

June 9, 1994

TO: Senator Dole

FROM: Vicki

RE: Remarks

You are scheduled to give brief remarks (about 10 minutes) to 30 company owners of the Association of Temporary Technical Personnel and Services Companies.

This association represents businesses that provide temporary technical personnel and services to large and small companies. Technical services include engineering, computer consulting, and mechanical drafting, to name just a few. These services, in general, are very specialized and would be expensive for a company to hire a permanent "expert" in the field. Instead, they hire a part-time or temporary person who is proficient in the technical skill that the company has a special need for.

The people you will be addressing are the company owners who serve as recruiters and placement agents of the highly skilled, technical personnel.

Some of these companies already provide health care benefits to their personnel. However, since many of these workers are temporary or part-time, many do not have employer-sponsored health care. Therefore, the biggest concern these company owners face in the health care debate is the employer mandate.

What the group would like to hear from you is your view of the political landscape, how you see the employer mandate issue being resolved, and your prediction of what a final package will look like.

**SENATOR DOLE
HEALTH CARE TALKING POINTS
JUNE 9, 1994**

- ◆ I THINK IF THERE IS AGREEMENT ON ANYTHING IT IS THAT WE'VE ALL TAKEN NOTE OF THE SHIFT IN THE OPINION OF THE AMERICAN PUBLIC SINCE THE HEALTH CARE DEBATE BEGAN.
- ◆ I AM NOT SUGGESTING THAT I SPEAK FOR ALL REPUBLICANS, BUT I DO BELIEVE THAT THE VAST MAJORITY OF US CONTINUE TO WANT TO WORK TOWARD A REAL BIPARTISAN CONSENSUS BILL.
- ◆ THE QUESTION OF HEALTH CARE REFORM HAS BEEN PROBED, PRODDED, AND ANALYZED IN DETAIL. THERE MAY HAVE BEEN AN AD OR TWO THAT ONE SIDE OR THE OTHER DIDN'T LIKE, BUT BY AND LARGE, I THINK THE DEBATE HAS BEEN A HIGH PLANE.
- ◆ THE RESULT IS THAT THE PUBLIC HAS LISTENED AND HAS DECIDED THAT AMERICA'S HEALTH CARE NEEDS FIXING, BUT IT DOESN'T NEED MAJOR SURGERY.
- ◆ I THINK AMERICANS ARE ALSO CONCERNED ABOUT DOING ALL THAT FIXING IN ONE FELL SWOOP. WHEREVER I GO, PEOPLE TELL ME TO GO SLOW AND GET IT RIGHT. FIX THE PARTS THAT NEED FIXING AND SEE HOW WELL THE SYSTEM WORKS THEN.
- ◆ THERE ARE THINGS WE CAN DO TODAY, I BELIEVE, THAT WOULD GO ALONG WAY TOWARD SOLVING MANY OF THE PROBLEMS AMERICANS FACE -- INSURANCE MARKET REFORM -- ELIMINATION OF PRE-EXISTING CONDITIONS -- SUBSIDIES FOR LOW-INCOME INDIVIDUALS -- TAX EQUITY FOR THE SELF-INSURED AND FOR INDIVIDUALS. I BELIEVE THESE MEASURES COULD PASS BY AT LEAST 80 VOTES.
- ◆ WHAT I DON'T BELIEVE IS THAT A BILL WITH EMPLOYER MANDATES, BIG, MANDATORY GOVERNMENT ALLIANCES, OR PRICE CONTROLS CAN PASS IN A BIPARTISAN MANNER.
- ◆ YES, UNIVERSAL COVERAGE IS SOMETHING WE STRIVE FOR AS A GOAL. BUT, MANDATES AND ALLIANCES ARE NOT THE WAY TO GET THERE.
- ◆ CONGRESS COMES BACK EVERY YEAR. THERE'S ALWAYS OPPORTUNITY TO DO MORE NEXT YEAR OR THE YEAR AFTER THAT. I THINK THIS APPROACH WOULD INSTILL MUCH MORE CONFIDENCE IN THE AMERICAN PUBLIC. I KNOW IT WOULD MAKE THIS SENATOR FEEL A LOT BETTER.

