 1991 in reaction to Mr. Florio's promise-breaking, but have since reneged on their promise to allow referendums. Recently the state Senate balked at term limits, which Mr. Florio shrewdly claims to support.

With a month left in the campaign, the polls show that voters dislike Mr. Florio enough that Mrs. Whitman still has a chance. Some of her advisers now want her simply to tear the bark off Mr. Florio, but we doubt this alone will get her to the finish line. Far from giving up on tax cuts, she has to persuade voters she's serious about them.

If she fails, some Republicans may conclude they should forget about cutting taxes, which would certainly make Mr. Carville's day. Our own judgment is that voters can still be persuaded, but only by a candidate who seems to believe what she or he says.



Christie Whitman

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ST.

JOURNAL

10-7-92

HOTLINE 10/7/93

NJ GOVERNOR: FLORIO WINNING MESSAGE BATTLE ON ECON, CRIME
An ASBURY PARK PRESS Poll, conducted 9/30-10/2, surveyed 545 likely voters; margin of error +/- 4.3%. Tested: Gov. Jim Florio (D) and GOP nominee Christie Whitman.

	ASBURY PARK PRESS 9/30-10/2	9/93	Bergen RECORD 9/30-10/3	WCBS/NYT 9/20-26
Florio	47%	42%	50%	56%
Whitman	34	36	37	34

ONE CANDIDATE HAS PROPOSED A 30% TAX CUT OVER THREE YEARS.
HOW DO YOU THINK IT WOULD AFFECT STATE SERVICES?
Serious effect 35% Minor effect 37% No effect 15%

"Continuing a recent trend," Florio did better among women 51-30%. Rutger's Stephen Salmore: "As long as the governor's numbers are 50 percent or below, there's still time [for Whitman] ... that means half the people in the state still want a new governor" (DeMasters, PRESS, 10/7).

DEBATE EXPECTATIONS HIGH: The first of three debates (the second 10/19, 3rd 10/24) will be held tonight. The forum is sponsored by the League of Women Voters and will air on NY and Phila. TV stations. C-SPAN will air a tape delay tonight. Bergen RECORD's Kiely: "Can Whitman, who trails Florio in most polls by double digits, use the debates to dispel doubts about her sweeping tax-cut plan? Can Florio, who was once given up as politically dead, persuade voters that his unpopular \$2.8 billion tax increase three years ago, was necessary?" (10/7). PHILA. INQUIRER's LeDuc: "For Florio, there is the danger of his old arrogance -- the same hubris that pushed a massive tax increase past a reluctant Legislature -- showing through. For Whitman, whose credibility in low in the polls, there is the danger of making a mistake that would cause further erosion" (10/7). TRENTON TIMES header: "Pressure on Whitman in TV debate" (10/7). PRESS' DeMasters: "[Whitman] is expected to emphasize her tax cut proposal and Florio's 1990 tax increase in an attempt to regain ground lost." The debate is "considered to be the pivotal point in the campaign" for for Whitman. Rutgers' Thomas Hartmann, also a Dem consultant: "If her debating style is a winner, it will have impact. ... But it is hard to debate an incumbent, especially someone like Florio. ... She has to hope he makes a mistake" (DeMasters, PRESS, 10/7).

CONFLICT OF INTEREST? While Whitman was a member of the Somerset Co. Board of Freeholders, she "voted to put millions of county funds in a bank which she and her relatives had a financial interest." Whitman spokesperson Carl Golden "said the candidate had gotten permission to do so from the Somerset County counsel. And the county finance director said it was his decision on where the money was placed, not Whitman's": "She had nothing to do with the banking relationship between the county and Somerset trust. Never once has [Whitman] or any of the freeholders interfered where we put money." What Whitman voted

on was a yearly resolution "citing that banks that would hold various county funds." Florio spokesperson Jo Astrid Glading: "Mrs. Whitman could have easily avoided this conflict of interest, which she chose not to do. ... All she had to do is abstain." The story was first reported by the Courier News of Bridgewater (Kruse, PRESS, 10/7).

LOOKING IN: W.S. JOURNAL editorial: "So far, we'd say the contest shows that a brassy incumbent governor with a take-no-prisoners strategy can get leg up on a challenger who hasn't yet convinced skeptical voters she stands for very much, or would actually deliver on what she promises" (10/7).

THE STAR-LEDGER, Tuesday, October 5, 1993

Whitman 'clips' away at past Florio promises

By DAVID WALD

Republican gubernatorial candidate Christine Todd Whitman went to the videotapes yesterday and accused Gov. Jim Florio, the Democratic incumbent, of misrepresenting the state's fiscal situation when he first took office in 1990 and sought \$2.8 billion in higher taxes.

Whitman, at a news conference in Trenton, borrowed one of the Florio campaign's prime techniques this fall, comparing present-day campaign rhetoric with past statements and old newspaper clips.

Usually, it is the Florio campaign bird-dogging Whitman's campaign.

Whitman played brief video excerpts of a Florio appearance in July on New Jersey Network's New Jersey Tonight to make her case, while two Florio campaign staffers filmed and recorded her every word in a crowded Statehouse conference room.

The Republican nominee for governor accused Florio of "not telling the truth" about the need for higher taxes to balance the state budget in 1990 and 1991 and to meet a New Jersey Supreme Court decision to spend more money for schools in poor urban areas.

Whitman said Florio has been exaggerating the size of the projected deficit he faced when he took office in 1990.

Whitman brought along a trio of GOP legislators who serve on the Senate and Assembly budget and appropriations committees to bolster her case. Whitman, who has pledged to cut state income tax rates for most taxpayers by 30 percent over the next three years, said Florio's tax hikes were unnecessary and harmed New Jersey's economy.

"He didn't have to raise taxes. He wanted to raise taxes in order to increase spending," Whitman declared. She went on to predict that Florio would seek higher taxes again if he is re-elected to a second term.

Whitman noted that Florio has refused to pledge not to raise taxes. The Governor has said he can make no guarantees about the future. But Whitman again also refused to make a no new taxes pledge, despite the fact she says her top priority is to cut taxes. "My whole proposal is tax cutting. I am not looking to raise them," she said. "If I raise taxes, I'm lying."

But she said she would not sign any paper pledge not to hike taxes because she has never done so.

Jo Astrid Glading, a spokeswoman for Florio's campaign, said it was "at best disingenuous, at worst dishonest" for Whitman, in a new televi-

GOP candidate faults Governor for myths behind tax hikes in '90

she won't take "the pledge" either.

Glading said in the fall of 1990 when Whitman was running for U.S. Senate, the Republican conceded that \$1.5 billion in higher taxes was needed to balance the 1991 state budget and to meet the court order to spend more money on urban schools.

Whitman has argued she can cut income tax rates 10 percent a year for three years for most taxpayers by cutting \$1.2 billion out of the state budget in the first 17 months of her administration. She has not been specific on the cuts that would be made. She says "management reforms," a cut of \$250 million in the present budget and limiting the growth in state spending to 3 percent would provide room for the tax cuts.

