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Collection/Office of Origin: Chief of Staff, White House Office of
Series: Skinner, Sam, Files
Subseries:

OA/ID Number: 40924
Folder ID Number: 40924-003

Folder Title:
[Memos and Correspondence] 12/91 [3]

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Withdrawal/Redaction Sheet

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Doc. No. / Type	Subject/Title	Date	Restriction	Classification
01a. Note	From POTUS to James A. Baker, III, Scowcroft, and Skinner, Re: Zoellick Memo (1 pp.)	12/24/91	(b)(1)	
01b. Note	From James A. Baker, III, to POTUS, Re: Zoellick Memo (1 pp.)	12/24/91	P 5	
01c. Memo	From R. Zoellick to Secretary Baker and General Scowcroft, Re: Trip Report -- Preparation for the President's Trip to Japan [SENT FOR AGENCY REFERRAL; FOIA RESTRICTIONS REDACTED] (8 pp.)	12/24/91	(b)(1)	S
01d. List	Re: Follow up Action List [SENT FOR AGENCY REFERRAL] (3 pp.)	12/24/91	(b)(1)	

Page 1 of 1

Collection:

Record Group: Bush Presidential Records
Office: Chief of Staff, Office of the
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WHORM Cat.:
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Pinksheet Number: SJA039
OA/ID Number: 40924-003
Date Closed: 1/25/2005
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File

FAX COVER SHEET

DATE: December 24, 1991

TO: Sam Skinner

COMPANY: _____

FROM: Bob Teeter

TOTAL NUMBER OF PAGES: 16

*13, 14, 16, 17, 22
25(!)*

U.S. National Survey #15

Results

December 14-22, 1991

Data on proposals to end the recession, taxes, health care.

Q32. Which ONE of the following THREE tax policies do you think President Bush should support to end the recession?

(RANDOMIZE CODES 1-3)

Reduce taxes on everyone regardless of income	16%
Reduce taxes on middle and lower income people	58
and increase taxes on upper income people	
Leave taxes alone	13
Don't know	3
Refused/NA	1
Not Asked	11

(HALF SAMPLE A)

QA33. Various people in Washington are proposing different solutions to ending the recession. If you had a choice between (ROTATE: a plan proposed by President Bush and a plan proposed by the Democratic leaders in Congress), which one would you trust the most to end the recession?

Plan proposed by President Bush	32%
Plan proposed by Democratic leaders in Congress	37
Both equally (VOLUNTEERED)	4
Neither (VOLUNTEERED)	8
Don't know	12
Refused/NA	2
Not Asked	5

(HALF SAMPLE B)

QB33. Various people in Washington are proposing different solutions to ending the recession. If you had a choice between (ROTATE: a plan proposed by the Republicans and a plan proposed by the Democrats), which one would you trust the most to end the recession?

Plan proposed by Republicans	32%
Plan proposed by Democrats	33
Both equally (VOLUNTEERED)	4
Neither (VOLUNTEERED)	11
Don't know	14
Refused/NA	*
Not Asked	5

People have different views about the federal government trying to end the recession. Here are THREE views and I'd like to know if you strongly agree, somewhat agree, somewhat disagree, or strongly disagree with each one.

(RANDOMIZE Q34-Q36)

Q34. Any actions of the federal government to end the recession will have LITTLE EFFECT because the economy is too large and complex for the federal government to do anything about it. The recession will end when the normal business cycle has run its course.

Strongly agree	8%
Somewhat agree	24
Depends (VOLUNTEERED)	1
Somewhat disagree	28
Strongly disagree	24
Don't know	4
Refused/NA	*
Not Asked	11

Collapsed

Agree	32%
Disagree	52

Q35. The federal government should NOT TRY to end the recession because it USUALLY MAKES THINGS WORSE when it takes actions to help the economy. The recession will end when the normal business cycle has run its course.

Strongly agree	10%
Somewhat agree	21
Depends (VOLUNTEERED)	1
Somewhat disagree	30
Strongly disagree	25
Don't know	4
Refused/NA	*
Not Asked	11

Collapsed

Agree	31%
Disagree	55

Q36. The federal government has the RESPONSIBILITY FOR MANAGING THE NATIONAL ECONOMY, and it needs to take action to end the recession as soon as possible. We cannot wait for the normal business cycle to end the recession.

Strongly agree	41%
Somewhat agree	27
Depends (VOLUNTEERED)	1
Somewhat disagree	13
Strongly disagree	5
Don't know	2
Refused/NA	*
Not asked	11

Collapsed

Agree	68%
Disagree	18

Q37. With which ONE of the THREE views we just discussed about the federal government and ending the recession most agree?
(READ CODES 1-3 ONLY IF NECESSARY).

Any actions of the federal government to end the recession will have LITTLE EFFECT because the economy is too large and complex for the federal government to do anything about it. The recession will end when the normal business cycle has run its course. 15%

The federal government should NOT TRY to end the recession because it USUALLY MAKES THINGS WORSE when it takes actions to help the economy. The recession will end when the normal business cycle has run its course. 12

The federal government has the RESPONSIBILITY FOR MANAGING THE NATIONAL ECONOMY, and it needs to take action to end the recession as soon as possible. We cannot wait for the normal business cycle to end the recession. 60

Don't know 3
Refused/NA 1
Not asked 11

I'd like to ask you about some policies that could help end the recession...

Q38. Some people think a tax cut at this time is a good idea because it will stimulate the economy and help bring the country out of the recession. Others think a tax cut now is a bad idea because of the large budget deficit and the need to balance the federal budget. Which opinion do you most agree with?

	Dec. 14-22 1991	Feb. 1983
Tax cut is a good idea	44%	42%
Tax cut is a bad idea	38	49
Don't know	6	9 ¹
Refused/NA	*	
Not asked	11	

¹Don't know and refused are combined.

Q39. As you may recall, in October, 1990, the President and Congress agreed on a five year deficit reduction plan. In this plan, it was agreed that any changes in the budget that lowered taxes or increased spending had to be offset by increasing other taxes or reducing other spending in order for the planned reduction in the deficit to take place. Some people say this budget agreement should be broken in order to end the recession. Others say we need to keep the agreement or the government will never reduce the deficit.

Do you think the government should hold to this budget agreement to reduce the deficit, or should it change spending and taxes to end the recession even if that means breaking the deficit reduction agreement?

Hold to budget agreement - reduce deficit	43%
Change spending and taxes - break deficit reduction agreement	38
Don't know	7
Refused/NA	1
Not asked	11

Q40. Which ONE of these TWO tax policies do you think would be most effective in ending the recession?

(READ CODES 1-4, ROTATE CODES 1 AND 2)

Reduce taxes on business to encourage new business ventures and expansion which can create new jobs and support current jobs.

20%

Reduce taxes on individuals to give them more money to spend which would stimulate the economy.

20

Both equally (READ THIRD)

29

Neither one (READ LAST)

10

Don't know

2

Refused/NA

*

Not asked

11

Here are some other proposals concerning the recession. For each one, please tell me how effective you think it would be in ending the recession - extremely effective, very effective, somewhat effective, or not very effective?

(RANDOMIZE Q41-Q50)

	Ext. Eff.	Very Eff.	Smwt Eff.	Not Very Eff.	DK/Ref.	Total Eff.	Not Eff.
Q41. Pass new government spending programs for construction of public buildings, roads, and other public projects.	9%	15	37	25	3	24%	62
Q42. Allow fewer foreign imports into our country.	28%	24	21	15	2	52%	36
Q43. Reduce taxes on individual taxpayers.	15%	22	33	17	2	37%	50
Q44. Give business' new tax incentives for research and experimentation.	12%	15	35	23	4	27%	58
Q45. Give manufacturers new tax incentives for plant expansions.	14%	24	34	15	3	38%	49
Q46. Encourage banks to loan more money for new business ventures and expansion.	12%	21	37	16	4	33%	53
QA47. Reduce the capital gains tax.	9%	16	39	19	12	25%	58
QB47. Reduce the tax on investments in American business.	12%	19	40	18	6	31%	58
Q48. Give individuals new tax incentives to save money for retirement.	19%	27	28	13	3	46%	41
Q49. Reduce overall spending by the federal government.	31%	29	19	8	2	60%	27
Q50. Allow individuals to withdraw money from their Individual Retirement Accounts for a first time home purchase.	15%	21	31	19	4	36%	50

Q41-Q46, Q48-Q50 11% not asked; QA47, QB47 5% not asked

(HALF SAMPLE A)

QA51. Do you think the recession is the country's major economic problem and once it ends we will be in pretty good shape again, or do you think we face other major economic problems even when the recession is over?

