

April 13, 1994

MEMORANDUM

TO: SENATOR DOLE

FROM: NINA OVIEDO

SUBJECT: **HISPANIC BUSINESS MEETING**

You are scheduled to speak to one of the planning committees of the Hispanic Business Magazine -- CEO Roundtable. This particular planning committee is focused on "capital access". (This is the meeting where we're hoping to get your picture for the cover of the magazine.)

ATTENDEES (list attached)

Jesus Chavarria (Editor and Publisher) and his assistant James Andrade will be joined by seven CEOs. The CEOs respective companies have \$2.5 million to \$76 million in revenues and 40 to 1200 employees. They represent various industry groups: health care, security services, accounting, engineering and software. These CEOs represent small private companies that are in need of accessing capital. It is through your efforts that the magazine is hooked-up with GE Capital. Anne Canfield will be making a presentation at the meeting following your remarks. After today's meeting they hope to have produced a program for their September annual event that will teach the CEO's how to access the capital necessary for growth and expansion.

PHOTO

Jesus suggested that informal, spontaneous photos rather than staged shots work better for cover pictures. With that in mind, he will try to have the CEOs mingling just prior to your arrival; he hopes to capture the spontaneity of the CEO's circling you as you walk in to the meeting. After a few quick handshakes (and pictures), Jesus will start the meeting with your introduction.

TOPIC

They would like to hear your views on the importance of small business to our economy (economic growth, job creation, etc.); and the importance of government's involvement in stimulating these companies not load them down with regulations and taxes.

PRESS/RECORDING/SET UP. The meeting will be open to the press. Also, your remarks will be recorded. The magazine wanted to make sure and pick up appropriate quotes for the story. Since this is such a small group (about 13 in attendance) you will be speaking while sitting at their conference table.

**1994 HISPANIC BUSINESS MAGAZINE CEO ROUNDTABLE
CAPITAL ACCESS PLANNING MEETING
APRIL 14, 1994**

- THE SENATE WENT BACK TO WORK THIS WEEK -- WE GAVE TAXPAYERS A TWO WEEK BREAK, SO I HOPE YOU HAVE YOUR HAND FIRMLY ON YOUR WALLET. SOME HOW I DON'T BELIEVE THAT YOU'RE HERE TO ASK THE GOVERNMENT FOR MORE REGULATIONS AND MORE TAXATION.
- I KNOW YOU HAVE A LOT OF WORK TO ACCOMPLISH TODAY, SO I'LL KEEP MY REMARKS SHORT AND LEAVE TIME TO HEAR WHAT'S ON YOUR MIND.
- AS SMALL BUSINESS OWNERS, YOU ARE FACED WITH A TOUGHER COMPETITIVE ENVIRONMENT THAN YOU DID JUST TEN YEARS AGO.
- BACK IN THE EARLY EIGHTIES EXECUTIVES MERELY "TALKED ABOUT" INNOVATION, MARKET SHARE, PRICING AND VALUE. I'M NOT SURE THAT THE TERM "GLOBAL ECONOMY" WAS USED VERY OFTEN THOSE DAYS.
- TODAY, THESE CONCEPTS ARE CRITICAL -- EVERYTHING IS GLOBAL. AND NO ONE KNOWS THIS BETTER THAN YOU, THE SMALL BUSINESS OWNER LOOKING FOR GROWTH AND EXPANSION.
- WITHOUT PROVIDING MORE VALUE IN YOUR GOODS AND SERVICES; WITHOUT CUTTING YOUR COSTS TO MEET STRONG PRICE COMPETITION, WITHOUT GREATER INNOVATIVE IDEAS, AND WITHOUT GREATER ACCESS TO CAPITAL, MARKET SHARES ARE LOST, JOBS ARE LOST, ECONOMIC GROWTH AND EXPANSION IS LOST.
- OUR TAX AND FINANCIAL SYSTEMS DON'T HELP -- THEY ARE COMPLEX AND BURDENSOME. I KNOW THAT THE ADMINISTRATION'S TAX BILL DIDN'T HELP YOU -- PARTICULARLY IF YOU'RE AN S CORPORATION. BUT, WITH YOUR HELP, MAYBE WE CAN CONTROL FURTHER TAX INCREASES.
- ON THE FINANCIAL SIDE, I HOPE THAT YOUR MEETING WILL INCLUDE DISCUSSIONS ABOUT THE SMALL BUSINESS INITIATIVE STARTED UNDER PRESIDENT BUSH. IT IS AIMED AT PROMOTING SMALL BUSINESS CAPITAL FORMATION. I UNDERSTAND THAT THE INITIATIVE HAS BEEN QUITE SUCCESSFUL. LAST MONTH THE SEC REPORTED MORE THAN \$7 BILLION DOLLARS WORTH OF SECURITIES OFFERINGS ON SMALL BUSINESS FORMS. LESS GOVERNMENT INTERVENTION, LESS FORMS TO