At the same time yesterday, Whitman said she could handle the built-in \$1 billion deficit in the next fiscal year budget with cuts in spending and be-

FILE COPY

Star
Ledger

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cause she believed current state revenues will grow at a rate of 6 percent next year. The so-called "structural deficit" of at least \$1 billion comes from the fact that this year's budget was balanced with one-time revenue sources. "There's no magical structural deficit that will come back year after year," she said.

She said there was no reason not to expect voters to be "skeptical" about her fiscal plan, but she argued she has been more forthcoming than Florio. Whitman said Florio has presented two faces to voters-Gov. Florio and candidate Florio.

She said that while Florio claims he faced a \$3 billion budget deficit when he took office, the gap was \$590 million. Whitman noted Florio's first state treasurer, Douglas Berman, reported to the Legislature in May 1990 that spending cuts, a job freeze, and the deferral of capital construction

projects had filled that gap and the state would end Fiscal Year 1990 with a \$1 million surplus.

Whitman charged Florio never cut spending by \$2 billion, but developed that figure by slashing his own cabinet officers' "wish list."

Berman was Florio's 1989 campaign manager and is now a consultant to the re-election campaign. Berman left the treasurer's office in 1992.

Whitman also said Florio jumped the gun on school finance reform, seeking higher income taxes in May before the Supreme Court in June called for more money to be spent in the state's urban districts. She said the court decision did not require a completely new finance formula as Florio has argued and said new aid could have been phased in over a five year period.

The Republican nominee also charged it was hypocritical for Florio to say he has balanced three state budgets without higher taxes since the 1990 tax hike. "That was not a one-year tax increase," she said. "We have been paying that tax increase every year since it went in."



(Photo by Frank DiGiacomo)
Republican gubernatorial candidate Christine Todd Whitman plays video excerpts of Gov. Florio's appearance in July on New Jersey Network's New Jersey Tonight to make a point during a Statehouse press conference. Looking on is Assemblyman Richard Kamin (R-Sussex)

Star Ledger ends.

Florio Runs Right Back Into New Jersey Contest

Republican Whitman Offers Tax-Cut Plan in Bid to Stop Democrat's Recovery in Polls

By Thomas B. Edsall
Washington Post Staff Writer

CLARK, N.J., Sept. 21—The package of tax and spending cuts Republican Christine Todd Whitman proposed today was more than the usual campaign promise. It was what many believe to be a critical chance to save a faltering challenge of Democratic Gov. Jim Florio.

In the private assessments of a number of Democrats and Republicans, the reception of Whitman's economic program this week will be crucial in determining the direction of the New Jersey gubernatorial campaign in the closing weeks. She has saved much of her money for a television blitz to accompany the announcement, and the Florio campaign is stepping up attacks on her credibility.

"This is a bloody battle," Whitman strategist Edward J. Rollins said. "They will try to blow her up as an acceptable candidate, and we are going to keep the focus on him and his policies."

Florio has outflanked the Whitman campaign with a sharp move to the right on such social issues

as crime and welfare, and Whitman is trying to get the debate back to the massive job losses New Jersey suffered in 1990, about the time Florio pushed a \$2.8 billion tax increase through the legislature.

"Make no mistake: New Jersey is in a crisis," Whitman said during a nearly hour-long news conference here. "There is a poison in our economic bloodstream, and we must administer the antidote."

The Whitman economic program, which would target tax cuts to members of the middle class with incomes from \$20,000 to \$80,000 and eliminate state income tax liability altogether for 340,000 working-poor people, was designed in part by Lawrence Kudlow, associate director of the Office of Management and Budget in the Reagan administration, and Malcolm "Steve" Forbes, son of the deceased business magazine publisher.

The Florio campaign has labored to paint Whitman as rich and out of touch. To avoid charges that she is proposing a tax cut for her own benefit, the millionaire Whitman said she and her husband

would donate whatever money they save to a charitable foundation.

The Florio campaign denounced the Whitman proposal as "welfare for the rich" that would give a \$4,000 tax cut to families making more than \$300,000 a year and just \$350 to a middle-class family making \$50,000 a year. "How does her plan differ from Reaganomics?" asked Florio spokeswoman Jo Astrid Glading.

Republicans nationally have been banking on a Whitman victory to help build the political case against President Clinton and his decision to raise taxes. Today, Whitman declared: "New Jersey can send a message to Bill Clinton and Jim Florio. New Jersey is not a punching bag. And we are ready to punch back."

But recent newspaper polls show Florio with a lead of between 6 and 9 percentage points, which most observers see as a testament to the weakness of the Whitman campaign. Two years ago, Florio's favorability ratings were among the lowest in the history of the state.

With a smile that infuriated voters, Florio pushed through the massive tax increase that may well

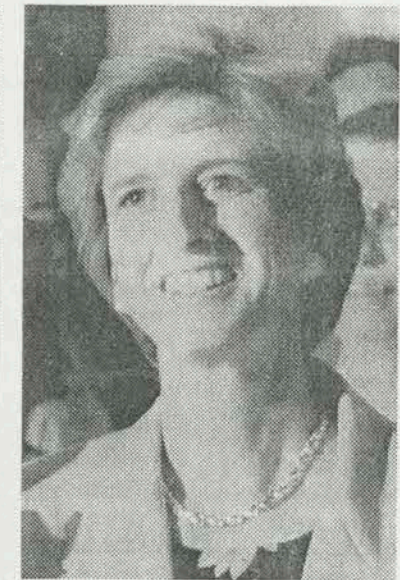
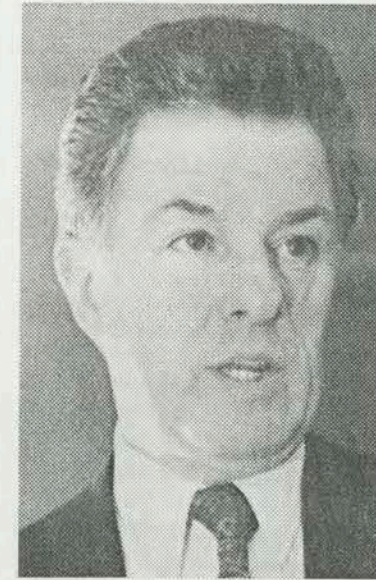
have helped turn the national recession of 1989-90 into a 42-month local disaster. From March 1989 to September 1992, New Jersey lost 284,000 jobs. "The state has not experienced that scale of decline since the Great Depression," said James W. Hughes, assistant dean of the school of Planning and Public Policy at Rutgers.

But interviews with working- and lower-middle-class voters in Woodbridge, a suburban community that led the revolt against the Democratic legislature in 1991, found little of the outrage that produced a virtual Republican realignment that year.

"I've been very unhappy with the taxes, being retired and a single widow, it's very hard," said Anne Toke. She and her daughter-in-law Charlotte are, however, giving serious consideration to voting for Florio.

Jim Karol, who has worked for the local school system for 29 years, believes his "taxes are sky high, you can't afford to live in Jersey, you can't live in the state." But, he added: "I could vote for the guy."

In a sustained summer-long assault, the Florio campaign has



Gov. Jim Florio (D), reeling after 1990 tax increase, has outflanked Christine Todd Whitman (R) with more conservative social policy stands.

touted his record on the environment, welfare and automobile insurance reform and has prevented Whitman from gaining control of the campaign agenda. The assault is designed to portray Whitman as an indecisive liberal and Florio as a tough-minded chief executive willing to challenge his own party's ideological dogma on crime and welfare.

