

REMARKS OF SENATOR BOB DOLE

KANSAS CALVARY
New York Hotel
New York, New York

June 14, 1978

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I AM DELIGHTED TO BE IN NEW YORK CITY THIS AFTERNOON TO JOIN GOVERNOR BOB BENNETT AND THE KANSAS CALVARY IN HOSTING TODAY'S LUNCHEON.

TODAY, WHEN THE PRESSURES ON THE AMERICAN BUSINESSMAN, BOTH BY WEIGHT OF REGULATIONS AND BURDEN OF TAXES ARE MOST INTENSE, IT'S A REAL PLEASURE TO SPEAK TO SUCH A DISTINGUISHED GROUP ABOUT THE UNLIMITED BUSINESS OPPORTUNITIES IN A STATE WHICH BELIEVES IN BUSINESS, A STATE WHICH BY LAW AND ATTITUDE STILLS CHAMPIONS THE PRINCIPLES OF THE FREE MARKET SYSTEM.

Private Investment In Kansas

KANSAS IS SUCH A PLACE. WE KANSANS ALLY OURSELVES WITH A GREAT CONSERVATIVE STATESMAN, SIR WINSTON CHURCHILL, WHOSE EXCHANGE WITH A SOCIALIST MEMBER OF PARLIAMENT - ? CHARACTERIZES OUR ATTITUDE ABOUT BUSINESS AND THE VIRTUES OF THE FREE ENTERPRISE SYSTEM. [?] THE LABOUR MEMBER WAS EXTOLLING THE BENEFITS OF SOCIALISM: "UNDER SOCIALISM", HE SAID, " WE HAVE ~~NO~~ MORE HOUSING UNITS. UNDER SOCIALISM WE HAVE PROVIDED MORE MILK TO BRITISH BABIES. INDEED," HE CONTINUED, "WE HAVE WITNESSED UNDER SOCIALISM THE GREATEST INCREASE IN POPULATION THIS ISLAND HAS EVER SEEN."

WITH THAT, CHURCHILL ROSE AND SAID, "WILL THE HONORABLE GENTLEMAN CONCEED THAT HIS LAST STATISTIC ABOUT POPULATION IS DUE TO -- PRIVATE ENTERPRISE?"

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THERE WAS WISDOM IN CHURCHILL'S WIT. HE KNEW -- AS WE IN KANSAS KNOW -- THAT THE POWER THAT HAS FORCED OUR GREAT NATION -- BUILT ITS HOMES, LAID ITS RAILROADS, ERECTED FACTORIES, PROVIDED JOBS, AND EXPORTED GOODS -- WAS INDIVIDUAL ENTERPRISE. IN KANSAS, WE ARE COMMITTED TO THE FREE ENTERPRISE SYSTEM, OUR CHAMBERS OF COMMERCE, OUR LABOR UNIONS, OUR STATE AND LOCAL GOVERNMENTS UNDERSTAND THAT THE ONLY SURE WAY WE CAN CONTINUE THE HIGH QUALITY OF LIFE IN THE MIDDLE OF AMERICA IS TO ATTRACT MORE JOBS - CREATING PRIVATE INVESTMENT IN OUR STATE.

Kansas Has Something To Offer

AND THAT 'S WHY WE'RE HERE TODAY. WE VIEW MISSIONS SUCH AS THIS ONE NOT AS SELF-CENTERED EXERCISES FOR THE EXCLUSIVE BENEFIT OF KANSANS. RATHER, THE KANSAS CALVARY AND THE DEPARTMENT OF ECONOMIC DEVELOPMENT IN OUR STATE BELIEVE THAT MUTUALLY BENEFICIAL RELATIONSHIPS CAN BE FORGED BETWEEN YOU, THE LEADERS OF CORPORATE AMERICA, AND THE PEOPLE OF OUR STATE. WE ARE INTERESTED IN CONTINUING THE PROSPERITY WE ENJOY IN KANSAS, IN ATTRACTING NEW INDUSTRY ^{INVESTMENT} ~~TO~~ OUR STATE. BUT WE ALSO BELIEVE THAT KANSAS HAS SOMETHING TO OFFER BUSINESSMEN AND WOMEN THROUGHOUT OUR NATION.