Recession is major problem	32%
We face other economic problems	59
Don't know	3
Refused/NA	1
Not asked	5

QA52. (If we face other economic problems in QA51) What other economic problems do you think we face? (PROBE FOR AT LEAST TWO RESPONSES)

(HALF SAMPLE B)

QB51-QB52 not asked

The issue of U.S. trade with Mexico has been in the news...

Q53. Some people say dropping trade restrictions between Mexico and the U.S. will increase business and create jobs in both countries. Others say that dropping trade restrictions will only result in the loss of U.S. jobs to Mexico. With which side of this issue do you agree with the most? Do you agree with that position strongly or just somewhat?

Create jobs in both countries, strongly agree	12%
Create jobs in both countries, somewhat agree	20
Depends (VOLUNTEERED)	3
Loss of U.S. jobs, somewhat agree	19
Loss of U.S. jobs, strongly agree	35
Don't know	10
Refused/NA	*

Taxes by the federal government in Washington D.C. are my next topic...

Q54. Which ONE of these three statements about federal taxes do you most agree with?

(RANDOMIZE CODES 1-3)

	Dec. 14-22 1991	Jan 4-12 1991
Federal taxes are TOO HIGH and need to be reduced.	41%	41%
Federal taxes are ADEQUATE and should be kept at their current level.	39	38
The federal government needs some INCREASE in taxes in order to better deal with such problems as the environment, housing, and education.	18	19
Don't know	3	2
Refused/NA	1	*

Q55. Which ONE of the following FOUR topics on taxes concerns you the most?

Q56. Which ONE is your second concern?

(RANDOMIZE CODES 1-4)

	Combined Mentions	First Mention	Second Mention
Wealthy people NOT paying their fair share of taxes.			
December 14-22, 1991	65%	33%	32%
January 4-12, 1991		21	
The government wasting too much of the taxes it receives.			
December 14-22, 1991	80	51	29
January 4-12, 1991		57	
The amount of taxes average people have to pay.			
December 14-22, 1991	30	8	22
January 4-12, 1991		11	
The amount of taxes you, personally, have to pay.			
December 14-22, 1991	22	8	14
January 4-12, 1991		10	

	Combined Mentions	First Mention	Second Mention
Don't know			
December 14-22, 1991	2	1	1
January 4-12, 1991		1	
Refused/NA			
December 14-22, 1991	1	*	1
January 4-12, 1991		*	

Q57. Which ONE of the following THREE statements on taxes do you most agree with?

(RANDOMIZE CODES 1-3)

	Dec. 14-22 1991	Jan. 4-12 1991	Oct. 4-7 1990
Taxes should be RAISED to reduce the deficit.	7%	10%	22%
Taxes should be CUT to stimulate the economy.	48	38	30
Taxes should be kept where they are now.	43	48	44
Don't know	2	3	3
Refused/NA	1	*	1

Q58. If the federal government does reduce taxes, which ONE of the following THREE actions do you think would be needed?

(READ CODES 1-3, ROTATE 1 and 2)

The loss in tax revenue should be offset by cuts in spending.

35%

The loss in tax revenue should be offset by higher taxes on upper income taxpayers.

29

(READ LAST) OR No additional action is needed because reducing taxes would stimulate the economy which would lead to greater tax revenues.

30

Don't know

5

Refused/NA

1

Q59. If the federal government does reduce taxes, which ONE of the following ways do you think it should be done?

(RANDOMIZE CODES 1-3)

Reduce taxes on everyone regardless of income. {Go to Q61}	25%
Reduce taxes on middle and lower income people and keep them the same for upper income people. {Go to Q61}	28
Reduce taxes on middle and lower income people, offset by an increase in the taxes on upper income people. {Go to Q60}	44
Don't know {Go to Q61}	2
Refused/NA {Go to Q61}	1

Q60. (If increase taxes on upper income in Q59) At what upper income level would you begin to increase taxes? (PROBE FOR ONE SPECIFIC INCOME LEVEL (RECORD DOLLAR AMOUNT IN THOUSANDS))

Here are some proposed changes in our tax laws. For each one, please tell me how much you, personally, would like to see that change made - very much, somewhat, or not very much?

(RANDOMIZE Q61-Q68)

	Very Much	Not Smwt	Very Much	DK/ Ref.
Q61. Allow people to use their Individual Retirement Accounts for first time home purchases, education, and medical expenses for themselves, their children, or their grandchildren.	51%	29	17	4
Q62. Have larger tax credits or deductions for children in a family.	54%	28	16	2
Q63. Restore the \$2,000 tax deduction for Individual Retirement Accounts for everyone.	55%	29	10	6
Q64. Raise the limit retired people can earn before losing some of their social security benefits.	55%	29	10	6
Q65. Make the receipt of people's Individual Retirement Account savings, tax free at retirement.	63%	24	12	2
Q66. Reduce social security taxes.	27%	26	42	5
Q67. Reduce income taxes on individuals.	37%	38	22	3
Q68. Reduce capital gains taxes.	27%	39	22	12

Q69. One proposal in Washington is to reduce the tax rate on capital gains. Are you generally familiar or not familiar with what a tax on capital gains means?

	Dec. 14-22 1991	Jan. 4-12 1991	Oct. 13-14 1990	Oct. 1989
Familiar	42%	41%	45%	46%
Not familiar	56	58	54	53
Don't know	1	1	1	1
Refused/NA	1	--	*	--

Q70. The capital gains tax is the tax on the sale of stocks, bonds, a home, and other real estate. Some people favor reducing the tax on capital gains because they think it would increase business investment and jobs. Others oppose this proposal because they think it is mainly a tax cut for the rich. Who do you agree with more -- those who favor or those who oppose a reduction in the tax on capital gains?

	Dec. 14-22 1991	Jan. 4-12 1991	Oct. 13-14 1990	Oct. 1989
Those who favor a reduction	48%	44%	43%	44%
Those who oppose a reduction	43	45	45	50
Depends (VOLUNTEERED)		3	2	2
Don't know	6	9	9	6
Refused/NA	1	*	1	1

The nation's banking system is my next topic...

Q71. How much confidence do you have in the financial soundness of the nation's banking system -- a great deal, some, or not very much?

A great deal	12%
Some	45
Not very much	42
Don't know	2
Refused/NA	*

Q72. How much confidence do you have in the financial soundness of the bank YOU USE most often -- a great deal, some, or not very much?

A great deal	47%
Some	39
Not very much	13
Don't know	2
Refused/NA	1

Q73. Do you think commercial banks should or should not be allowed to sell stocks, bonds, and insurance as a way for them to have more money to operate with?

Should	50%
Should not	40
Don't know	9
Refused/NA	1

Q74. Do you think commercial banks in one state should or should not be allowed to establish branch banks in another state?

Should	63%
Should not	27
Don't know	10
Refused/NA	1

Q75. What kind of bank would you trust the most?

(ROTATE CODES 1 AND 2)

A bank that has branches and does business in only the state where you live.	42%
A bank that has branches and does business all over the country.	46
Don't know	10
Refused/NA	2

(HALF SAMPLE A)

QA76. Which ONE of these two policies do you think the federal government should follow in regulating the nation's banking system?