Florio's welfare reforms would require women to identify the fathers of their children or risk ineligibility. Whitman initially blasted the initiative as a "cruel, heartless and vicious approach to a major social issue," that capitalizes on

the "most vicious stereotype" of a welfare recipient. But more recently she has shifted gears, saying she would support some penalties for welfare mothers who do not help establish the paternity of their children.

When Florio signed legislation requiring mandatory sentences for carjackers, he declared: "Any thug who yanks open a car door and tries to grab the wheel will go to jail. Count on it." Whitman said, "I oppose at this point in time an extension of mandatory minimum sentencing. . . . Mandatory minimum sentencing has not done what we hoped it would do."

HOTLINE 9/22/93

NEW JERSEY GOVERNOR: WHITMAN ANNOUNCES ECONOMIC PLAN

"Denouncing" Gov. Jim Florio's (D) '90 tax increase as the "poison" in NJ's economy, GOP nominee Christie Whitman "staked her candidacy for governor on a promise to cut the income tax and other taxes by 1.5 billion over the next three years." While Whitman "offered detailed timetables for which taxes would be cut over a three-year plan, she gave few details on which programs would have to be cut to make up for lost revenue, as Florio was quick to point out." For Whitman, "the decision to propose deep tax cuts after months of hedging over whether the state could afford them marked a return to the anti-tax stance she took in 1990 against" Sen. Bill Bradley (D). "Coupled with the Republican Legislature's 1992 sales tax cut, Whitman's economic program would roll back about two-thirds of the Florio tax increases, and cut income tax rates below the levels contained in the original 1976 income taxes for families making \$50,000 or less and individuals earning up to 35,000." Whitman: "I suspect the first thing the governor will do is to accuse the Whitmans of giving themselves a tax break. ... To dispel any accusations he makes, my husband and I will donate to charity whatever tax savings we receive." Whitman "expects to save \$460 million over the three budget years by limiting the annual growth in state spending to 3 percent, as compared to the 6 percent average growth. ... But before the news conference was over, Florio aides were handing out fliers pointing out that savings added up to \$430 million" (Magyar, ASBURY PARK PRESS, 9/22).

"TELEPOLL": A WCAU-TV (Phila.) poll, conducted on 9/20 (5pm to 8pm), surveyed 541 likely voters; margin or error +/- 4.5%: Florio 48%, Whitman 41%, 11% undecided (AP, 9/22).

HOTLINE 9/20/93

NEW JERSEY GOVERNOR: FLORIO AHEAD IN TWO NEW POLLS

An ASBURY PARK PRESS/Central Jersey HOME NEWS poll surveyed 652 likely voters 9/9-12; margin of error +/- 3.8% (9/19). A Newark STAR-LEDGER/Eagleton poll, surveyed 801 adults 9/10-15; margin of error +/- 4%. Tested: Gov. Jim Florio (D) and GOP nominee Christie Whitman. The Bergen RECORD poll was conducted 9/7-12 (see HOTLINE 9/15).

	ASBURY PARK		STAR-LEDGER		Bergen RECORD
	NOW	8/93	NOW	6/93	9/15
Florio	42%	37%	47%	48	43%
Whitman	36	38	38	43	43

HOTLINE 9/15/93

NJ GOVERNOR: RENO TOURS W/FLORIO; WHITMAN RAISES QUESTIONS

"Guns, violence in the schools and crime in the streets were the themes of the trip that took" AG Janet Reno and Gov. Jim Florio (D) on a trip from Hackensack to Trenton. "Although she was appearing on behalf" of the Clinton admin, "Reno said she was not in the state to help Florio in his bid for re-election." Clinton is "expected to help Florio in his re-election bid as much as possible, including sending in surrogates." Reno "would not comment on criticism about her visit by" GOP nominee Christie Whitman, who "said Reno's visit was inappropriate since the U.S. Justice Department is investigating bond sale practices of the Florio administration and the potential involvement of Florio's former chief of staff." Reno: "I keep politics out of investigations." Florio is "using his ban on semi-automatic weapons as a mainstay of his campaign and proof of his 'tough on crime' stance. He fought hard against Republicans and forces of the [NRA] when they tried to pass a bill that would have gutted the law" (De Masters, ASBURY PARK PRESS, 9/14). A Whitman release notes during Reno's confirmation hearings, she was asked by Sen. Paul Simon (D-IL) what she would do if invited to a political event or fund-raising dinner for a candidate or incumbent. Reno: "What I hope to do, with all my heart, is make my approach to this job as non-political as possible. If Mr. Chairman asked me to do that, I'd say, 'Why don't you find something else for me to do and let me try to be the nation's lawyer and stay out of politics.'" More from the release: "Obviously, that was before Ms. Reno was dispatched to [NJ] to campaign for the governor. And, just as obviously, that pledge taken in March was quickly forgotten" (9/13).

HOTLINE 9/15/93

NEW JERSEY GOVERNOR: IT'S STILL A DEAD HEAT

A Bergen RECORD Poll, conducted 9/7-12, surveyed 606 registered voters; margin of error +/- 4.5% (RECORD, 9/15).
Tested: GOP nominee Christie Whitman and Gov. Jim Florio (D).

	RECORD	ASBURY PARK	RECORD	STAR-LEDGER
MATCH-UP	9/7-12	8/12-14	6/27-7/1	6/10-16
Florio	43%	37%	39%	48%
Whitman	43	38	38	43

RECORD 9/93	MEN	WOM	DEM	GOP	IND
Whitman	49%	39%	18%	75%	30%
Florio	43	43	71	14	42

OUTRAGED: "Some" Jewish leaders "charged" that Whitman "trivialized the Holocaust by comparing it to" Florio's "plan to deny welfare to women who don't identify the father of their child." Joseph Bukiet, a survivor of three concentration camps who "said he was asked by Florio's re-election campaign to attend" a press conference, said the Holocaust "doesn't belong in party politics." Adding that Whitman "demeans the Holocaust. She takes it and makes it a mundane issue." On 9/9, Whitman responded to Florio's welfare proposal by saying: "What's the governor's next idea ... a program of tatoos for welfare mothers? A badge sewn onto their clothing identifying them as welfare recipients? ... How about an involuntary relocation program into camps?" (Leusner, Newark STAR-LEDGER, 9/14). N.Y. DAILY NEWS headline: "N.J. pol's 'Nazi' quip insulting, Jews say" (9/14).

