

MEETING WITH TECHNOLOGY LEADERS

Santa Monica Loews Hotel

4:30-5:30 pm, January 31, 1998

Meeting requested by Morley Winograd

Briefing prepared by Morley Winograd, Jim Kohlenberger and Jennifer Muller

EVENT

This is to be a small informal meeting with multi-media executives. The purpose of the meeting is to reach out to Southern California high-tech executives, to learn about their booming Santa Monica area high-tech industry and to introduce them to the Gore-Tech network. It is an excellent opportunity for you to preview concepts from your Digital Earth speech to be delivered later at the California Science Center, and to build lasting relationships with industry leaders by engaging in a meaningful conversation about the new economy.

LOGISTICS

- After initial introductions, you will open up the meeting with short remarks and lay out your vision of the Digital Earth project.
- You will then shift into Q&A and an informal discussion about Digital Earth and the participant's perspective on the challenges and opportunities of the new economy.

YOUR ROLE/CONTRIBUTION

- This is an opportunity for you to continue outreach efforts and promote our high-tech message in Southern California.
- If effective, you will raise awareness for your Digital Earth initiatives, have a meaningful discussion about the new economy and build new relationships with these technological leaders.

PROGRAM NOTES

- Participants will be most interested in education, training and jobs, intellectual property and e-commerce.

ATTACHMENTS

- Talking points
- List of Attendees

Talking Points

- Thank you for being here today. I am looking forward to a meaningful discussion about the new economy and the issues that you see as being important as we move into the 21st century. You were all invited here today as industry leaders. I am excited to hear what you have to say and to share with you what I think are some of the important technological issues of our time.
- Let me tell you a little bit about a project I am going to announce this evening and how I think it fits into the new economy... (Preview Digital Earth speech)
- I hope that our relationship will not end today, but that we will all be connected members of what I call the Gore-Tech network. I appreciate all of your insights and hope that we will continue to have more meaningful conversations in the future.

Talking Points on Intellectual Property for Meeting with Multimedia Executives

The Administration anticipates that 1998 will be an important year for copyright issues in the United States. Congress will likely take up various copyright-related bills this session, and the Administration is committed to working for the strong protection of U.S. works worldwide, and in particular, on the Internet.

As the leading proponent of strong intellectual property protection and fostering the growth of electronic commerce, the United States must take a global leadership role in curtailing copyright infringement in cyberspace.

The President submitted the WIPO Copyright Treaty and the WIPO Performances and Phonograms Treaty to the U.S. Senate on July 28, 1997, for its advice and consent on the ratification of the treaties.

Implementing legislation, as proposed by the Administration, has been introduced in both houses of Congress, and includes provisions to prohibit the circumvention of technological copyright protection measures and to protect the integrity of copyright management information.

The treaties set new international standards for protection of copyrighted works, musical performances, and sound recordings in the digital age.

The Administration urges the prompt ratification of the WIPO treaties as a major step in establishing international standards for the protection of works and performances, especially sound recordings, on the Internet.

As for the issue of the "fair use" of copyrighted works, both treaties allow member countries to extend existing fair uses and to devise new ones as appropriate for the digital environment.

We are promoting efforts to reduce piracy and counterfeiting of intellectual property, providing technical assistance and training, and working with the private sector to emphasize the need for strong intellectual property protection and enforcement as part of the global trading system.

With regard to China and Hong Kong, we have been working to enforce the 1995 and 1996 bilateral trade agreements.

We have focused a great deal of our efforts on curbing piracy and counterfeiting in that region of the world, with special emphasis on stopping the production of pirated compact discs that contain illicit copies of computer software, motion pictures, and sound recordings.

ASIA FINANCIAL CRISIS BACKGROUND

Japan, South Korea, and most of the "Asian tigers" achieved impressive growth rates in recent years through an economic model characterized by high tariff and non-tariff barriers to imports; strict limitations on foreign investment; heavy reliance on foreign capital to finance rapid expansion; and numerous interconnections between government and private sector interests. With this formula, these countries were able to achieve double-digit growth rates year after year. However, success bred overconfidence. Unsound and unneeded projects were suggested and approved; banking systems were weak and unregulated; funds were borrowed against insufficient assets. When Asian currencies began their free fall in July, these foundations began to crumble and the Asian financial crisis ensued.