(ROTATE CODES 1 AND 2)

The federal government should be encouraging banks to loan money for new business ventures and expansion which can create new jobs and support current jobs.	51%
The federal government should be keeping tight controls on who banks loan money to, in order to protect the financial soundness of the nation's banking system.	40
Don't know	8
Refused/NA	1

(HALF SAMPLE B)

QB76. Which ONE of these two policies do you think the federal government should follow in regulating the nation's banking system?

(ROTATE CODES 1 AND 2)

The federal government should be encouraging banks to loan money for new real estate developments which can create new jobs and support current jobs.	43%
The federal government should be keeping tight controls on who banks loan money to, in order to protect the financial soundness of the nation's banking system.	49
Don't know	6
Refused/NA	2

The cost and availability of health care is another important issue...

Here are some principles that could be followed in changing the health care system in our country. For each one, please tell me if you strongly agree, somewhat agree, somewhat disagree, or strongly disagree that it should be a guiding principle for our health care system.

(RANDOMIZE Q77-Q89)

	Str. Agr.	Smwt Agr.	Dep.	Smwt Dis.	Str. Dis.	DK/ Ref.	Total Agr.	Total Dis.
Q77. The best health care should be provided to all Americans regardless of the cost.	63%	20	2	8	5	1	83%	13
Q78. People should be expected to pay, at least, some of their health care costs out of their own pockets.	36%	42	3	9	9	1	78%	18
Q79. There should be some limits on the medical services covered in any new national health insurance plan.	28%	39	2	12	16	3	67%	28
Q80. The less involved the federal government is in any new health insurance system, the better.	20%	26	2	26	22	5	46%	48
Q81. Only the total involvement of the federal government, like is done in Canada and Europe, will solve the problem of the cost and availability of health care.	29%	30	1	17	15	8	59%	32
2 Q82. The right to choose your own doctor should be kept in any new national health care program.	75%	18	1	4	2	1	83%	6
Q83. If people want to use the doctor of their choice, they should be expected to pay more to do that.	17%	22	1	17	41	1	39%	58
Q84. All individuals have a right to financial protection from the costs of health care.	58%	30	1	5	3	3	88%	8
1 Q85. All individuals have a right to quality health care.	85%	10	1	2	1	1	95%	2
Q86. All companies with five or more employees should be required to pay for health insurance for their employees.	43%	28	3	14	11	3	71%	25
Q87. Americans have an obligation to pay for health care, through their taxes, for people who cannot afford it.	25%	45	2	13	12	3	70%	25
Q88. The federal government should run a national health care system covering everyone and financed by federal taxes.	32%	31	3	16	16	4	63%	32
✓ Q89. The federal government should regulate doctor and hospital fees.	51%	26	1	9	10	2	77%	19

Q90. Which ONE of these TWO goals do you think is more important for our country to achieve over the next ten years - (ROTATE: holding down health care costs for everyone or providing health care for those who cannot afford it?)

Hold down health care costs for everyone	45%
Provide health care for those who cannot afford it	44
Both equally important (VOLUNTEERED)	10
Neither (VOLUNTEERED)	*
Don't know	1
Refused/NA	*

Q91. Generally, would you prefer your medical coverage be provided by (READ CODES 1-4)

(RANDOMIZE CODES 1-4)

The federal government	21%
Your state government	9
Your family's primary employer	31
An insurance company you choose yourself	33
Don't know	6
Refused/NA	1

Here are some proposed health care plans. For each one please tell me if you favor or oppose the idea.

(RANDOMIZE Q92-Q94)

Q92. A health care plan in which businesses are required to either provide coverage for all their employees or contribute to a federal fund that would cover all uninsured Americans.

Favor	73%
Oppose	22
Don't know	5
Refused/NA	*

Q93. A national health care plan for everybody run by the federal government and financed by taxpayers.

Favor	48%
Oppose	47
Don't know	4
Refused/NA	1

Q94. A health care plan that has people buy their own insurance with the cost deducted from their taxes and which covers the poor and the elderly with Medicare and Medicaid.

Favor	72%
Oppose	22
Don't know	6
Refused/NA	1

Q95. Which ONE of the following FOUR choices on health care do you think would be best?

(READ CODES 1-4, RANDOMIZE 1 thru 3)

A health care plan in which businesses are required to either provide coverage for all their employees or contribute to a federal fund that would cover all uninsured Americans.

30%

A national health care plan for everybody run by the federal government and financed by taxpayers.

23

A health care plan that has people buy their own insurance with the cost deducted from their taxes and which covers the poor and the elderly with Medicare and Medicaid.

30

(READ LAST) OR Leave things the way they are now.

12

Don't know

4

Refused/NA

1

Q96. In order to have a government-run national health care system, taxes would have to be raised to support it. Which one of the following answers best describes how much you are willing to pay in increased taxes to pay for a national health care system.

(READ CODES 1-6, ROTATE TOP TO BOTTOM AND BOTTOM TO TOP)

More than \$4,000 per year in increased taxes for a national health care system	1%
Between \$3,000 and \$4,000 per year	3
Between \$2,000 and \$3,000 per year	12
Between \$1,000 and \$2,000 per year	23
Less than \$1,000 per year	25
Not willing to pay any additional taxes for a national health care system	30
Don't know	5
Refused/NA	1

Q101. (If Yes to Q100) Do you plan your exemptions in such a way that, when you file your tax return, you will get a refund, owe the government money, or come as close to even as possible?

Get a refund	25%
Owe the government money	3
Come as close to even as possible	25
Don't know	1
Refused/NA	--

Q102. (If yes to Q102) Would you like to have the option of having less withheld from your paycheck and having a smaller refund for the year, or do you prefer to keep your withholding the way it is now?

Have less withheld/smaller refund	9%
Keep withholding the way it is now	43
Don't know	1
Refused/NA	*



December 24, 1991

To: JABIII, Brent, Sam Skinner

Re: Zoellick Memo on his Trip- Japan.

This is an excellent paper-outstanding.

Some questions/Observations:

1. Why did GM reject Toyota's offer on "dual dealership"? (page 3, para.2)
2. VRA's- we need a good discussion on this. (page 4 - para 1, and page 8 sub(2) para 1.)
3. Brent when does Brady letter go out? Yes, it should thank Kiichi for Zoellick visit (page 7 2nd para from bottom)
4. Yes trip should have some focus on overall security problems, USSR problems, economic growth problems, partnership is helping others etc. (page 7 - last para.)

GB

47

FROM THE PRESIDENT

THE PRESIDENT HAS SEEN

DEPARTMENT OF STATE

THE SECRETARY

12/24/91

POTUS,

FYI. I think this is a good report and I hope you will have a chance to personally read it. It shows the thoroughness with which Bob Zoellick approaches problems.

Merry Christmas!

J. M. [Signature]
JAB, III

*I just
GP*

Withdrawal/Redaction Sheet

(George Bush Library)

Document No. and Type	Subject/Title of Document	Date	Restriction	Class.
01c. Memo	From R. Zoellick to Secretary Baker and General Scowcroft, Re: Trip Report -- Preparation for the President's Trip to Japan [SENT FOR AGENCY REFERRAL; FOIA RESTRICTIONS REDACTED] (8 pp.)	12/24/91	(b)(1)	S

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WHORM Cat.:

File Location: [Memos and Correspondence] 12/91 [3]

Document Partially Declassified
(Copy of Document Follows)
 By RLC on 1/25/05

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AR Disposition Date:	1/25/2005	MR Disposition Date:	

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

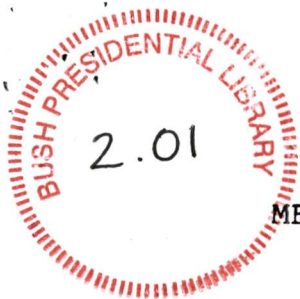
P-1 National Security Classified Information [(a)(1) of the PRA]
 P-2 Relating to the appointment to Federal office [(a)(2) of the PRA]
 P-3 Release would violate a Federal statute [(a)(3) of the PRA]
 P-4 Release would disclose trade secrets or confidential commercial or
 financial information [(a)(4) of the PRA]
 P-5 Release would disclose confidential advice between the President
 and his advisors, or between such advisors [(a)(5) of the PRA]
 P-6 Release would constitute a clearly unwarranted invasion of
 personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of
 gift.