ALREADY, WELL OVER ONE-FOURTH OF THE NATION'S FIVE HUNDRED LARGEST CORPORATIONS OPERATE IN KANSAS. THEY FOUND OUR STATE HAS PRODUCTIVE WORK FORCES, GREAT PRIDE IN INDUSTRIAL DEVELOPMENT, A TAX SYSTEM FAVORABLE TO ^{Business} GOVERNMENT, A STATE AND LOCAL GOVERNMENT WHICH ARE FISCALLY STRONG AND EAGER TO ASSIST CORPORATIONS WHO WANT TO EXPAND OUR MARKETS AND DIVERSIFY THEIR OPERATIONS.

Kansas For Corporate Expansion

BUT WE ARE NOT HERE TO "RAID" NEW YORK INDUSTRIES. WE ARE HOPEFUL THAT TODAY'S PROGRAMS AND THE CONTACTS IT ESTABLISHES WITH THIS DISTINGUISHED AUDIENCE WILL ENCOURAGE YOU TO LOOK TO KANSAS WHERE THE NEED FOR CORPORATE EXPANSION OCCURS. AND, BY THE SAME TOKEN, AS OUR MANY KANSAS CORPORATIONS PROSPER AND SEEK NEW MARKETS FOR THEIR PRODUCTS, WE HOPE THAT THEY CAN CONTINUE TO LOOK TO NEW YORK CITY FOR INVESTMENT

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OPPORTUNITIES, AND EXPERT MARKETING ADVICE.

WE IN KANSAS BELIEVE THAT NEW YORK WILL CONTINUE TO LEAD THE WORLD IN FINANCE, MARKETING, INTERNATIONAL TRADE, AND AS A LOCATION FOR INTERNATIONAL CORPORATE HEADQUARTERS. AND AS WORLD TRADE BECOMES MORE AND MORE IMPORTANT TO KANSAS AND OTHER NON-COASTAL STATES, I HOPE WE CAN CONTINUE TO ^{look} NEW YORK TO THE WEALTH AND FINANCIAL EXPERTISE OF THIS GREAT CITY, FOR A MUTUALLY BENEFICIAL PARTNERSHIP IN THE YEARS AHEAD.

AS YOU HAVE ALREADY HEARD, OR WILL HEAR LATER IN TODAY'S PROGRAM, KANSAS IS CONSTANTLY STRIVING TO MAKE THE BUSINESS ENVIRONMENT MORE ATTRACTIVE, PROVIDE INCENTIVE FOR THE CREATION OF NEW JOBS FOR OUR CITIZENS, TO PROVIDE INVESTMENT ~~OPPORTUNITIES~~ ^{OPPORTUNITIES} WHICH ARE ATTRACTIVE TO CORPORATIONS THROUGHOUT THE NATION, AND TO DO OUR PART TO STRENGTHEN THE NATIONAL ECONOMIC RECOVERY.

OUR LAWS ARE SOUND, ^{keyed} ~~keyed~~ TOWARDS HELPING BUSINESS PROSPER, AND THUS, HELPING KANSAS PROSPER. IN RECENT YEARS, FOR EXAMPLE, THE STATE'S CONSTITUTIONAL RIGHT-TO-WORK LAW HAS ^{been strengthened} ~~been strengthened~~. KANSAS PROVIDED THE PROTOTYPE FOR AN ^{innovative} JOBS TAX CREDIT TO ENCOURAGE THE HIRING OF ADDITIONAL EMPLOYEES BY KANSAS - LOCATED FIRMS. AS YOU PROBABLY KNOW, THE EMPLOYMENT TAX CREDIT CONCEPT IS NOW PART OF THE FEDERAL INTERNAL REVENUE CODE. AND TO PRESIDENT CARTER, WHO ORIGINALLY RESISTED THIS IDEA, HAS NOW EMBRACED THE EMPLOYMENT TAX CREDIT AS AN INTEGRAL PART OF HIS TAX REFORM AND URBAN ASSISTANCE LEGISLATION. IN KANSAS, THE STATE'S JOBS EXPANSION AND INVESTMENT CREDIT ACT ALLOWS A CREDIT OF UP TO 50% AGAINST STATE INCOME TAX LIABILITY OF A NEW BUSINESS FACILITY. WE HAPPEN TO THINK THAT THIS IS A VALUABLE INCENTIVE FOR LOCATING BUSINESS AND INDUSTRY IN OUR STATE. IT IS AN INNOVATIVE USE OF OUR ALREADY FAVORABLE CORPORATE TAX LAWS, ONE WHICH PROVIDES MANY REWARDS FOR BUSINESSES WHICH LOCATE IN KANSAS AS FOR THE PEOPLE WHO LIVE THERE.