FILL OUT -- AND WE HAD GREATER SUCCESS -- NOT A BAD IDEA TO PURSUE. (ANNE COULD PROBABLY HELP YOU FILL OUT ALL THOSE FORMS.)

- IF YOUR MEETING GOES AS PLANNED -- AND I'M SURE IT WILL -- YOU'LL HAVE A PROGRAM FOR YOUR SEPTEMBER EVENT WHICH SHOULD ENCOURAGE SMALL BUSINESSES TO SEEK THE FINANCIAL HELP THEY NEED TO EXPAND AND CREATE MORE JOBS AND A STRONGER ECONOMY.
- I WISH YOU LUCK IN THIS ENDEAVOR AND EXPECT THAT YOU'LL KEEP ME POSTED AND SHARE IDEAS WITH ME.

HISPANIC BUSINESS[®]

1994 HISPANIC BUSINESS MAGAZINE CEO ROUNDTABLE 4/14 CAPITAL ACCESS PLANNING MEETING

<u>TIME</u>	<u>ACTIVITY</u>
8:00am	Commencement
8:30am	Introduction: Jesus Chavarria/Publisher/Hispanic Business
8:35am	Opening Remarks and Q&A: Senator Robert Dole (R-KS) U.S. Senate Republican Leader
9:00am	Perspectives on Capital Access: Gasper Mir/Principal/Mir, Fox & Rodriguez Santos Garza/CEO/Counter Technology Inc. James Rivera/CEO/Advanced Data Concepts Inc.
9:30am	Remarks on: Financing alternatives and small business growth Anne Canfield/GE Capital Services
10:00am-Noon	Planning Session on format(s) for Capital Access activities: Potential formats for consideration: ♦ General Session: Speaker address on issue of capital access/financing mechanisms for Hispanic small business firms ♦ Specific Workshops on: lines of credit; equity investments; long-term debt; and IPOs ♦ One-on-one meetings between investment firm representatives and individual CEOs

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1994 HISPANIC BUSINESS MAGAZINE CEO ROUNDTABLE
4/14 CAPITAL ACCESS PLANNING MEETING
CEO ATTENDEE PROFILE

<u>CEO</u>	<u>COMPANY</u>	<u>CITY/STATE</u>	<u>TYPE OF COMPANY</u>	<u>SALES (\$ Mil.)</u>	<u># OF EMPLOY.</u>
Jose Bared	Bared and Company	Miami/FL	Mechanical Contracting	55.00	250
Carolina Calderin	Pan American Hospital	Miami/FL	Health Care Services	76.00	600
Paul Dickinson	H.R. Industries Inc.	Richardson/TX	Printed Circuit Board Manuf.	10.82	140
Santos Garza	Counter Technology Inc.	Bethesda/MD	Investigation/ Security Services	10.0	230
Dario Marquez	MVM Inc.	Falls Church/VA	Investigation/ Security Services	24.45	1,152
Gasper Mir	Mir, Fox & Rodriguez	Houston/TX	Accounting Firm	2.5	40
James Rivera	Advanced Data Concepts Inc.	Portland/OR	Computer Software Enginr. Systems	20.22	520

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HISPANIC BUSINESS

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Thurs, April 14

HISPANIC BUSINESS[®]

March 7, 1994

The Honorable Robert Dole
United State Senate
141 Senate Hart Office Building
Washington, D.C. 20510
202/224-6521

VIA TELEFAX: 202/224-3163

Dear Senator Dole:

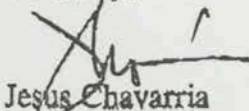
We thank you for your participation in last year's **HISPANIC BUSINESS** Magazine CEO Roundtable and your continued support of the Hispanic business community.