PRM. Removed as a personal record misfile.

Freedom of Information Act - [5 U.S.C. 552(b)]

(b)(1) National security classified information [(b)(1) of the FOIA]
 (b)(2) Release would disclose internal personnel rules and practices of an
 agency [(b)(2) of the FOIA]
 (b)(3) Release would violate a Federal statute [(b)(3) of the FOIA]
 (b)(4) Release would disclose trade secrets or confidential or financial
 information [(b)(4) of the FOIA]
 (b)(6) Release would constitute a clearly unwarranted invasion of
 personal privacy [(b)(6) of the FOIA]
 (b)(7) Release would disclose information compiled for law enforcement
 purposes [(b)(7) of the FOIA]
 (b)(8) Release would disclose information concerning the regulation of
 financial institutions [(b)(8) of the FOIA]
 (b)(9) Release would disclose geological or geophysical information



December 24, 1991

~~SECRET~~

MEMORANDUM FOR: Secretary Baker
General Scowcroft

FROM: R. Zoellick *EBZ*

RE: Trip Report -- Preparation for the President's
Visit to Japan

General Observations

- o Prime Minister Miyazawa, the LDP leadership, and officials in the key Ministries now fully understand the bad mood in the United States and the risks for both sides of this visit.
✓
- Facts like the GM layoffs and the one percent cut in the discount rate helped drive home the message.
- o Every person we met also seemed sincerely committed to ensuring a successful visit. But as one pointed out to us in our last meeting, they face two serious constraints:
✓ (1) timing (both that the budget has already been prepared and that there's not much time to work on the other issues); and (2) the lack of "government reach" to accomplish some of the things we are asking (e.g., directing firms to buy U.S. auto parts or targeting a certain number of car purchases).
- Nevertheless, the top power brokers have received our message. Takeshita cited numerous statistics on the relations of autos/parts to the deficit. And although Deputy PM/FM Watanabe gave me a mild lecture about
✓ problems with the U.S. auto sector and market principles, after I pressed back he concluded by saying they'll need to deal with the political problem of autos "pragmatically."
- o A number of leaders were deeply appreciative of POTUS's statements at Pearl Harbor about reconciliation. It would help to stress similar themes in his public remarks.
- o I also said that the President was committed to an internationalist policy, recognizing America's role in the world. I explained he would not waver and that he'd fight isolationism and protectionism. This is an important message for them (and the public) to hear.

DECLASSIFIED IN PART
PER E.O. 12958, AS AMENDED

1999-0277-F

1/25/05 b1c

~~SECRET~~

- o I think it also would be helpful to signal publicly that we expect to discuss global and regional political and security issues (e.g., former USSR), as well as trade matters. (The press play we've seen makes the trip come across solely as a commercial mission.)

✓
o

(b)(1)

Perspective on the Businesspersons Who Will Accompany POTUS

- o There is some public criticism in Japan that the addition of the businesspersons makes the trip look like a commercial mission, but I believe the President's general style of also reviewing current world issues will deal with that concern.
- o I explained that our strategy to invite businesspersons had two elements: (1) to emphasize our commitment to support U.S. business; but also (2) to encourage our businesspeople to look outward and to recognize the great growth opportunities in the region. This second point fits with an "internationalist" message ("compete, not retreat") and the Japanese seemed to appreciate it. (So I hope we can use it!)
- o Similarly, we were told that it would be easier for Japan to develop an "import vision" if we could point to our efforts to develop an "export vision." I believe Commerce has taken some such actions, but we may wish to develop them more (on the trip or in the State of the Union?).

o
(b)(1)

-- The Japanese gave us some very interesting statistics about the relative successes of European auto firms in Japan: The clear message is that our guys don't take the Japanese market seriously, except as a stalking horse to justify protection of the U.S. market.

? ✓ -- We also have to be careful about the arguments we make on autos. For example, I was asked to press for "dual dealerships" to sell U.S. cars in Japan. But the Japanese told me that after the VP made this request earlier in the year, GM rejected Toyota's offer. The GOJ also has statistics suggesting European firms have worked out this problem. (I'll try to check this information with Commerce.)

Autos/Parts

- o We hit this sector the hardest (along with growth and fiscal expansion) with a strong political message, and they clearly understood it.
 - o We stressed that we were looking for numbers for U.S.-produced parts, either percentage or dollar increases for Japanese firms in the U.S. as well as for imports by Japanese firms.
 - o For U.S. auto exports to Japan, we sought changes in standards and practices, and suggested that the best way to convey a true commitment would be to set a goal for Japanese purchases of right-hand wheel drive vehicles.
 - o They will have three big problems in meeting our request: (1) goals for parts or auto purchases gets pretty close to "managed" trade; (2) the GOJ's one experiment with such an approach -- the twenty percent market share goal for semi-conductors -- has not been a happy one; and (3) it's not clear the GOJ has the authority to direct (or even sufficiently "influence") their companies to buy U.S. parts or to deliver on a target for auto purchases.
- ✓ --/ Nevertheless, the Japanese auto companies have recently noted their voluntary plans to increase the use of U.S. parts for their U.S.-based production by 1994, and I urged a big increase in these goals.
- N
- o MITI is busy working on this one, and I suspect we'll have some further exchanges of ideas in the time we have left.
 - o The big question we'll face is whether to go along with VRAs for autos. This is what our auto execs really want. It would probably also be easier for the Japanese, so I suspect they'll suggest it. I steered away from VRAs because I wanted to stress what Japan should buy, not protectionism. So far, the Administration has resisted

How 'bout this

auto VRAs because they haven't worked in the past. The Japanese just used their limited numbers to seize the "high" end of the market, and then the Koreans and others came into the lower end. They also boost prices and limit consumer choice. The auto execs took higher salaries. VRAs also represent "defeat", not "compete". But it's an option of which you should be aware.

Dis

Growth Initiative

- o Their Cabinet consideration of the budget for the next fiscal year (which begins in April) is supposed to be wrapped up this week and then submitted to the Diet for action, so they have limited flexibility for near-term actions.
- o The LDP heavyweights have leaned towards greater expansion, but the Finance and Economic Planning officials have resisted them so far. (The bureaucrats point to tight labor markets and have forecast 3.5 percent growth, a figure our people believe is optimistic.)

--
[REDACTED]

(b)(1)

- o Olin Wethington has suggested to Secretary Brady that we seek to get the Japanese to commit to four points:
 - ✓ (1) Public declaration of strong joint commitment to spur growth.
 - ✓ (2) Additional expansionary measures within the framework of the current budget. (Some accounts have more flexibility.).
 - ✓ (3) Commit now to take additional steps in the spring or summer if it appears Japan will fall short of its growth forecast. (This is a form of "growth guarantee" that the political leaders could use to have a second crack at the officials.)

(4)

[REDACTED]

(b)(1)

o

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(b)(1)

Other Sectors

- o Mike Moskow believes we could complete (for initialing) an agreement opening up government procurement of computers.
✓ Since computers are an attractive industry and a big business, this announcement could be played up.

-- Experts will meet in late December in Tokyo to try to wrap it up.
 - o Mike also thinks we have a shot to announce jointly our commitment to complete a market access agreement for paper products within a few months. We've made progress on
✓ paper, so we're trying to figure out a way to get credit for the "work in progress."
 - o For glass products, we're seeking GOJ commitments to review impediments in building codes and to launch a JFTC investigation of exclusionary practices. We might also
✓ point to "voluntary import plans." (Our industry doesn't want an agreement; we will try to check with them again to see how we might give them a hand.)
 - o MITI is also developing voluntary import plans for a number of other industries, and we will see if we can refer to these plans in a positive way.
✓
 - o About a month ago, GOJ agreed to open up slightly its overall government procurement practices, and we can
✓ examine whether we can refer to this as a constructive step.
 - o Contrary to conventional wisdom, the Japanese cited
✓ statistics on foreign (including U.S.) involvement with their ODA projects that were impressive. If they check out, we may be able to point to them by adding a hook such as holding a GOJ seminar in the United States on how to apply for ODA contracts.
-

- o It turns out that the off-cited list of 61 standards problems, developed by the American Chamber in Japan, has various weaknesses. (Again, we discovered this after I mentioned it to the PM.) Nevertheless, we are pressing for action on a list of 14 auto standards (with three as the top priorities) and 21 non-auto standards. Our objective is to try to get as many resolved as possible, and then seek a commitment to resolve the remainder over X months.