HOTLINE 9/14/93

NJ GOVERNOR: RENO TOURS W/FLORIO; WHITMAN RAISES QUESTIONS

"Guns, violence in the schools and crime in the streets were the themes of the trip that took" AG Janet Reno and Gov. Jim Florio (D) on a trip from Hackensack to Trenton. "Although she was appearing on behalf" of the Clinton admin, "Reno said she was not in the state to help Florio in his bid for re-election." Clinton is "expected to help Florio in his re-election bid as much as possible, including sending in surrogates." Reno "would not comment on criticism about her visit by" GOP nominee Christie Whitman, who "said Reno's visit was inappropriate since the U.S. Justice Department is investigating bond sale practices of the Florio administration and the potential involvement of Florio's former chief of staff." Reno: "I keep politics out of investigations." Florio is "using his ban on semi-automatic weapons as a mainstay of his campaign and proof of his 'tough on crime' stance. He fought hard against Republicans and forces of the [NRA] when they tried to pass a bill that would have gutted the law" (De Masters, ASBURY PARK PRESS, 9/14). A Whitman release notes during Reno's confirmation hearings, she was asked by Sen. Paul Simon (D-IL) what she would do if invited to a political event or fund-raising dinner for a candidate or incumbent. Reno: "What I hope to do, with all my heart, is make my approach to this job as non-political as possible. If Mr. Chairman asked me to do that, I'd say, 'Why don't you find something else for me to do and let me try to be the nation's lawyer and stay out of politics.'" More from the release: "Obviously, that was before Ms. Reno was dispatched to [NJ] to campaign for the governor. And, just as obviously, that pledge taken in March was quickly forgotten" (9/13).

SENATE RACE

NEW JERSEY

Filing date:

April 14

Primary date:

June 7

Incumbent:

Frank Lautenberg (D)

POSSIBLE GOP CAND.	OCCUPATION	ISSUES
Jim Courter	Ex-Rep/Base Closing Commis.	???
Donald DiFrancesco	State Sen. Pres.	
Cary Edwards	Ex-AG/'93 Gov. Cand	
Bill Gormley	State Sen.	
Chuck Haytaian	Assembly Speaker	
Tom Kean	Ex-Gov.	Will not run.
Marge Roukema	U.S. Rep. (05)	
Dick Zimmer	U.S. Rep. (12)	

HOTLINE 10/22/93

NEW JERSEY: GOP HEAVY HITTERS EYING LAUTENBERG'S SEAT

ASBURY PARK PRESS's Magyar writes, "What could be the most high-powered field of elected officials" to run in NJ in decades could be assembling to challenge Sen. Frank Lautenberg (D), even without ex-Gov. Tom Kean (R) running. Assembly Speaker Chuck Haytaian (R) has decided to run, "although he won't admit it until after" the 11/2 election. Haytaian will "have an advantage raising" the \$6-8 million "needed to make a legitimate run at Lautenberg." In addition, a "strong Senate race would not hurt" his chance to run for gov. in '97 if Florio wins. If Haytaian runs, he "could very well face" two Reps. with "strong" GOP bases: Richard Zimmer (R-12) and Marge Roukema (R-05). "If Haytaian, Zimmer and Roukema all run from North Jersey, they could very well tempt" state Sen. Bill Gormley (R) "to pursue a 'Southern strategy'" (10/20)

National Republican Senatorial Committee

SENATOR PHIL GRAMM
CHAIRMAN

October 14, 1993

NEW JERSEY UPDATE: LAUTENBERG REELECT SINKS TO 25%

According to a poll taken by Political Media Research* October 4-6, 1993, with a sample of 807 likely voters and margin of error of 3.5%, only 25% of New Jersey voters polled wish to reelect Senator Frank Lautenberg. In addition, 49% of those polled would consider another candidate and 18% of the voters want him replaced. The same survey showed Lautenberg polling a 34% positive to 52% negative job performance rating.

The Cook Political Report placed Lautenberg's seat in the "Lean Democrat" category in August, when his favorable job performance numbers exceeded his unfavorables by 5 points. Now that his negatives outweigh his positives by 18 points, the nearly seventy year-old Senator has a long way to go before he faces his Republican challenger in June.

For more information regarding the New Jersey Senate race, please call Gretchen Purser at 202/675-6007.

*The client for the Political Media Research Poll was WKYW - TV.

HOTLINE 8/19/93

CAMPAIGN FINANCE: JACKSON CALLS REFORM THIS YEAR "DICEY"

CNN's Jackson examined the war chests of members in the Senate and the House, noting less was raised than at the same point in '91. Jackson reported campaign fundraising in the Senate for the first six months of '89 totalled \$29M, \$33M in '91 and \$25M in '93. In the House, \$30M was raised in '89 in the first six months compared to \$37M in '91 and \$36M currently in '93. Jackson on '93 totals: "That's surprising ... because it was expected that candidates would be raising money at an unprecedented rate for two reasons: A big freshman class came in, heavily in debt, and ... in the last election, for the first time since they've been keeping records, incumbents spent more money than they raised. ... They spent down their war chest and it was assumed that they'd be trying to replenish them."

JACKSON REPORTED THE TOP MONEY-RAISERS IN THE SENATE ARE:

Ted Kennedy (D-MA)	\$ 2.3 million
Dianne Feinstein (D-CA)	1.6 million
George Mitchell (D-ME)	1.5 million
Frank Lautenberg (D-NJ)	1.4 million
Pat Moynihan (D-NY)	1.3 million

IN THE HOUSE, THE TOP RAISERS ARE:

Joe Kennedy (D-MA)	\$ 509,361
Richard Gephardt (D-MO)	459,253
Newt Gingrich (R-GA)	364,664
Bob Carr (D-MI)	344,528
Alan Wheat (D-MO)	267,153

Jackson, asked if there are changes in the way PACs do business and spend money: "PACs seem to have given a little less this time and possibly for two reasons: One, fundraising is down generally. You're also hearing among some PAC managers a lot of grumbling. ... They say the members are giving speeches against us by day and raising money from us by night. Some PAC managers are simply sitting on their money and not giving it to candidates, to incumbents who are voting against them -- voting for campaign finance legislation. ... There is also some preparation for a day which some PAC managers see as inevitable when PACs will be either eliminated or severely restricted. For example, the Realtors [PAC], always one of the biggest, has given less money this time and they are retooling themselves. They have tentative plans to refocus some of that money ... not on giving it to candidates, but buying advertising that would advance their issues." Asked if campaign finance reform movement will occur this year: "It's getting to look very dicey. ... Most members of the House hate the bill that the Senate passed. ... Also the agenda for the Congress is very heavy this year. ... So prospects are not terrific right now" ("Inside Politics," 8/18).

05-21-93 09:30 PM FROM [REDACTED]

FOUO

MEMORANDUM

TO: SENATOR DOLE
FR: BILL THORNE, NRSC
DT: MAY 21, 1993
RE: NEW JERSEY TRIP

The following is background information for your trip to New Jersey:

POLITICAL ENVIRONMENT

The nation's ninth most populous state, New Jersey has evolved from the "red headed step child" of the northeast to one of the most economically, socially, and politically diverse states in the region. In the last dozen years, New Jersey's growth has usually tracked the nation's and occasionally led it. The number of jobs in the first seven years of the '80s grew a sharp 17% and, even more important, the mix changed: New Jersey lost 104,000 manufacturing jobs but gained 181,000 in sales and 271,000 in services.

For the first census year since 1840, New Jersey in 1990 had more people (7.7 million) than metropolitan New York City (7.3 million) and urban Philadelphia (5.9 million), both which border the state. Furthermore, New Jersey was generating more new jobs than either New York or Pennsylvania; job growth in the past has been inextricably linked to New Jersey's sister states. Without a doubt, New Jersey has developed a sense of identity and pride, ranking among the top half-dozen states in high-tech businesses and Hispanic population.