Now, largely due to conditions imposed by the IMF bailouts, fundamental changes are beginning to take place. In important sectors of their economies, South Korea, Thailand, and Indonesia have agreed to allow greater foreign participation. Weak and ailing banks and businesses are being allowed to fail or merge; shaky businesses are going bankrupt, merging, or being bought by foreign interests.

The focus, thus far, however, has been on finance and banking. Structural changes needed in Asia, however, must go further and most importantly, extend into the trade field. We must press vigorously to reduce trade barriers and market impediments so that economic resources may be used more efficiently to restore growth as quickly as possible.

There are three principal reasons for encouraging further market liberalization at this time:

- 1) The Asian nations should not be permitted to use the crisis as an excuse to raise trade barriers to protect their domestic industries, relying on export expansion to return to economic growth, rather than attacking the more fundamental problems in their domestic economies which are behind the current crisis.
- 2) Asia cannot be permitted to use its current difficulties as an excuse to renege on market opening commitments which have already been made. On our part, this will require vigilance and firm action against violations of trade agreements which have been entered into with the United States, as well as immediate representations on any new barriers.
- 3) With Asian currency depreciations and declines in growth rates, it is clear that U.S. exports to the region this year will fall while our imports will increase. The overall U.S. trade deficit is likely to grow markedly. Market

opening actions by the Asian nations must accompany this byproduct of market forces.

Attendees' Bios
Multi-Media Executives
January 31, 1998 Event

Eric Pulier, CEO, Digital Evolution

Digital Evolution was created by Pulier in '93 to provide Internet communications solutions. In 1997, during the Presidential Inauguration, Digital Evolution was invited to create the Inaugural Technology Exhibition. Since then, Digital Evolution has gained attention for its creation of Starbright Universe, an online network devoted to the specific needs of seriously ill children. You have met him before in Washington.

Scott Ross, CEO, Digital Domain

Ross is co-founder (with director James Cameron and Academy-Award winning creator, Stan Winston) of Digital Domain, the largest full-service visual effects production studio in L.A. The company's feature division recently completed production on James Cameron's "Titanic." Other films include: "Apollo 13," "Dante's Peak," and "Interview with the Vampire."

Ariella Lehrer, CEO, Legacy Software

Before her presidency in 1989, Dr. Lehrer headed Lehrer Associates, an educational consulting company whose clients included The Learning Company, Walt Disney, and IBM. From 86-89, Lehrer served on the CA Educational Technology Commission, responsible for distributing more than \$80 million to CA Public Schools for hardware, software, and teacher training. Legacy has produced award-winning software such as: "Children's Writing and Publishing Center" ("Product of the Decade" by *Technology and Learning Magazine*) and the most recent: "Emergency Room" and "D.A. Pursuit of Justice." Her husband, David, is head of the Anti-Defamation League in LA.

Jim (Larkin) Jonassen, LawnMower Founder, Chairman, the Larkin Group

The Larkin Group is composed of 3 companies: LawnMower (consulting to information-based online businesses), Origami Media and Entertainment (assisting "creative" clients in driving product definition and creating a revenue model), and Larkin Associates (an executive search firm to help companies meet the challenges of the new media market). Jonassen is also chairman of Micro J. Systems, a \$4MM info technology company which he founded in 1987. He volunteers for the Santa Monica Boys Club and Big Brothers/Sisters.

John Hughes, CEO, Rhythm and Hues

R.&H's produces animated visual effects for films, theme parks, videos, and video games. In '95, Rhythm and Hues won the Academy Award for visuals for "Babe." Hughes tries to merge technology with education. He is a member of the CA Superintendent of School's Task Force for the Visual and Performing Arts. He sat on a panel at Business Week's "CEO 2000: Creating a New Vision" Conference.