- We need to do some rapid checking on these standards with Commece, USTR, and the American Chamber.

- While these standards aren't headline items, they could please some businesses and create a better climate.

- o I also hope we can get a reaffirmation of the semi-conductor agreement, including a focus on achieving our 20 percent market share goal by the end of 1992, but I doubt that will have much of a public effect.

- o We're trying to get a commitment to identify the steps Japan needs to take to open up lawyers' services, but this will be a hard sell: The limits are set by the Japanese Bar Association, and we don't have a GOJ champion. If we ~~get anything~~ on this topic, I suggest we relate it to imports by stating that the presence of foreign lawyers can help overcome the various barriers encountered.

Other Issues

- o In our closing session with the Foreign Ministry, we noted some other issues just so they wouldn't drop off the screen.

- o For example, in the foreign policy area, we reminded them that we are waiting to learn whether ~~FM Watanabe~~ will attend the Washington Conference on humanitarian aid for the former USSR and the Mideast Multilaterals. I suggested that the eyes of the world are likely to be on the former USSR, so I hoped their efforts would appear current.

- They urged us to keep them informed about our plans for recognition.

- o We will also need to decide how we intend to play the Uruguay Round/rice issues. (Since rice tariffication is part of the UR deliberations, I didn't want to spend capital on it during this trip.)

- Assuming we've decided to work with Dunkel's draft in some fashion, my suggestion is that we note the importance of the UR, refer to the fact that there is a serious draft on the table that involves difficult

~~SECRET~~

tradeoffs for all of us, and that we support the tariffication of agriculture barriers, including for rice. We hope Japan will support this as part of a final package.

-- If we want to be more aggressive, I think we should alert the Japanese. ✓

- o Doug and I referred to the SSC on the side, but said it wasn't the focus of our trip, which was to concentrate on bilateral market access and economic growth. (My hope is that our prior efforts have kept the SSC in play, so we could get something without spending more capital.) ✓
- o Olin may have loosened up MOF on: (1) some parallel financing systems for our CE/EE Enterprise Funds; and (2) agreeing to add new commitments to SII. Since MOF was the remaining obstacle on both, it's worth some effort to try to follow through in the MOF-Treasury channel, and Olin said he'd suggest doing so. ?

Follow Up/Next Steps

- o I have prepared an Action List with agency responsibilities and shown it to Doug Paal and Olin Wethington. (Mike Moskowitz also agreed with the idea, but he flew to Florida so he didn't see the final list.) ✓

✓ We will circulate it and seek to track it, including with Embassy Tokyo.

-- But we could probably use help with Commerce, who will be especially important because: (1) they have contacts and information on a number of the sectors; ✓ and (2) they are in charge of the businesspersons on the trip, and part of our task is to relate our possible successes to the interests of these individuals. ✓

✓ -- And it will be hard to get people's attention at this time of year.

- o On the growth issue, Olin has a redraft of a POTUS to Miyazawa letter. (I think it's important that any such letter at least refer to our trip, or else we're going to look disorganized and will confuse them.) ✓

- o POTUS will need to decide how he intends to handle some sensitive issues, e.g., ✓

(1) Should we stress that the trip will focus on political-security issues as well as business interests? (I did.)

yes
do this in
Beirut

- (2) Does he want to accept any overture, which I believe will come, for auto VRAs? The Administration has opposed them, although the Japanese have applied an informal one. The auto executives would love it, but past VRAs have actually undermined the industry and cost consumers; the press knows this. VRAs also look terrible if our purpose is to emphasize exports and competition. POTUS would look weak with his open market supporters, but others might welcome it. This is a big call if we wish to go this route. No doubt my views are clear, but I thought I should identify the option for you.
- (3) Should we combine the trip with some Commerce plan for an "Export Vision" and State of the Union plans to increase growth and long-term competitiveness? (We have a good record on exports, and I hope our January package will stress making the U.S. stronger at home.)
- o I would also like to discuss with you the prospect of skipping the early stops on the trip in order to help with the follow up. I might go to Japan a day or so ahead of POTUS to go over final preparations, or I could meet you in Korea in order to be part of the briefing on the way in.

cc: Doug Paal

CLOSE-HOLD

Follow-Up Action List: POTUS Visit to Japan

- o Finalize with MOFA the date (between December 27-29) for follow-on discussions in Tokyo to complete the agreement on government procurement of US computers (USTR); prepare for initialing during the visit.
 - Get data on size of Japanese government market, private market, and current U.S. sales to each (dollars and market share) (USTR/Commerce).
- o Send MITI our specific ideas for achievements in the sectors of paper, glass, and semiconductors (USTR-ASAP). (Can work off draft sheets we prepared in Tokyo.)
 - Check with glass companies (especially Guardian) for specifics they might seek. (They appear not to want an agreement.) (USTR/Commerce)
 - Seek joint commitment to develop a market access plan for paper products within ____ months. (USTR, Emb Tokyo)
- o Get details on current GOJ plans to increase government procurement (announced approximately within the last month). (State)
 - Check with DOC about other sectors that we would like GOJ to commit to open up; State to then follow up with MOFA.
 - Check with DOC about where the MPA mentions such a possible expansion. (State/DOC)
- o Ensure the American Chamber in Japan has filed complaints with the Office of Trade Ombudsman (OTO) on the 14 auto standards and 21 non-auto standards. (Emb Tokyo)
 - Copy to Commerce for review. (State)
 - Make sure OTO and MOFA have these lists. (Emb Tokyo)
 - USTR/DOC to check with Emb Tokyo to determine whether we need to send out technical experts right away to make the case on these standards, especially relating to the auto standards.

CLOSE-HOLD

- Seek to resolve as many of these standards problems as possible before the visit; seek GOJ commitment to resolve remainder (or some number of them) within X months. (Emb Tokyo has lead, working with ACCJ and drawing on USTR, DOC, State as necessary.)
- o Cross check standards list -- and possible progress in computers, paper, glass -- with businesspersons on the trip to determine their interest. This check should refer to more than their industry, e.g., corporate boards they might serve on. (DOC)
- o Get background info for each of the invited business executives re: (1) their current exports and investment in Japan and the region; (2) their plans for increasing exports and/or investment; and (3) their top priority problems. (Commerce)
- o Follow up with MITI on facts of Voluntary Import Plans for all sectors (e.g., autos, glass, paper, and all others). (Emb Tokyo, drawing on USTR, DOC, State)
 - Summarize plans to emphasize import focus. (State/DOC)
- o Follow up letters on fiscal expansion. (Treasury/NSC)
 - Prepare key points for Amb. Armacost to use with LDP leaders. (Treasury)
- o Get data on percentage of Japanese ODA funding going to projects with foreign firms. Break out US firms. (Emb Tokyo with State)
 - Get facts on new ExIm/MITI program. (Emb Tokyo/State)
 - Seek MOFA agreement to specific follow up actions to enhance US involvement further (e.g., seminar in U.S. on Japanese ODA procedures).
- o Check back with MITI on their possible proposal to increase purchases of US auto parts by Japanese firms in both the US and Japan. (Emb Tokyo, working with DOC, USTR, State)
 - Give the MITI paper on current Japanese proposals to DOC for review. (State)
- o Check back with MITI on steps to increase imports of US autos to Japan. (Emb Tokyo, working with DOC, USTR, State)