President's Plan

The American Legislative Exchange Council

Table 2

Estimated 1998 Job, Wage, and Personal Income Loss, by State, from Health Security Act

State	Job Loss	Wages and Benefits Loss (Millions)	Personal Income Loss (Millions)	Per Capita Income Loss	Family of Four Income Loss
Alabama	15,700	\$1,250	\$1,490	\$340	\$1,360
Alaska	2,300	270	320	580	2,320
Arizona	14,300	1,190	1,410	390	1,560
Arkansas	9,000	640	770	300	1,200
California	114,000	11,740	13,990	410	1,640
Colorado	15,000	1,340	1,600	460	1,840
Connecticut	14,300	1,649	1,960	560	2,240
Delaware	3,200	310	370	460	1,840
Florida	50,200	4,180	4,920	370	1,480
Georgia	28,000	2,430	2,890	420	1,680
Hawaii	5,100	460	550	450	1,800
Idaho	3,900	290	340	280	1,120
Illinois	48,900	4,810	5,740	450	1,800
Indiana	23,800	2,010	2,400	390	1,560
Iowa	11,300	840	1,000	320	1,280
Kansas	10,500	820	980	350	1,400
Kentucky	14,200	1,100	1,310	330	1,320
Louisiana	15,300	1,230	1,460	320	1,280
Maine	4,800	440	530	410	1,640
Maryland	19,500	1,900	2,260	450	1,800
Massachusetts	26,100	2,740	3,260	520	2,080
Michigan	36,800	3,600	4,290	430	1,720
Minnesota	20,500	1,840	2,190	480	1,920
Mississippi	9,000	620	740	250	1,000
Missouri	21,800	1,840	2,190	400	1,600
Montana	3,000	210	250	310	1,240
Nebraska	7,000	510	610	350	1,400
Nevada	6,000	520	620	430	1,720
New Hampshire	4,600	400	480	370	1,480
New Jersey	32,200	3,630	4,329	520	2,080
New Mexico	5,600	430	510	320	1,280
New York	72,600	8,150	9,720	510	2,040
North Carolina	29,400	2,320	2,770	400	1,600
North Dakota	2,600	180	210	310	1,240
Ohio	45,500	4,020	4,790	390	1,560
Oklahoma	11,400	890	1,060	310	1,240
Oregon	11,900	1,000	1,190	360	1,440
Pennsylvania	47,600	4,350	5,180	400	1,600
Rhode Island	4,000	340	410	340	1,360
South Carolina	14,400	1,100	1,310	340	1,360
South Dakota	2,900	180	220	320	1,280
Tennessee	21,000	1,690	2,010	380	1,520
Texas	68,300	6,070	7,240	390	1,560
Utah	7,200	560	670	340	1,360
Vermont	2,300	190	220	320	1,280
Virginia	26,700	2,380	2,830	430	1,720
Washington	20,800	1,870	2,220	420	1,680
West Virginia	6,000	480	570	300	1,200
Wisconsin	22,100	1,800	2,150	390	1,560
Wyoming	1,900	150	170	320	1,280

Source: Authors' Calculations.

"Concealed Costs"



SPEAKER

Friday - June 10

Hyatt Regency Hotel - Capitol Hill
Washington, D.C.

9:30

8:00 a.m. - 9:00 a.m.

April 26, 1994 \$2000.00 Honorarium

The Honorable Robert Dole
United States Senate
SH-141 Hart Senate Office Building
Washington, DC 20510

9th ex in KS at 4:00 pm this day

Dear Senator Dole:

The leadership of the National Technical Services Association cordially invites you to be our guest breakfast speaker on the topic of Health Care Reform. We will be meeting at the Hyatt Regency on Capitol Hill on Friday, June 10. We would be honored if you could join us from 8:00 a.m. - 9:00 a.m. for an informal breakfast and executive briefing on this important topic.

NTSA member firms provide a range of technical services to industry and government--among the services provided are the provision of technical temporary personnel services, in-house design, drafting, and engineering services, computer consulting services, and full-project management services. Historically, NTSA members have been positioned as the high skill, high wage sector of the temporary help industry.

Our concerns regarding health care reform are specific to the imposition of employer financing mandates and administrative burden.

Enclosed is background on NTSA. We would be pleased to offer an honorarium of \$2000.00.

Thank you for your consideration of this invitation. Confirmation of your ability to speak is greatly appreciated.