Todd Hess, Santa Monica Studios

Hess is responsible for the development of the studio, a vertically integrated state-of-the-

art facility. Santa Monica Studios has three subsidiaries, dealing with film production and visual effects. The effects of VisionArt, for example, can be viewed in *Independence Day*, *Star Trek*, and *Men in Black*. Hess was recently elected to the Santa Monica School Board and serves on the President's Advisory Board for Santa Monica College's Academy of Entertainment and Technology.

Rohit Shukla, Head of LA Regional Technical Alliance

In '94, Shukla inspired the state of CA to establish the "Goldstrike Partnership," organizing three "RTA's" (Regional Technology Alliances). RTA's are non-profit, private organizations which serve as information conduits to the State and industry. He heads the largest in LA (LARTA). LARTA has developed "California Access," an Internet community to link providers with private clients. In '97, Shukla was appointed by LA Mayor Riordan to the Board of Information Technology Commissioners.

Joel Kotkin, Pepperdine School of Public Policy (set up the event)

Kotkin is an internationally-recognized authority on global, economic, and social trends. He is the *John M. Olin Fellow* at Pepperdine and a Senior Fellow at the La Jolla Institute. In '94, he won the "Golden Mike Award for Best Business Reporting." He is a columnist/contributing editor to *The Los Angeles Times*, *The Jewish Journal*, *The Wall Street Journal*, *Washington Post*, and *Inc.* (West Coast editor for 5 years). He has written 4 books, the most recent being: TRIBES: How Race, Religion, and Identity Determine Success in the New Global Economy. He has also studied California in the Information Age. He is *not* coming as a journalist, but as a catalyst for organizing the meeting.

Piedad Robinson, President, Santa Monica College

Dr. Robinson has been President of SMC since '95; the college is a 2-year community college, with the highest transfer rate to UC. She has received praise for developing the SMC Academy of Entertainment and Technology, a program which links Hollywood with students wishing to enter the entertainment world. Under her leadership, SMC has forged partnerships with HeadStart parents, built a new Science Building, improved the Technology Building, and refurbished the planetarium. Robinson was awarded the 1997 Status of Women Award, and served as Massachusetts Secretary of Education, under William Weld.

Bobby Kotick, Chairman of the Board, Activision

Kotick has been Chairman of the Board since '91. Activision is a worldwide developer of interactive entertainment software for PC's and the SonyPlayStation, Nintendo 64, and Sega Saturn game systems. Activision's current annual revenues exceed \$300 million. Activision introduced the worlds' first consumer CD-ROM in '87, "The Manhole," and the first 3-D Internet game in '95, "Mechwarrior 2."

Charles Conn, CEO, CitySearch

CitySearch is the leader of local on-line information and has won awards including: *PC Magazine's* Editor's Choice and *Fortune's* Top 25 Cool Companies. Conn was named Entrepreneur of the Year by the Southern California Software Industry Council.

William R. Woodward, CEO, P7 Solutions

Woodward was founder of Paracomp, winning 3 consecutive awards for "Macintosh Product of the Year." Paracomp merged with 2 other firms, creating Macromedia, the leading software tools company. He left in '93 to found Pulse Entertainment in '94, authoring tools for the creation of "real-time" 3-D characters and environments. In '97, Pulse merged with 7th Level to create P7 Solutions. The company provides media solutions for interactive digital content.

David Bohnett, President and Founder of GeoCities

Bohnett founded GeoCities in '94, establishing "virtual communities" named after high-profile destinations; web-users meet with others on this "community of the future." Since July '95, site hosts more than 1.3 million users ("homesteaders"), 40 neighborhoods; the page receives 76 million visits per month. Bohnett was named *Newsweek's* "100 People to Watch For the Next Millennium." Has been invited to the White House before.

Gore Tech Attendees are listed separately.