- Check real problem of US auto firms with establishing dual dealerships. (See MITI paper on comparison with European entrants.) Also, GOJ reports Japanese firms have offered US firms access to dual dealerships that have been refused (e.g., Toyota and GM). (DOC)
 - In light of above check on dual dealerships, plus MOSS sourcing study, determine whether we still seek JFTC action at this point. (DOC with USTR, State)
- o Follow up on restrictions on foreign lawyers, probably with Justice Ministry, MOFA, possibly PM's office. (Emb Tokyo)
 - Send list of restrictions to the Japanese for reference. (USTR?)
 - Seek to get GOJ to determine steps, by April, to remove discriminatory barriers on foreign law firms and to resolve other outstanding legal service issues. (Emb Tokyo/USTR)
- o If possible, prepare a brief summary paper of U.S. efforts to develop an "export vision", which could complement a GOJ "import vision." (DOC)
- o Follow up with MOF on possible cofinancing arrangements for Enterprise Funds. (Treasury)
- o See if MOF will now agree to add new commitments to SII. (Treasury)
- o Work out language with MOFA on commitment to financial liberalization for action plan. (Treasury, with Emb Tokyo)
- o Clear and release statement on the US open investment policy in advance of the trip. (Treasury)
- o Prepare brief (no more than one-page) fact sheets, listing achievements or market opening plans in each area. (State/NSC with USTR, DOC, Treasury)
- o Identify agency contact points for managing follow-up work before POTUS's trip.

THE WHITE HOUSE
WASHINGTON

December 27, 1991

MEMORANDUM FOR SAMUEL K. SKINNER

FROM: SIG ROGICH

SUBJECT: BUSINESS DELEGATION FOR ASIA TRIP

Sam, per your request -- the business group is attached. Please note that The Honorable Robert A. Mosbacher, Secretary of Commerce, and The Honorable J. Michael Farren, Undersecretary for International Trade, Department of Commerce, are listed as part of the Official Delegation.

cc: John Gaughn

PRESIDENTIAL BUSINESS DELEGATION

Mr. Dexter F. Baker
Chairman, President and Chief Executive Officer
Air Products and Chemicals, Inc.

Dr. Winston Chen
Chief Executive Officer
Solelectron Corporation

Beverly F. Dolan
Chairman and Chief Executive Officer
Textron Inc.

Robert Galvin
Chairman, Executive Committee
Motorola, Inc.

Joseph T. Gorman
Chairman and Chief Executive Officer
TRW, Inc.

Maurice R. Greenberg#
Chairman and Chief Executive Officer
American International Group

Bronce Henderson***
Chairman
Detroit Center Tool

James Herr
Chairman
Herr Foods, Inc.

Lee Iacocca++
Chairman and Chief Executive Officer
Chrysler Corporation

Robert J. Maricich***
President
American of Martinsville

meets in Singapore; drops in Tokyo
*** meets in Osaka
++ meets in Osaka; drops in Tokyo

Presidential Business Delegation

Raymond Marlow
President
Marlow Industries

John C. Marous***
Chairman and CEO Emeritus
Westinghouse Electric Corporation

Harold A. Poling***
Chairman and Chief Executive Officer
Ford Motor Company

Heinz Prechter
Chairman and Chief Executive Officer
ASC, Inc.

John P. Reilly***
President and Chief Executive Officer
Tenneco Automotive

James D. Robinson III^
Chairman and Chief Executive Officer
American Express

David M. Roderick+
Chairman Emeritus
USX Corporation

C. J. Silas
Chairman and Chief Executive Officer
Phillips Petroleum Company

Robert C. Stempel***
Chairman and Chief Executive Officer
GM Corporation

Michael von Clemm+
Executive Vice President
Merrill Lynch & Company, Inc.

Patrick Ward^^
Chairman and Chief Executive Officer
Caltex Petroleum Corporation

***meets in Osaka
^ meets in Seoul; drops in Tokyo
+ meets and drops in Seoul
^^ meets and drops in Singapore

U.S. Department of Commerce Delegation

The Honorable Thomas J. Collamore
Chief of Staff and Assistant Secretary of Commerce

Diane G. Terpeluk
Counsellor to the Secretary

Evan G. Hughes+++
Special Assistant to the Secretary

Judy Irastorza
Director, Office of Business Liaison

Marci Robinson
Press Secretary to the Secretary of Commerce

+++ meets in Sydney



General Services Administration
Office of the Administrator
Washington, DC 20405

OPTIONAL FORM 99 (7-80)

FAX TRANSMITTAL

of pages 11

To <i>Chief of Staff Skinner</i>	From <i>Richard G. Austin</i>
Dept./Agency	Phone # <i>GSA</i>
Fax # <i>456-1121</i>	Fax # <i>819-1243</i>
NSN 7540-01-317-7368 5099-101 GENERAL SERVICES ADMINISTRATION	

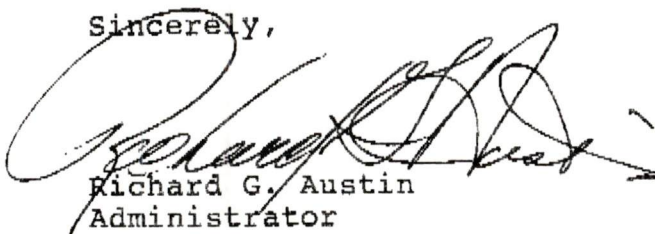
December 30, 1991

The Honorable Samuel K. Skinner
Chief of Staff
White House

Dear Mr. Skinner:

Pursuant to our conversation, I am providing the information you requested. I will be available today or tomorrow to discuss in more detail should you have any questions.

Sincerely,



Richard G. Austin
Administrator



FEDERAL TRIANGLE BUILDING SCENARIOS

30-YEAR NPV COSTS (\$000'S - 1992)

SCENARIO	OSF (000s)	ETPC (\$Ms)	LEASE (NPV COST IN MKTPLACE)	BUILD (NPV COST IN BLDG)	NET COST AVOIDANCE	ASSUMPTIONS
FOB-A	1360					1) ETPC excludes project financing costs. 2) All interim housing costs are assumed equivalent and excluded from analysis. 3) All cost estimates are in 1992 dollars. 4) Construction costs for parking are pro-rated. 5) All above standard special costs are assumed equivalent and excluded from analysis. 6) The cost of land in the build scenarios is assumed to be zero inasmuch as the site is already owned by the Federal Government and no cash outlay is required.
Office Space Parking		\$418.0 \$27.2 \$445.2				
30-Year NPV			\$750,398	\$573,119	\$177,279	
FOB-B	630					
Office Space Parking		\$167.0 \$10.8 \$177.8				
30-Year NPV			\$350,089	\$248,827	\$101,262	
TOTAL	1990	\$623.0	\$1,100,487	\$821,946	\$278,541	Source: GSA/NCR Planning Staff 12/91

**MARKET SURVEY FOR THE CBD
APPROXIMATELY 100,000 OCCUPIABLE SQUARE FEET (OSF)
OR GREATER OF REHAB - 2nd GENERATION BUILDINGS' AS OF 12/30/91**

1. BUILDING: 1111 19th Street, NW
RENT: \$26-\$29/fs
PROPOSED: Immediate
SF AVAIL: 111,100 OSF
 2. BUILDING: 1120 20th Street, NW
RENT: \$34.50/fs
PROPOSED: Immediate
SF AVAIL: 144,070 OSF
 3. BUILDING: 1825 Eye Street, MW
RENT: \$36-\$39/fs
PROPOSED: 08/92
SF AVAIL: 181,030 OSF
 4. BUILDING: 1666 K Street, NW
RENT: \$32-\$41/fs
PROPOSED: Immediate
SF AVAIL: 165,520 OSF
 5. BUILDING: 1441 L Street, NW
RENT: \$35-\$39/fs
PROPOSED: 02/92
SF AVAIL: 146,260 OSF
- Sub-total: 882,653 OSF