^{at}
Industrial Revenue Bonds *Industrial*

BUT KANSAS HAS DONE MORE. WE HAVE ONE OF THE MOST VERSATILE REVENUE BOND LAWS IN THE NATION. ANY NUMBER OF OUTSTANDING FIRMS HAVE UTILIZED THE INDUSTRIAL REVENUE FINANCING MECHANISMS TO CONSTRUCT NEW FACILITIES AND EXPAND EXISTING OPERATIONS. OUR FLEXIBLE INDUSTRIAL REVENUE BOND LAW, COUPLED WITH THE FEDERAL INCOME TAX EXEMPTION FOR INDUSTRIAL REVENUE BONDS, HAS WORKED TO THE MUTUAL ADVANTAGE OF MANY LARGE AND SMALL CORPORATIONS, TO STATES, AND CITIES AND COUNTIES THROUGHOUT KANSAS. FOR MY PART, AS A MEMBER OF THE SENATE FINANCE COMMITTEE, I WILL RESIST ~~ANY~~ *ANY* EFFORTS TO ELIMINATE THE INDUSTRIAL REVENUE BOND TAX EXEMPTION. IN MY VIEW, INDUSTRIAL REVENUE BOND FINANCING, WHEN LIBERALLY UTILIZED AS IT IS IN KANSAS, IS A VALUABLE TOOL FOR JOB-CREATING ~~INDUSTRIES~~ *Industries*.

Labor-Management Situation Excellent

YES, KANSAS GOVERNMENT HAS MUCH TO OFFER BUSINESS. OUR TAX RATES AND CREDITS ARE ADVANTAGEOUS. OUR STATE GOVERNMENT AND ITS DEPARTMENT OF ECONOMIC DEVELOPMENT ARE EAGER TO HELP. BUT, PERHAPS MORE IMPORTANTLY, THE PEOPLE OF KANSAS ARE GOOD AND WILLING WORKERS. OUR EMPLOYEES ARE, FOR THE MOST PART, BETTER EDUCATED, MORE SKILLED, AND MORE PRODUCTIVE THAN THE NATIONAL AVERAGE. THE LABOR-MANAGEMENT SITUATION IN OUR STATE IS EXCELLENT, DUE IN PART TO THE KANSAS INDUSTRIAL ROUND TABLE, A GROUP WITH REPRESENTATIVES FROM GOVERNMENT, LABOR, AND INDUSTRIES, ^{that} ~~WHICH~~ ACTIVELY PROMOTES NEW JOBS AND INDUSTRIES IN KANSAS BY ENCOURAGING THE BEST POSSIBLE LABOR-MANAGEMENT ENVIRONMENT.

Prime Location

AND, AS YOU CAN TELL FROM LOOKING AT A MAP, KANSAS OFFERS YOUR CORPORATIONS ANOTHER ADVANTAGE: PRIME CENTRAL LOCATION. OUR PHONE RATES ARE GENERALLY LOWER, OUR CENTRAL TIME ZONE IDEAL FOR CONTACTS ~~TO~~ ^{To} BOTH THE EAST AND THE WEST, AND OUR TRANSPORTATION NETWORK SUPERB. ~~IN~~ IN FACT, SHIPPING PRODUCTS INTO AND OUT OF KANSAS IS ABOUT AS EASY AS IT IS ANYWHERE IN THE UNITED STATES. WE HAVE AN EXCELLENT HIGHWAY SYSTEM, ~~A~~ HUGE RAIL NETWORK, AN EXCELLENT AIR SERVICE; EVEN TO SOME OF THE SMALLER CITIES OF WESTERN KANSAS.

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"Home" Away From Home

ADD IT ALL UP. THE FAVORED TAX TREATMENT, THE PRIME LOCATION, THE PRODUCTIVE WORK FORCE, AND, MOST IMPORTANTLY THE KANSAS "ATTITUDE" ABOUT BUSINESS. I THINK YOU WILL AGREE THAT OUR STATE HAS MUCH TO OFFER YOUR CORPORATION AND STOCK HOLDERS. WE ARE EAGER TO HAVE YOU VISIT KANSAS, TALK TO OUR PEOPLE, AND EXPERIENCE THE KANSAS "ATTITUDE" ABOUT BUSINESS FIRST-HAND. I DON'T THINK YOU'LL BE DISAPPOINTED AND I STAND READY TO WORK WITH GOVERNOR BENNETT, THE DEPARTMENT OF ECONOMIC DEVELOPMENT, AND YOUR CORPORATIONS TO DO WHATEVER I CAN TO MAKE KANSAS ONE OF YOUR CORPORATE "HOME" AWAY FROM HOME.

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