Meeting with Technology Leaders

Cisco Systems, San Jose, California

4:30 - 6:00 pm, Thursday March 12th, 1998

Meeting requested by You

Briefing prepared by Jim Kohlenberger

EVENT

You and Prime Minister Chernomyrdan are meeting with a group of technology and academic leaders to:

- 1) Highlight U.S. experience potentially relevant to Russian on the development of high technology products that create high-paying, high-skilled jobs.
- 2) Demonstrate how innovation can be an engine of economic growth and how to create an entrepreneurial economy. Use U.S. examples that could address important Russian challenges. Examine how to create the conditions that help move ideas from research labs into the marketplace creating jobs in the process.
- 3) Show how the newest of technologies can be used to support our oldest of values and how new technologies can help address pressing social problems -- social problems that both countries may confront.
- 4) Highlight successful U.S. Russian high-tech collaborations from an academic viewpoint, explore barriers and impediments to commercial technology development in Russia.

LOGISTICS (As of this writing, subject to change)

- John Chambers, CEO of Cisco Systems, will greet you curbside.
- You and the Prime Minister will go to separate holds.
Note: This meeting is closed press. There will be simultaneous translations.
- In the meeting, you will open the discussion, and introduces the Prime Minister for brief welcoming remarks.
- You will then asks participants to go around and introduce themselves.
- You will then begin the round table discussion first by calling on John Chambers, CEO of Cisco Systems, who will show a short multimedia demonstration. You can then call on specific leaders. Suggested questions for participants are attached as part of the talking points.
- You can then use the remaining time for an open discussion among participants.
- You and the Prime Minister will then deliver brief closing remarks.

YOUR ROLE/CONTRIBUTION

- This is an opportunity to bring together CEOs from some of the most innovative and fastest growing companies in Silicon Valley together with the Prime Minister and academics leaders to explore how innovation and entrepreneurship are key to both the U.S. and Russian economies.

PROGRAM NOTES

- **Cisco Systems.** Cisco Systems is the worldwide leader in networking for the Internet. Cisco's technology connects people, computing devices and computer networks, allowing people to access or transfer information without regard to differences in time, place or type of computer system. Cisco is one of America's greatest corporate success stories. Since shipping its first product in 1986, the company has grown into a global market leader that holds No. 1 or No. 2 market share in virtually every market segment in which it participates. Since becoming a public company in 1990, Cisco's annual revenues have increased from \$69 million in that year to \$6.44 billion in fiscal 1997 – nearly one hundred-fold in seven years. As measured by market capitalization, Cisco is the third largest company on NASDAQ and among the top 40 in the world. Cisco now employs 11,000 people and does business in 90 countries.
- Cisco is an important example for the Russians because the company came out of Stanford research. Cisco is a successful example of moving an idea from a University and turning it into a business. The idea that was Cisco is the kind of idea that has problems moving from Universities to businesses in Russia.
- **John Chambers, CEO of Cisco.** John is host for this event and will greet you at curbside. Not only is he a fan of this Vice President, he is a fan of Vice Presidents generally. Forbes ASAP magazine claims that he has 70 Vice Presidents at Cisco that report to him. On encryption, Cisco is trying to be a leader and provide solutions. You should tell him that we are appreciative of their effort to help find solutions on Encryption.

ATTACHMENTS

- Participant List
- Participant Bios
- Talking Points

Participant List

Technology Leaders:

John Chambers, CEO of Cisco Systems and Host
Eric Schmidt, CEO of Novell
Kim Polese, CEO of Marimba
Art DeGues, CEO of Synopsis
Lew Platt, CEO of Hewlett Packard
John Doerr, Partner at Kleiner Perkins, a venture capital firm.
Brook Byers, Partner at Kleiner Perkins
Esther Dyson, Edventure Holdings
Sandy Robertson, Robertson Stephens
Steve Perlman, CEO of WebTV
Joe Kraus, founder of Excite
Nathan Myhrvold, Chief Technology Officer of Microsoft

Academics:

Paul Romer, Stanford Economist
Laura Tyson, Berkeley Economist
Chip Blacker, Stanford Political Scientist

Congressional

Zoe Lofgren

Talking Points

- First off, I'd like to thank everyone to take the time out of their busy schedule to join us here today.
- I want to use this opportunity today to look at what we often take for granted here in the Silicon Valley, the entrepreneurial economy. It is not only they key to some of the stories we will hear about here today, but I believe that innovation is also the engine of economic growth in our economy creating high-wage high-skill jobs. I am also convinced that it is an important key to the development of Russia's economy and fuel for Russia's growing entrepreneurial spirit.
- What I want to do today is 1) explore the relationship between innovation and a growing economy, 2) examine the building blocks that must be put in place and the barriers that must be cleared out of the way to create an entrepreneurial economy, and 3) see how our experience here in the U.S. could be applicable to Russia.
- First let me tell you a little bit about how our economy is changing. Today more Americans make computers than make cars. More Americans build semiconductors than construction machinery. More Americans spend their days processing data than refining petroleum. A full 33% of GDP growth in the past year has come from information technology industries. Because of the innovation of companies like these here today, US productivity continues to increase and our companies are at the forefront of global competition.
- And even though our economy has changed dramatically recently, I think Russia's economy has changed even more dramatically with a growing entrepreneurial economy. **Prime Minister Chernomyrdan**, do you want to make some opening comments and tell us about the Russian economy?
- We are fortunate to be here at Cisco, a great example of a company that came out of a research institution and now has created over 10,000 jobs. **John Chambers**, can you tell us how the technology that you are developing here is helping to build a global networked economy of the future and what that means for people around the world?
[John will do a multimedia presentation]
- **John Doerr**, we just saw a dramatic example of how rapidly technology is changing and what it has meant here at Cisco. John you have helped create many many companies here in Silicon Valley, can you tell us how these technologies can be an engine for economic growth and job creation?
- **Eric Schmidt**, as one of the technology visionaries behind this whole revolution, can you give us a little bit of flavor for where this technology will be ten years from now and give us your sense of how a country can take advantage of these trends?

- **Kim Polese**, as the CEO of one of the youngest companies here, can you talk about the motivations behind a high-tech start-up and some of the barriers you see for new start-ups like access to capital and skilled workers?
- **Nathan Myhrvold**, as Chief Technology Officer for Microsoft, can you tell us what you think the barriers are around the world to creating a truly networked economy?
- **Lew Platt**, CEO of Hewlett Packard, as head of one of the leading high tech companies with an International presence, what do you look for in countries to figure out where you are going to invest and locate your centers of innovation?
- **Art DeGeus**, [Not sure if this translates: It was not so long ago that people thought that semiconductors were part time orchestra leaders and microchips were very very small snack foods.] Your company has helped to bring us the smartest chips of today. And these chips in turn have led to hundreds if not thousands of companies that have built their businesses off of that technology. How does one companies innovation lead to the creation of other companies down pipeline?
- **Paul Romer**, We've just heard some examples of how innovation has led to new companies and to a companies growth. As a leading economist, can you tell us your views about the importance of innovation and technology to the growth of a countries economy?
- **Sandy Robertson**, as a leading financier, can you tell us about the fiscal, competitive, and regulatory environment that are important to entrepreneurs and attracting the capital necessary for these kinds of businesses to start and thrive?
- **Brook Byers**, as a venture capitalist, can you talk about what venture capital is and how it can be important to these new start ups. Is this an equation that only works for information technology or does this equation hold true in other industries as well? [Brook does Biotech]
- **Esther Dyson**, you are a leader in the New Economy and someone who has had first hand experience with the entrepreneurs in the emerging economies in this part of the world. Can you talk about what you think it takes to allow these fledgling companies in Russia to grow and flourish?
- **Laura Tyson**, as a leading economist, can you talk about the process of how a country lays the groundwork to be able to move from ideas to marketplace and transform itself into an entrepreneurial economy?
- **Chip Blacker**, you are both an expert on Russia and live here in Silicon Valley, can you talk about what you see as the barriers for Russia to overcome in creating an entrepreneurial economy?