Sincerely,

Laura Mackail

Laura McGuire Mackail
Executive Director

Enclosures
cc: Executive Committee

5-3 Interim letter

5-17-Laura - "9:11 looks good" - will put him down as tent
not 100% confirmed

the association of temporary technical personnel and services companies

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FACTS ABOUT THE NATIONAL TECHNICAL SERVICES ASSOCIATION

PURPOSE: The National Technical Services Association is a non-profit trade association of technical temporary personnel and contract services firms. NTSA's goals are to advance, in a professional manner, an understanding of the technical temporary and contract services industry and the key service role it plays in supplying qualified engineers, draftsmen, computer programmers, systems analysts and other experienced contract personnel to American industry. The aero space, electronics, engineering, and automobile industries are just a few that routinely use technical temporary services.

BACKGROUND: NTSA was formed in 1966 by key individuals of several technical services firms who recognized the importance of a legally appropriate forum to discuss and act upon issues of common concern to their industry. NTSA today has more than 170 member firms operating over 800 offices nationally. Together they will achieve an estimated \$3.6 billion in sales and employ more than 200,000 technical services personnel.

MEMBER BENEFITS: NTSA offers members a forum to discuss issues of common interest and concern to their businesses. NTSA monitors national and state legislation that potentially could have an adverse or beneficial impact on the industry and represents the industry's concerns before legislative and regulatory bodies. In addition, NTSA representatives meet often with state and federal officials to discuss industry concerns. NTSA activities are enhanced on the regional level through a network of 23 chapters, each with programs and services to complement efforts on the national level. Among the activities undertaken by NTSA:

- Representation before state and federal government as the unified voice of the technical temporary and contract services industry;
- Development of industry resource manuals and marketing aids for public relations, business development, client relations and employee recruiting;
- Communication of important industry trends and developments

The activities of the Association and the companies it represents are covered in NTSA's monthly newsletter, the *NTSA REPORTER*.

ANNUAL MEETING: NTSA's 28th Annual Meeting will be held September 20-23, 1994 at the Wigwam Resort, Litchfield Park, Arizona.

NTSA PURPOSE AND MISSION

The National Technical Services Association (NTSA) is comprised of companies which render a wide range of technical services to industry and government. The predominant use of technical service personnel is to supplement a customer's workforce when temporary personnel staffing needs arise. Technical temporary service firms (sometimes referred to as the contract technical service firms) use their own employees, and in some cases their own facilities, to expedite peak project workloads quickly and economically. These needs ordinarily arise during new product development, when specialized non-recurring projects evolve, during peaks in production cycles, and when highly specialized technical expertise is needed for specific periods of time. Member firms specialize in providing qualified designers, drafters, engineers, computer programmers, systems analysts, and other experienced personnel to American industry. The aerospace, electronics, engineering, and automobile industries are just a few that routinely use technical services firms.

NTSA's purpose is to advance, in a professional manner, an understanding of the technical temporary services industry and the vital service it provides to American industry.

NTSA's mission is to be the pre-eminent voice and source of information about the legal, legislative, and regulatory matters affecting the technical temporary and contract services industry. Members believe that the commitment to NTSA's mission and Code of Ethics will enhance the lives of each member firm and serve to perpetuate the technical temporary services industry. Members further believe that such knowledge is prerequisite to:

- ¥ Serving Our Customers;
- ¥ Providing Technical Temporary Employees with Opportunities For Professional Growth Through Working in the Industry; and
- ¥ Improving the Efficiency and Effectiveness of Each Member Firm.

NTSA ORGANIZATION AND HISTORY

In 1966, an ad hoc committee consisting of representatives of several technical services firms was formed to visit the Department of Defense in connection with the issuance of Defense Circular #10. This circular contained a warning to persons subject to government regulations that created the impression that the subcontracting of engineering functions could lead to excessive costs. The statements were misleading - they were worded in such a manner that they tended to discourage the use of technical services firms. In that instance, as now, the phrase "technical services industry" was interpreted to include all firms rendering technical services in their offices and furnishing technical personnel to work on the client's premises on an hourly basis; but excluding the traditional engineering consultants that are normally involved in the design and construction of plants, roads, and other civil engineering work.

During the visit to the Department of Defense, two important conclusions were reached. First, contrary to the wording of the DoD circular, it was discovered that the Department of Defense actually held the technical services industry in high regard and considered it the "accordion pleat" of the defense effort.

Second, if an association representing the industry had been in existence, the Department of Defense would have consulted the association prior to the issuance of DoD Circular #10. It was immediately decided by the ad hoc committee to form an association.

Following a series of meetings covering a period of almost two years, the Association was formed and held its first Annual Meeting in October of 1966.

At the present time, the Association is fully staffed with professional management, and has a membership of over 800 technical services offices.