The problems facing New Jersey are those which any high-growth state would suffer -- waste disposal, aging infrastructure, and greater demands education and government services. To address some of these problems and a \$3 billion budget deficit, newly elected Governor Jim Florio proposed a tax package in 1990 that sent his popularity plummeting and gave the Republicans control over both the State House and Senate. The timing could not have been worse; the early 1990 recession had already reversed the fortunes of the financial services industry, depressed real estate markets, and cut job growth to zero and below. Florio may have recovered somewhat from his dismal job rating of 18% -- in September of 1992 he enjoyed a 35% job approval rating, 63% disapproval, with a ranking of 34th among the 50 governors.

There are three Republicans vying for the 1993 GOP gubernatorial nomination and general election, with Christie Todd-Whitman leading in the polls, followed by former state Senator James Wallwork and ex-Attorney General Cary Edwards. As you may be aware, Whitman was the 1990 Republican senate nominee, nearly unseating Bill Bradley in the first of several elections in which New Jersey voters protested Florio's policies.

08-11-92 01:18 PM FROM [REDACTED]

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Separately, Edwards, the appointed Attorney General in the Kean administration, ran for Governor in 1989 but was defeated in the primary by former Congressman Jim Courter.

Both parties have been plagued by controversy in the gubernatorial race. For the Republicans, it has been "nannygate," with both Whitman and Edwards admitting that they too suffered from the same problem as Zoe Baird. For Florio, there has been several ethical allegations regarding his Chief of Staff. Republicans have called on Florio to dismiss his COS, but Florio has refused.

FRANK LAUTENBERG

A self-made millionaire, Lautenberg began his political career as a Democratic moneygiver and member of the Port Authority board. He began his business, Automatic Data Processing, in 1952 which now employs over 20,000 people and processes the payroll for one of every 14 non-government workers in the country.

In 1982, Lautenberg ran in a crowded field for the Senate seat temporarily held by caretaker Nicholas Brady, appointed by Governor Kean after the resignation of ab-scandicted Senator Harrison Williams. Highlighting his high-tech business experience, he spent \$5 million of his own money to beat several professional politicians in the Democrat primary and upset Republican Congresswoman Millicent Fenwick, 51% - 48% in the general. The high-profile 1988 race against Heisman Trophy winner and brigadier general Pete Dawkins was one of the most expensive in the country, with both candidates spending a combined \$14.9 million. Dawkins was hurt by his own mis-statements and a very effective ad campaign by Lautenberg -- with campaign manager James Carville -- late in the race, leading to a 54% - 46% victory.

Lautenberg is an unabashed liberal who believes that government helped him work his way up from poverty. His hallmark legislation mostly concerns the aviation and transportation industries, hardly high profile among his New Jersey constituents. Frank Lautenberg is perennially weak politically, but two things must be remembered: first, he has great resources that he can and will expend. Secondly, Lautenberg has run very effective campaigns. His 1988 race was managed by James Carville, though we understand that he and Carville have had a falling-out and that Carville will not be involved in the 1994 campaign.

GOVERNOR TOM KEAN

Tom Kean proved to be New Jersey's most popular governor since his ancestor William Livingston was elected to the office in 1776. Although he only won his first race (against Jim Florio) in 1981 by 1,797 votes, Kean was re-elected overwhelmingly in 1985, carrying every county and winning 70% of the vote. He carried the black vote against Peter Shapiro who, as Essex County Executive, represented half the blacks in the state.

05-01-93 00:38 PM FROM [REDACTED]

P004

Kean took command in the state where the governor dominates government; he is the only official elected statewide, appoints the attorney general and all county prosecutors, and can fiddle with the budget even after the legislature passes it. Kean built highways, started a clean water environmental trust fund, and spent \$8 million yearly on TV ads to attract tourists.

Kean's detractors say that he spent the state into budgetary crisis, leaving Florio with few options but to propose and pass his tax package. Others have said that Kean was a "poll-obsessed" politician who was a great salesman but a mediocre governor. Regardless, Governor Kean -- now President of Drew University -- would be a formidable candidate against Lautenberg.

CONGRESSMAN DICK ZIMMER

Representing west central New Jersey, Dick Zimmer was first elected in 1990 after a bruising a primary battle and a relatively easy general election against Democrat Marguerite Chandler (64% - 31%). Jim Courter originally held this seat but retired after losing the 1989 gubernatorial race to Jim Florio.

Zimmer, a former state senator, was the head of New Jersey Common Cause in the 1970s and is a stickler for ethics in government. As a state senator, he was a strong supporter of voter initiative and referendum, attractive to many in 1990 because of their opposition to Governor Florio's tax increases. Zimmer is pro-choice and his progressive environmental record has been a real plus in New Jersey.

Because Zimmer represents some of the wealthiest areas of New Jersey (with constituents like Malcolm Forbes Jr. and Nicholas Brady), he has scored many points with his more moderate social views and very strict fiscal and defense conservatism. Zimmer could raise the money, but his name I.D. certainly is not that of Kean.

KEY POLITICAL DATA

		<u>1988 Election</u>	<u>\$ Spent in 1988</u>
Filing date:	April 14	Peter Dawkins 46%	\$7,616,249
Primary Date:	June 7	Frank Lautenberg 54%	\$7,298,663

1. Finances

Cash on hand(6/30/92): \$801,508
(12/31/92): \$901,799
1994 Coordinated limit: \$718,670
Debt (12/31/92): \$3,426,000*

*note: Debt is from 1982 race

1992 Presidential Results

Bush 41%
Clinton 43%
Perot 16%

06-01-91 10:02 PM FROM [REDACTED]

7005

2. Polling Information

Political/Media Research **Eagleton**
9/92 **2/93**

Lautenberg Job Approval

Ex/Good	42%	42%
Fair/Poor	47%	42%
RANK	80/100	

Florio Job Approval

Ex/Good	35%
Fair/Poor	63%
RANK	43/50

3. Political Lineup

Governor Jim Florio (D)
Secretary of State Joan Haberle (D)
Attorney General Robert Del Tufo (D)
Treasurer Douglas Berman (D)

State House	58 R - 22 D
State Senate	27 R - 13 D
Congress	06 R - 07 D
Senate	2 D

NEW JERSEY

Noël L. Gross
National Committeewoman



Present

National Committeewoman, New Jersey, elected -
August 18, 1976
President and Chief Administrative Officer, Hudson Landing
Corporation

Previous

Member, Board of Directors, American Political Foundation,
1980 - 1983
U.S. Alternate Representative to the 43rd UN General
Assembly, 1988

RNC Activity

Deputy Secretary and Vice Chairman, Planning Subcommittee,
Republican National Convention, 1980
Member, Committee on Arrangements, Republican National
Convention, 1980, 1984, 1988, 1992
Member, Executive Committee and Chairman, Decorations
Committee, Republican National Convention, 1984
Member, RNC Executive Council, 1986
Alternate Delegate, Republican National Convention, 1988
Transition Chairman and Deputy Sergeant at Arms, Republican
National Convention, 1988
Member, RNC Rules Committee, 1990 - 1991

Personal

Spouse: Nelson
Children: One
Education: Sarah Lawrence College

(cont.)