Due to much interest expressed among Hispanic CEOs at last year's Roundtable and in letters to our publication regarding the availability of capital, we will be adding a Capital Access Workshop to the 1994 CEO Roundtable. The goal of this program is to create a market environment for Hispanic CEOs requiring long-term financing growth. Participating financial institutions will make available mechanisms including working capital, lines of credit, equity financing and public offerings.

A planning meeting has been scheduled for the morning of Thursday, April 14 in Washington, D.C. Representatives from three financial institutions and six to eight leading Hispanic CEOs who have stated a need for accessing capital will be invited. The purpose of the meeting is to define activities that will serve as the platform for CEO interaction with banks and investment houses at the September, 1994 CEO Roundtable.

We invite you to keynote this meeting and participate in same as long as your schedule will allow. We thank you for your consideration and look forward to your affirmative response. My staff will contact Nina Oviedo next week regarding our request.

Cordially,


Jesus Chavarria
Editor and Publisher

March 8, 1994

MEMORANDUM

TO: SENATOR DOLE
FROM: NINA OVIEDO *NOV*
SUBJECT: HISPANIC BUSINESS MAGAZINE

Attached is an invitation letter from Jesus Chavarria regarding the Hispanic Business Roundtable planning meeting. The planning meeting is scheduled Thursday, April 14 at the Washington Marriott (1221 22d Street N.W.).

This is the meeting which will be featured as the lead story in the magazine with your picture on the cover working with several Hispanic CEOs. As a reminder, attached is my original memo on Chavarria's proposal for this meeting.

Jesus hopes to have 8 - 10 CEOs and 2 - 3 financing firms. You would participate as much or as little as you'd like (a few remarks is all I would anticipate). They will accommodate your schedule. I checked with Yvonne who reported that your schedule on the April 14th is clear for now. (The 14th is the day prior to the Republican Conference retreat.)

Are you interested in participating in the planning meeting?

 Yes, please follow up with Yvonne.

 No, not at this time.

BOB DOLE
KANSAS

United States Senate

OFFICE OF THE REPUBLICAN LEADER
WASHINGTON, DC 20510-7020

March 9, 1994

Senator Dole,

They would like for you to start
the meeting by making a few remarks &
taking Q&A at either: (mtg. will probably
be at Washington Marriott in Georgetown)

_____ 8:30 a.m.

_____ 9:30 a.m.

Yvonne

Handwritten signature/initials

**1994 HISPANIC BUSINESS MAGAZINE CEO ROUNDTABLE
4/14 CAPITAL ACCESS PLANNING MEETING
ATTENDEES**

U.S. Senate - (202) 224-6521

- Senator Robert Dole (R-KS)
- T. Nina Oviedo

U.S. Senate Republican Leader
Counsel

Hispanic Business Inc. - (805) 682-5843

- Jesus Chavarria
- James Andrade

Editor and Publisher
Program Manager/Strategic Services Group

Hispanic Business College Fund - (202) 775-7059

- Adam Chavarria

National Director

Fleishman-Hillard - (202) 828-8873

- Joy Boyle

Account Supervisor

GE Capital Services - (202) 637-4308

- Anne Canfield

Manager/Government Relations

Advanced Data Companies Inc. (503) 233-1220

- Jim Rivera

CEO

Bared and Company (305) 592-3100

- Jose Bared

CEO

Counter Technology Inc. - (301) 907-0127

- Santos Garza
- Julian Martinez

CEO
Director of Marketing

H.R. Industries Inc. - (214) 301-6620

- Paul Dickinson

CEO

MVM Inc. - (703) 671-9810

- Dario Marquez

CEO

Mir, Fox & Rodriguez - (713) 622-9740

- Gasper Mir

Principal

Pan American Hospital - (305) 264-1000

- ~~Carolina Calderin~~

CEO

DID NOT ATTEND.