**MARKET SURVEY FOR THE CBD
APPROXIMATELY 100,000 OCCUPIABLE SQUARE FEET
OR GREATER OF NEW SPACE AS OF 12/30/91**

1. BUILDING: 1515 K Street, NW
RENT: TBD
PROPOSED: 10/94
SF AVAIL: 296,610
2. BUILDING: 1909 K Street, NW
RENT: TBD
PROPOSED: 1/93
SF AVAIL: 199,150
3. BUILDING: 2033 M Street, NW
RENT: \$40 - \$45/fs
PROPOSED: 12/93
SF AVAIL: 105,900
4. BUILDING: 2121 Pennsylvania Ave., NW
RENT: TBD
PROPOSED: 1/94
SF AVAIL: 596,610
5. BUILDING: 4th Street, NW @ K Street
RENT: TBD
PROPOSED: 1/95
SF AVAIL: 205,800
6. BUILDING: 500 5th Street, NW
RENT: TBD
PROPOSED: 1/94
SF AVAIL: 272,880
7. BUILDING: 700 11th Street, NW
RENT: \$27 - \$30/nnn
PROPOSED: Immediate
SF AVAIL: 112,550
8. BUILDING: 325 7th Street, NW
RENT: \$30 - 35/nnn
PROPOSED: Immediate
SF AVAIL: 127,000
9. BUILDING: 8th Street, NW @ C Street, NW
RENT: TBD
PROPOSED: 6/94
SF AVAIL: 152,550

10. BUILDING: 9th Street, NW @ D Street, NW
RENT: TBD
PROPOSED: 11/93
SF AVAIL: 325,250
11. BUILDING: 607 14th Street, NW
RENT: \$38 - \$43/fs
PROPOSED: Immediate
SF AVAIL: 104,075
12. BUILDING: 1099 14th Street, NW
RENT: \$34 - \$36/nnn
PROPOSED: 10/91
SF AVAIL: 336,580
13. BUILDING: 801 C Street, NW
RENT: \$34 - \$36/nnn
PROPOSED: 1/93
SF AVAIL: 378,800
14. BUILDING: 1200 C Street, NW
RENT: \$22 - \$30/nnn
PROPOSED: Immediate
SF AVAIL: 132,030
15. BUILDING: 1310 C Street, NW
RENT: \$22.75 - \$27.75/nn
PROPOSED: Immediate
SF AVAIL: 146,154
16. BUILDING: 1250 H Street, NW
RENT: \$25/nnn
PROPOSED: Immediate
SF AVAIL: 128,081
17. BUILDING: 1401 H Street, NW
RENT: \$25 - \$36.50/nnn
PROPOSED: 6/92
SF AVAIL: 284,280
18. BUILDING: 1200 K Street, NW
RENT: \$29 - \$34/nnn
PROPOSED: 2/92
SF AVAIL: 302,300
19. BUILDING: 1301 K Street, NW
RENT: \$28.50 - \$36/nnn
PROPOSED: Immediate
SF AVAIL: 153,390

20. BUILDING: 1301 L Street, NW
RENT: \$25 - \$30/nnn
PROPOSED: 2/94
SF AVAIL: 208,080
21. BUILDING: 1501 M Street, NW
RENT: \$30 - \$34/nnn
PROPOSED: 1/92
SF AVAIL: 127,530
22. BUILDING: 430 Mass. Ave., NW
RENT: TBD
PROPOSED: 1/94
SF AVAIL: 200,850
23. BUILDING: 1100 New York Ave., NW
RENT: \$29 - \$33/nnn
PROPOSED: Immediate
SF AVAIL: 289,600
24. BUILDING: 1425 New York Ave., NW
RENT: \$28 - \$36/nnn
PROPOSED: Immediate
SF AVAIL: 211,400
25. BUILDING: 1299 Penn. Ave., NW
RENT: \$28 - \$35/nnn
PROPOSED: 8/92
SF AVAIL: 456,860
26. BUILDING: 445 12th Street, SW
RENT: TBD
PROPOSED: 5/93
SF AVAIL: 500,000
27. BUILDING: 1201 Maryland Ave., SW
RENT: TBD
PROPOSED: 7/95
SF AVAIL: 275,400
28. BUILDING: 1250 Maryland Ave., SW
RENT: \$27 - \$30/nnn
PROPOSED: 10/91
SF AVAIL: 372,880
29. BUILDING: 550 1st Street, NW
RENT: \$34 - \$38/fs
PROPOSED: 10/93
SF AVAIL: 439,847

SF AVAIL: 1,186,440

31. BUILDING: 333 E Street, SW
RENT: \$32 - \$35/fs
PROPOSED: Future Proposed
SF AVAIL: 810,160

32. BUILDING: 777 12th Street, NW
RENT: TBD
PROPOSED: Future Proposed
SF AVAIL: 631,350

33. BUILDING: 555 12th Street, NW
RENT: TBD
PROPOSED: Future Proposed
SF AVAIL: 381,350

34. BUILDING: 1st Street, NE, @ H Street, NE
RENT: TBD
PROPOSED: Future Proposed
SF AVAIL: 826,270

35. BUILDING: "395" Air Rights
2nd & 3rd Streets, NW
RENT: TBD
PROPOSED: Future Proposed
SF AVAIL: 593,220

36. BUILDING: 1st Street, NE @ L Street, NE
Woodies Site
RENT: TBD
PROPOSED: Future Proposed
SF AVAIL: 1,525,425

Sub-total OSF: 13,396,652

Total: 14,279,305 OSF

ROSE

CS *

CURRENT LEASING ACTIONS

Space Actions in D.C. over 100,000 Square Feet
(December 30, 1991)

Agency/Bureau	Requirement--Occ. Sq. Ft.
Treasury/Customs — <i>Portals</i>	482,000
FCC—	265,000
EPA—	1,041,000 (Waterside Mall)
FERC	398,459 (Consolidation)
Misc Comm	150,000
FEMA (& FLRA, OPM)	265,000 (500 C Street, SW)
NLRB	204,000 (per Amended Prospectus)
STATE	400,000 (SWING)
Interior	250,000 (Swing)
Justice: 2,130,000 includes:	
	480,000 --OBD
	300,000 --ENRD
	485,000 --INS
	400,000 --BOP
	465,000 --Main DOJ-Swing

SUB-TOTAL 5,585,459

Expiring Leases with Renewal Option
(Decision to exercise option deferred until option date)
within the next 5 years
over 100,000 square feet
(December 31, 1991)

DISTRICT OF COLUMBIA

<u>Building Name</u>	<u>Tenant Agency</u>	<u>Occupiable Square Feet</u>	<u>Expiration Date</u>
1900 Half Street	DOD	662,751	08/14/91
Judiciary Plaza	SEC	289,307	07/31/92
400 C Street, SW	USIA	331,707	01/02/93
Columbia Plaza	State/AID	390,829	10/10/93
Fairchild	EPA	125,673	03/31/95
Casimir Pulaski	COE	357,995	09/05/95
Techworld Plaza	VA	247,025	12/31/95

Sub Total 2,405,287

Expiring Leases without Renewal Option
within the next 5 years
over 100,000 square feet
(December 31, 1991)

DISTRICT OF COLUMBIA

<u>Building Name</u>	<u>Tenant Agency</u>	<u>Occupiable Square Feet</u>	<u>Expiration Date</u>
Bicentennial	Multi	349,935	02/28/91
Chester Arthur	DOJ	286,601	03/20/91
500 C Street, SW	FEMA	253,127	08/16/91
Vanguard	Multi	112,678	08/31/91
1120 Vermont Ave., NW	Multi	166,917	09/30/91
601 Penn. Ave., NW	DOJ/FTC	142,661	02/29/92
Penn 17	NLRB	158,625	03/31/92
1020 11th Street, NW	Multi	345,385	05/31/92
One McPherson Sq.	Multi	164,802	08/21/92
Waterside Mall	EPA	201,192	09/13/92
Waterside Mall	EPA	874,294	09/13/92
Thomas Circle South	Multi	120,192	11/22/92
Indiana	DOT	109,535	01/31/93
Union Ctr. Plaza South	FERC	250,903	03/31/93
1919 M Street, NW	Multi	201,220	04/30/93
Transpoint	Multi	433,894	05/15/93
Patrick Henry	Multi	398,062	10/20/93
Union Ctr. Plaza N.	FERC/Multi	195,869	09/03/94
1800 G Street, NW	USSS	432,210	05/15/95
1301 New York Ave.	USDA	146,785	07/24/95
Reporters	Multi	109,981	11/30/95
1310 L Street, NW	USSS	172,585	12/14/95
Judiciary Center	DOJ	273,969	12/31/95
Capital Place	Education	101,190	03/10/96