(cont.)

2 Chestnut Ridge Road
Saddle River, NJ 07458

(201) 941-2300 (o)

(201) 941-2308 (f)

(201) 445-7870 (h)

NEW JERSEY

David F.A. Norcross
National Committeeman



Present

National Committeeman, New Jersey, elected - March 14, 1992
General Counsel, International Republican Institute
Counsel, The Center for Democracy
Vice Chairman, Commission on Presidential Delegates
Secretary, Burlington County Board of Elections
Chairman, New Jersey Republican Lawyers Association
Attorney at Law, Montgomery, McCracken, Walker and Rhoads

Previous

Executive Director, New Jersey Election Law Enforcement
Commission
Executive Assistant and Assistant Counsel, Governor William
Cahill
Republican Candidate, U.S. Senate, 1976
Chairman, New Jersey State Republican Party, 1977 - 1981

RNC Activity

General Counsel, Republican National Committee, 1993 -
Member, Republican National Committee, 1977 - 1981, 1992 -
Counsel to Chairman Frank Fahrenkopf, 1983 - 1989
Delegate, Republican National Convention, 1980, 1992

Personal

Spouse: Laurie Michel
Education: B.S., University of Delaware,
LL.B., University of Pennsylvania

(cont.)

(cont.)

Montgomery, McCracken, Walker & Rhoads
1156 15th Street, N.W. and 10 Robin Road
Suite 550 Moorestown, NJ 08057
Washington, D.C. 20005

(202) 828-6901 (o)
(202) 828-5625 (f)
(609) 429-1010 (o)

NEW JERSEY

Virginia N. (Ginnie) Littell
Chairman



Present

Chairman, New Jersey Republican State Committee, elected -
October 22, 1992

Sussex County Republican Committee Member, 1968 -

Chairman, Republican Women of the 90's, 1992 -

New Jersey Federation of Republican Women - Woman of the
Year, 1993

Women's Political Caucus - Woman of Achievement, 1993

Secretary / Treasurer, Littell's TV & Appliance Center, Franklin
& Sparta, New Jersey

Chairman of the Board, Walkill Valley Regional Hospital,
Sussex, New Jersey

Founder and Past President of the Sussex County Arts Council

Previous

Treasurer, New Jersey Republican State Committee, 1990 -
1992

Republican State Committeewoman, 1975 - 1993

Former Member, Board of Trustees, Hilltop Country Day
School, Sparta, New Jersey

RNC Activity

Member, RNC Rules Committee, 1992

Delegate, Republican National Convention, 1984, 1988, 1992

Personal

Spouse: Robert

Children: Two

(cont.)

(cont.)

Office:

156 West State Street
Trenton, NJ 08608

(609) 989-7300 (o)
(609) 989-8685 (f)

Home:

15 Jenkins Road
Franklin, NJ 07416

(201) 827-7138 (h)
(201) 827-7159 (f)

SECRET
FOOTNOTES
REVISIONS

Revised: 1/1/80
1/1/80
1/1/80

1/1/80
1/1/80
1/1/80

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1/1/80

SECRET
FOOTNOTES
REVISIONS



DFP LEADERSHIP

Rep. Marge Roukema
Honorary Chairman

Chuck Haytaian
Statewide Chairman

Jim Conneen
DFP Co-Chair
201/967-1830 (o)
201/447-3659 (h)

Ron DeFilippis
DFP Co-Chair

Craig Heard
DFP Co-Chair
908/873-3313 (o)

Syd Sussman
DFP Co-Chair
609/396-6800 (o)
609/298-0191 (h)

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 1

Query:

Cont. Code: CJNJ652
Prefixes, name: Mr. James T. Conneen
Salutation: Jim
Spouse Sal.:
Date of Birth: / /
Title:
Company: A.T. Hudson & Co., Inc.
PAC: N
Address: 555 Kinderkamack Road
County: District: 0.0
Oradell NJ 07649-1517
Office Phone #: (201)967-1830 Home Phone #: (201)447-3659
Office Contact:
Occupation: Management Consultant
Employer: A.T. Hudson, & Co., Inc.
MRC amount: \$ 5,000.00 MRC date: 02/05/93
HPC amount: \$ 5,000.00 HPC date: 02/05/93
YTD amount: \$ 5,000.00
DFP amount: \$ 65,550.00 DFP date: 01/04/88
Comments:
Leg. Interests:
Flags:
COC DFP Co-Chair
HCL Holiday Call List
Prospects:
COP CO-CHAIR PROSPECT
Contributions:
Amount: \$ 5,000.00 Date: 04/03/88 Type: State: Cand.#: 0
Amount: \$ 5,000.00 Date: 04/03/89 Type: State: Cand.#: 0
Amount: \$ 5,000.00 Date: 09/21/90 Type: State: Cand.#: 0
Amount: \$ 5,000.00 Date: 02/27/91 Type: State: Cand.#: 0
Amount: \$ 1,000.00 Date: 03/11/92 Type: CC State: KS Cand.#: 2
Amount: \$ 1,000.00 Date: 09/30/92 Type: CC State: KS Cand.#: 2
Amount: \$ 5,000.00 Date: 02/05/93 Type: PAC State: Cand.#: 0

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 2

Query:

Cont. Code: DRNJ876
Prefixes, name: Mr. Ronald DeFilippis
Salutation: Ron
Spouse Sal.:
Date of Birth: / /
Title:
Company:
PAC: N
Address:
County: District: 0.0
NJ 07876
Office Phone #: Home Phone #:
Office Contact:
Occupation:
Employer:
MRC amount: \$ 0.00 MRC date: / /
HPC amount: \$ 0.00 HPC date: / /
YTD amount: \$ 0.00
DFP amount: \$ 34,235.00 DFP date: 03/09/88
Comments:
Leg. Interests:
Flags:
COC DFP Co-Chair
DNM Do Not Mail
Prospects:
Contributions:
Amount: \$ 0.00 Date: / / Type: State: Cand.#: 0

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 3

Query:

Cont. Code: HCNJ840
Prefixes, name: Hon. Chuck Haytaian
Salutation: Chuck
Spouse Sal.:
Date of Birth: / /
Title:
Company:
PAC: N
Address: P.O. Box 268
Rockport Road
County: District: 0.0
Hackettstown NJ 07840
Office Phone #: (201)850-8800 Home Phone #: (201)852-4901
Office Contact:
Occupation: Assembly Majority Leader
Employer:
MRC amount: \$ 0.00 MRC date: / /
HPC amount: \$ 0.00 HPC date: / /
YTD amount: \$ 0.00
DFP amount: \$ 0.00 DFP date: / /
Comments:
Leg. Interests:
Flags:
DPC Dole Political Contact
HCL Holiday Call List
Prospects:
Contributions:
Amount: \$ 0.00 Date: / / Type: State: Cand.#: 0

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 4

Query:

Cont. Code: HCNJ876
Prefixes, name: Mr. Craig P. Heard
Salutation: Craig
Spouse Sal.: Madeline
Date of Birth: / /
Title: President & CEO
Company: Gateway Outdoor Advertising
PAC: N
Address: Three Clyde Road
Suite 202
County: District: 0.0
Somerset NJ 08873-3463
Office Phone #: (908)873-3313 Home Phone #:
Fax: (908)873-3317
Office Contact:
Occupation: President
Employer: Heard Communication, Inc.
MRC amount: \$ 1,000.00 MRC date: 09/30/92
HPC amount: \$ 5,000.00 HPC date: 06/19/89
YTD amount: \$ 0.00
DFP amount: \$ 98,200.00 DFP date: 03/16/87
Comments:
Leg. Interests:
Flags:
COC DFP Co-Chair
Prospects:
COP CO-CHAIR PROSPECT
Contributions:
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Amount: \$ 5,000.00 Date: 06/21/88 Type: State: Cand.#: 0
Amount: \$ 5,000.00 Date: 06/19/89 Type: State: Cand.#: 0
Amount: \$ 1,000.00 Date: 09/30/92 Type: CC State: KS Cand.#: 2

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 5

Query:

Cont. Code: SJNJ558
Prefixes, name: Mr. John P. Sheridan
Salutation: John
Spouse Sal.:
Date of Birth: / /
Title:
Company:
PAC: N
Address: 49 Meadow Run Drive
County: Skillman NJ 08558 District: 0.0
Office Phone #: Home Phone #:
Office Contact:
Occupation:
Employer:
MRC amount: \$ 0.00 MRC date: / /
HPC amount: \$ 0.00 HPC date: / /
YTD amount: \$ 0.00
DFP amount: \$ 1,000.00 DFP date: 08/14/87
Comments:
Leg. Interests:
Flags:
DPC Dole Political Contact
Prospects:
Contributions:
Amount: \$ 0.00 Date: / / Type: State: Cand.#: 0

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 6

Query:

Cont. Code: SSNJ540
Prefixes, name: Mr. Sydney Sussman
Salutation: Syd
Spouse Sal.:
Date of Birth: / /
Title:
Company: Sherwood Industries
PAC: N
Address: 1621 North Olden Avenue
County: District: 0.0
Trenton NJ 08638
Office Phone #: (609)396-6800 Home Phone #: (609)298-0191
Beach: (609)494-5406 NYC: (212)956-5814
Office Contact:
Occupation: President
Employer: Nexus Properties
MRC amount: \$ 5,000.00 MRC date: 05/26/93
HPC amount: \$ 5,000.00 HPC date: 05/26/93
YTD amount: \$ 5,000.00
DFP amount: \$ 125,000.00 DFP date: 08/09/87
Comments: 125k was one event. Did more, no record.
5/26/93 \$\$ is partnership money see 5/93 FEC report
Leg. Interests:
Flags:
COC DFP Co-Chair
HCL Holiday Call List
Prospects:
COP CO-CHAIR PROSPECT
Contributions:
Amount: \$ 5,000.00 Date: 05/15/87 Type: State: Cand.#: 0
Amount: \$ 2,000.00 Date: 05/17/91 Type: CC State: KS Cand.#: 2
Amount: \$ 2,000.00 Date: 09/29/92 Type: PAC State: Cand.#: 0
Amount: \$ 5,000.00 Date: 05/26/93 Type: PAC State: Cand.#: 0

CAMPAIGN AMERICA
Dump Report

10/26/93
Page 7

Query:

Cont. Code: WJNJ924
Prefixes, name: Mr. Joseph D. Williams
Salutation: Joe
Spouse Sal.: Millie
Date of Birth: / /
Title: Chairman
Company: Warner-Lambert Company
PAC: N
Address: 201 Tabor Road
County: District: 0.0
Morris Plains NJ 07950
Office Phone #: (201)540-3404 Home Phone #: () -
Office Contact:
Occupation: Chairman
Employer: Warner-Lambert Co.
MRC amount: \$ 1,000.00 MRC date: 09/15/92
HPC amount: \$ 1,000.00 HPC date: 09/15/92
YTD amount: \$ 0.00
DFP amount: \$ 2,000.00 DFP date: 09/08/87
Comments:
Leg. Interests:
Flags:
HCL Holiday Call List
JET Owns or has access to a Jet
Prospects:
Contributions:
Amount: \$ 1,000.00 Date: 05/09/91 Type: CC State: KS Cand.#: 2
Amount: \$ 1,000.00 Date: 09/15/92 Type: CC State: KS Cand.#: 2