PARTICIPANT BIOS

Members of Congress:

Rep. Zoe Lofgren

From business:

Brook Byers, Partner, Kleiner Perkins Caufield and Byers

Brook has been a venture capital investor since 1972. He joined Kleiner Perkins Caufield and Byers in 1977 and has helped the partnership become a premier venture capital firm with ownership positions and advisory roles to over 250 technology companies, of which 70 are medical and biotechnology companies.

John Doerr, Partner, Kleiner Perkins Caufield and Byers

Prior to John joining Kleiner Perkins Caufield and Byers in 1980, he worked at Intel where he was an engineer and marketing manager for micro-computers and the top ranked systems salesperson. Since joining Kleiner Perkins Caufield and Byers he has sponsored a series of investments that include Compaq, Cypress, Intuit, Macromedia, Lotus, Netscape, Sun Microsystems, and Symantec.

Nathan Myhrvold, Ph.D, Chief Technology Officer, Microsoft

Dr. Nathan Myhrvold is chief technology officer reporting to Microsoft CEO Bill Gates as a member of the Executive Committee. This group is responsible for the broad strategic and business planning for the entire company. Dr. Myhrvold leads the Advanced Technology and Research Group, providing technical leadership for the more than \$2 billion a year investment made in research and development across the company.

Aart deGues, CEO, Synopsys

Dr. Aart J. de Geus, co-founder of Synopsys, was manager of the Advanced Computer-Aided Engineering Group at General Electric in Research Triangle Park, NC, when he left to co-found Synopsys in 1986. While at Synopsys, he has also held the positions of senior vice president of marketing and senior vice president of engineering. Considered one of the world's leading experts on logic simulation and logic synthesis, Dr. de Geus has had more than 25 papers published on the subject.

Kim Polese, Co-Founder, President & CEO, Marimba

Kim Polese is co-founder, president and CEO of Marimba, Inc. – a market leader in the intelligent distribution and management of business software applications within enterprises and across the Internet. As Marimba's chief executive, Ms. Polese is responsible for planning, communicating and managing Marimba's business decisions and policies.

John Chambers, Chairman & CEO, Cisco

John Chambers is President and Chief Executive Officer (CEO) of Cisco Systems, the worldwide leader in networking for the Internet. During the past three years as President and CEO, Chambers has grown the company from \$1.2 billion in annual revenues to its current run-rate of \$7.5 billion by establishing leadership in key technology sectors of the networking industry. Cisco is the third-largest company traded on the NASDAQ stock market, as measured by market capitalization.

Eric Schmidt, Chairman & CEO, Novell

Dr. Eric Schmidt joined Novell in April 1997 as chairman of the board of directors and chief executive officer. At Novell, Schmidt is actively involved in all significant operating and strategic decisions for the company and plays a central role in the technical development and management of the company. Novell defined the networking operating system marketplace, with close to 15 years of experience serving over 79 million users worldwide. Today, Novell is the fifth largest software company in the world and the networking leader.

Lew Platt, Chairman, President, and CEO, Hewlett Packard

Lewis E. Platt is chairman of the board, president and CEO of Hewlett Packard. Hewlett-Packard Company designs, manufactures and services electronic products and systems for measurement, computing and communication used by people in industry, business, engineering, science, medicine and education.

Sandy Robertson, Chairman, Robertson, Stephens & Co.

Sandy is chairman of BancAmerica Robertson Stephens. He has been a director of the National Venture Capital Association, a governor of the American Stock Exchange, and was past president and a director of the Western Association of Venture Capitalists. He currently is a member of the Board of Directors for Bank of America, the Council on Competitiveness and is a director of AIM Management and the Central Asian-American Enterprise Fund.