SubTotal - 6,002,612

Total - 13,993,358

DOT Long Term Housing

	<u>occupiable sq. ft. in millions</u>	<u>Dollars in millions</u>
A. Union Station:		
- New Headquarters	1.7	591
- FOB 10 A	.6	78
- FOB 10 B	.2	48
	<u>2.5</u>	<u>717</u>
B. Alternate Housing (ownership)		
- Buy & Modernize Nassiff	1.1	326
- Buy & Modernize two 2nd generation spec buildings	.6	162
-FOB 10 A	.6	78
-FOB 10 B	.2	48
	<u>2.5</u>	<u>614</u>
C. Alternate Housing (owned)		
- Buy & Modernize multiple 2nd generation spec buildings	1.7	460
- FOB 10 A	.6	78
- FOB 10 B	.2	48
	<u>2.5</u>	<u>586</u>

THE WHITE HOUSE
WASHINGTON

12/30/91

done

Cennie H

Detail Status
on Progress to
fill each of these
PAS 1st
SSS next
ASAP per meeting
thanks
LW

THE WHITE HOUSE
WASHINGTON

Senior Level Vacancies
December 16, 1991
Full Time

DEPARTMENTS

DEPARTMENT OF AGRICULTURE

PAS A/S, Science and Education
SES Assistant Administrator (Economic Development), REA
SES Executive Assistant to the Deputy Secretary
SES Administrator, RDA
SES Assistant Administrator, RDA
SES Deputy Administrator for Commodity Operations, ASCS
SES Administrator, Food Safety & Inspection Services
SES/15 Southeast Area Director, ASCS (woman/minority)
SES/15 Northeast Area Director, ACSC

DEPARTMENT OF COMMERCE

PAS Secretary
SES Deputy Assistant Secretary for Trade Information and
 Analysis, TD/ITA
SES Deputy Assistant Secretary for Science & Electronics,
 TD/ITA
SES Deputy Assistant Secretary for Program Operations, EDA

DEPARTMENT OF DEFENSE

Office of the Secretary

SES Assistant General Counsel (holdover to depart)
SES DAS, ISA, NEA & South Asian Affairs
SES DAS, ISA, POW/MIA Issues
SES DAS, MWr, Drug Enforcement Policy
SES SECDEF/REP - Talks on Confidence & Security Bldg
 Measures

Department of the Air Force

PAS Assistant Secretary (Res. & Development Acq.) - Being
 Vacated

Department of the Army

SES Deputy Under Secretary for Policy
SES Principal DAS (Civil Works)

Department of the Navy

SES Deputy Under Secretary (Policy)

DEPARTMENT OF EDUCATION

SES Student Financial Assistance (Gerry Riso likely candidate)

DEPARTMENT OF ENERGY

PAS Under Secretary
PAS Chief Financial Officer
SES PDAS, Fossil Energy
SES Deputy General Counsel (Legal Services)

DEPARTMENT OF HEALTH AND HUMAN SERVICES

None

DEPARTMENT OF HOUSING & URBAN DEVELOPMENT

PAS General Counsel
SES Deputy Assistant Secretary for Operations

DEPARTMENT OF THE INTERIOR

SES Associate Solicitor - Indian Affairs
SES Director, Construction Management
SES Director, Small and Disadvantaged Business

DEPARTMENT OF JUSTICE

PAS Deputy Attorney General
PAS Assistant Attorney General - Environment & Natural Resources
PAS Assistant Attorney General - Legal Counsel
SES Deputy Assistant Attorney General for Antitrust
SES General Counsel - Office of Justice Programs
SES Deputy Administrator - Office of Juvenile Justice and Delinquency

DEPARTMENT OF LABOR

PAS Chief Financial Officer
PAS Bureau of Labor Statistics

SES Associate Deputy Secretary - Office of the Deputy Secretary
SES Deputy Assistant Secretary for Mine Safety and Health
SES Deputy Assistant for Labor-Management Standards
SES Deputy Assistant Secretary for Veterans' Employment and Training

DEPARTMENT OF STATE

PAS Assistant Secretary for South Asian Affairs
SES Associate Comptroller for Management
SES DAS for Near East & S. Asian Affairs

DEPARTMENT OF TRANSPORTATION

PAS Secretary

DEPARTMENT OF THE TREASURY

None

AGENCIES

AGENCY FOR INTERNATIONAL DEVELOPMENT

PAS Deputy Administrator
PAS Assistant Administrator for Africa (being vacated)
SES Assistant Administrator for Private Enterprise

ARMS CONTROL AND DISARMAMENT AGENCY

None

ENVIRONMENTAL PROTECTION AGENCY

PAS General Counsel
PAS Assistant Administrator, Policy
PAS Assistant Administrator, Administration & Resource Management/Chief Financial Officer
SES Deputy Assistant Administrator, Administration & Resource Management/Chief Financial Officer
SES White House Liaison

FEDERAL EMERGENCY MANAGEMENT AGENCY

PAS (GS-18) Associate Director

NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

PAS Deputy Administrator

NATIONAL ENDOWMENT FOR THE ARTS

SES Deputy Chairman for Public Partnership

PEACE CORPS

None

SMALL BUSINESS ADMINISTRATION

None

UNITED STATES INFORMATION AGENCY

SES Director of Congressional Affairs

INDEPENDENT REGULATORY BOARDS AND COMMISSIONS

ADMINISTRATIVE CONFERENCE OF THE U.S.

PAS Chairman

COMMODITY FUTURES TRADING COMMISSION

PAS Non-Republican Commissioner (5 year term ending
4/13/97 - vacant as of 4/13/92)

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PAS Commissioner

FEDERAL ELECTION COMMISSION

None

NATIONAL LABOR RELATIONS BOARD

PAS Member - non-Republican

OFFICE OF NATIONAL DRUG CONTROL POLICY

PAS Deputy Director, Demand Reduction (Wade Horn likely
candidate)

OFFICE OF SPECIAL COUNSEL

SES Deputy Counsel

SENTENCING COMMISSION

Member - Republican

RUSSELL W. STEGER
Chairman—Chief Executive Officer

GEOFFERY C. STEGER
Vice President

PETER F. STEGER
Vice President

STEGER FINANCIAL GROUP

file

120 South Riverside Plaza
Suite 2100
Chicago, Illinois 60606
312/648-2567

DCF
1/7

*THE CHIEF OF STAFF
has seen*

December 30, 1991

*THE CHIEF of STAFF
has seen 1/8*

Honorable Sam Skinner
Chief of Staff
White House
Washington, D.C. 20500

Dear Sam:

I received your note about the appointment and am really looking forward to this new challenge. I want to thank you for considering me and I think I can be helpful with some of the issues that will come before this group.

You know I still have an interest in the Bush campaign whenever that is appropriate. Please let me know how to follow up on that. I am talking with Edgar and young Jim Kenney about the Illinois/Bush situation.

Best wishes for a happy new year and good luck in the new job. As you know I will be in Florida in a couple of weeks for 2½ months. If you feel a need for some warmer weather, please look me up. My telephone number in Florida is 407/622-1257. Maybe we can play some golf now that I have my new knees.

Thanks again for the commission.

Sincerely yours,

Ruch
Russell W. Steger

RWS:ac