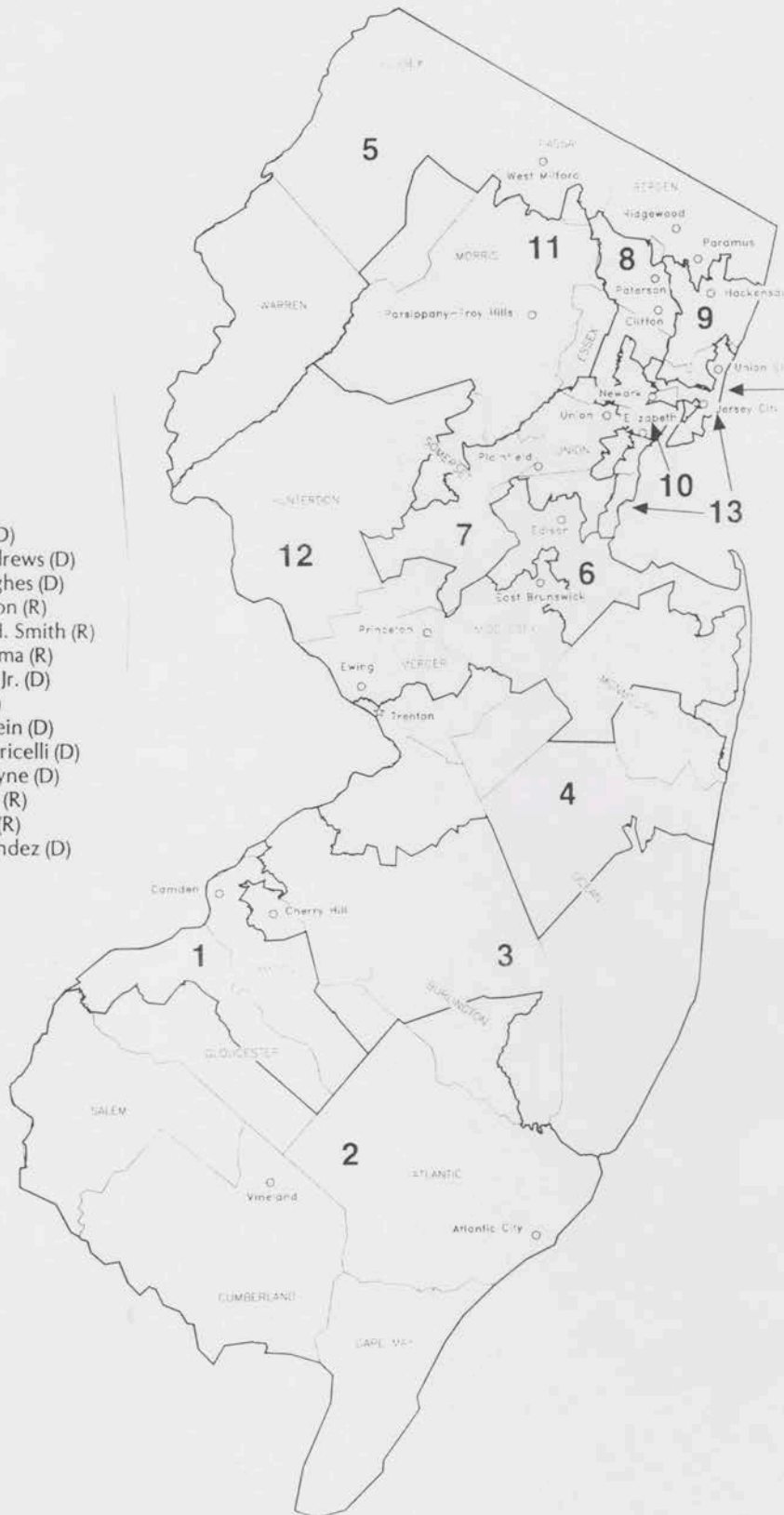
New Jersey - Congressional Districts

New Jersey

Bill Bradley (D)

Frank R. Lautenberg (D)

1. Robert E. Andrews (D)
2. William J. Hughes (D)
3. H. James Saxton (R)
4. Christopher H. Smith (R)
5. Marge Roukema (R)
6. Frank Pallone Jr. (D)
7. Bob Franks (R)
8. Herbert C. Klein (D)
9. Robert G. Torricelli (D)
10. Donald M. Payne (D)
11. Dean A. Gallo (R)
12. Dick Zimmer (R)
13. Robert Menendez (D)



NEW JERSEY DEMOGRAPHIC PROFILE

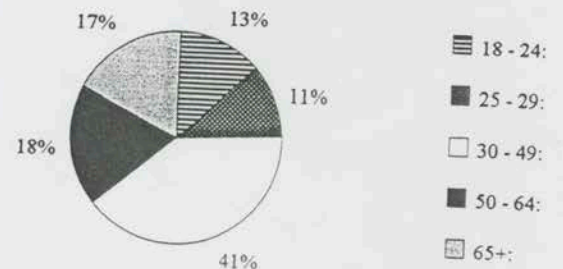
Population Data

1990 Total Population:	7,730,188
Total Voting Age Population:	5,930,726
% of Total Population Voting Age:	76.7%
Black Voting Age Population:	733,036
Nationwide Rank:	14
% Black Voting Age Population:	12.4%
Nationwide Rank:	16
Hispanic Voting Age Population:	517,302
Nationwide Rank:	6
% Hispanic Voting Age Population:	8.7%
Nationwide Rank:	9
Asian Voting Age Population:	192,252
Nationwide Rank:	6
% Asian Voting Age Population:	3.2%
Nationwide Rank:	6

Voting Age Population Data

18 - 24:	779,184
25 - 29:	668,917
30 - 49:	2,354,874
50 - 64:	1,095,726
65+:	1,032,025

Voting Age Population Distribution



1992 Party Registration

Republican:	1,356,865	40.9%
Democrat:	1,436,206	43.3%
Other:	521,829	15.7%
Total:	3,314,900	

Number of Counties: 21

NEW JERSEY 1992 ELECTION SUMMARY

HISTORICAL PRESIDENTIAL PERFORMANCE

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL	REGISTRATION
'92 BUSH/CLINTON/PEROT:	1,356,865	40.9%	1,436,206	43.3%	521,829	15.7%	3,314,900	4,059,472
'88 BUSH/DUKAKIS:	1,743,192	56.2%	1,320,352	42.6%	36,009	1.2%	3,099,553	4,010,790
'84 REAGAN/MONDALE:	1,933,630	60.5%	1,261,323	39.5%	0	0.0%	3,194,953	4,072,639
'80 REAGAN/CARTER/ANDERSON:	1,546,557	52.8%	1,147,364	39.2%	234,632	8.0%	2,928,553	3,761,428
'76 FORD/CARTER:	1,509,688	50.5%	1,444,653	48.4%	32,717	1.1%	2,987,058	3,759,588
'72 NIXON/McGOVERN:	1,845,502	61.6%	1,102,211	36.8%	49,516	1.7%	2,997,229	3,672,606
'68 NIXON/HUMPHREY/WALLACE:	1,325,467	46.5%	1,264,206	44.3%	262,187	9.2%	2,851,860	3,310,043

STATEWIDE ELECTION RETURNS

	REP. VOTE	REP %	DEM. VOTE	DEM %	OTH. VOTE	OTH %	TOTAL
1990 SENATE:	918,874	48.4%	977,810	51.6%	0	0.0%	1,896,684
1989 GOVERNOR:	838,553	37.2%	1,379,937	61.1%	38,164	1.7%	2,256,654
1988 SENATE:	1,349,937	45.2%	1,599,905	53.6%	37,792	1.3%	2,987,634
1985 GOVERNOR:	1,337,033	70.0%	573,005	30.0%	0	0.0%	1,910,038

STATE SENATE

YEAR	SEATS	DEM	REP	OTH	NET
1991	40	13	27	0	11
1989					
1987	40	24	16	0	-1

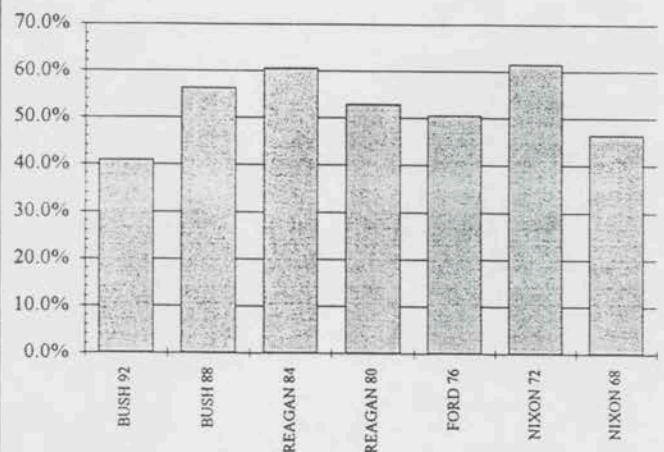
STATE HOUSE

YEAR	SEATS	DEM	REP	OTH	NET
1991	80	22	58	0	22
1989	80	44	36	0	-5
1987	80	39	41	0	-9

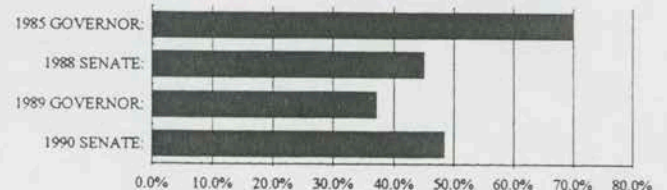
U.S. HOUSE OF REPRESENTATIVES

YEAR	SEATS	DEM	REP	OTH	NET
1992	13	7	6	0	0
1990	14	8	6	0	0
1988	14	8	6	0	0

REPUBLICAN PRESIDENTIAL PERFORMANCE



REPUBLICAN STATEWIDE PERFORMANCE



Note: State Senate is up in 1993. The State Senate will be up again in 1997.