Esther Dyson, CEO & Chairman, EDventure Holdings

Esther Dyson is chairman of EDventure Holdings, a small but diversified company focused on emerging information technology worldwide, and on the emerging computer markets of Central and Eastern Europe. Dyson is also active in industry affairs; she is chairman of the Electronic Frontier Foundation and was a member of the US National Information Infrastructure Advisory Council.

(which operated 1994-95). She co-chaired the NII AC's Information Privacy and Intellectual Property subcommittee, and is now involved in advising various government figures and organizations on a less formal basis, both in the US and elsewhere. Dyson is the 1996 recipient of Hungary's von Neumann Medal, awarded for "distinction in the dissemination of computer culture."

Steve Perlman, CEO, Co-Founder and President, WebTV Networks, Inc.

Steve Perlman, CEO, Co-Founder and President, WebTV Networks, Inc. which is dedicated to both enhancing the television experience and providing Internet access for as many people as possible through the WebTV Network and WebTV's end-to-end suite of technological innovations. Perlman has been recognized for development and technical innovations on such products as Apple Macintosh computers, Magic TV, the XBAND video game modem, Super Nintendo Entertainment System and, of course, WebTV.

Joe Kraus, Senior VP of Business Development, Excite

Joe Kraus, 26, founded Excite, Inc. in 1993 with a group of friends from Stanford University who all shared inspiration from the slogan, "unencumbered by reality." Driven by the vision to create a business that would enable the average consumer to navigate the Internet, Mr. Kraus helped lead Excite from a small start-up software company based in his garage to one of the leading Internet navigation businesses.

From academia:

Paul Romer is an expert in economic growth theory. He is professor of economics in the Graduate School of Business at Stanford University, and co-director of the Center for Employment and Growth at Stanford's Center for Economic Policy Research.

Laura Tyson former head of National Economic Council and Council of Economic Advisors, now an economist at the University of California at Berkeley.

Chip Blacker former NSC Director for Russia, Ukraine and Eurasian Affairs now a senior fellow at Stanford University's Institute of International Studies.

Atlanta Gore-Tech

Ritz Carlton Hotel
3:30 - 4:45 pm, Thursday, July 16th, 1998

Meeting requested by Jim Kohlenberger
Briefing prepared by Jim Kohlenberger

EVENT

You are meeting with a group of Georgia technology industry leaders -- your 14th Gore Tech meeting. This meeting is an opportunity to further expand your network of technology leaders in a key technology area of the country. Atlanta has long been known for its leadership and expertise in telecommunications. But with the advent of the Internet and the convergence of telecommunications and information technologies, Atlanta is now just coming into its own as a technology leader -- a silicon valley of the south

LOGISTICS (As of this writing, subject to change)

- The format for this meeting will be similar to past Gore-Tech meetings.
- You will begin the discussion with a few opening comments (talking points attached)
- Ask participants to introduce themselves.
- Open the meeting up to a broad discussion on Atlanta and the new economy.

YOUR ROLE/CONTRIBUTION

- This is a chance to build a relationship with the up and coming leaders in the technology sector of Georgia.

PROGRAM NOTES

Technology in Georgia.

- ✓ **Georgia is a relative high-tech leader.** With 114,454 high-tech employees, Georgia has third highest high-tech employment rate of high-tech states in its region, and eleventh highest nationwide.
- ✓ **Georgia is creating thousands of new high-tech jobs.** Between 1990 and 1995 high-tech employment rose 33 percent in Georgia with the creation of more than 28,000 new jobs, bringing the number of high-tech jobs from 86,031 to 114,454.

Ken Byers
Raj Deshpande

your vision
- Metcalfe's law
Schools + libraries
homes w/ broadband
extend to most remote village

H1 B
training
resources
Evate
Encryption

Because of their telecommunications infrastructure, Georgia attracts firms with relatively low business costs and a substantial investment in high-tech infrastructure since 1990.

- ✓ **Georgia's High Tech jobs are high-wage jobs too.** By 1995 Georgia's high-tech workers made 77% more than the private sector workers average pay of \$26,438.
- ✓ **Telecommunications is Georgia's leading industry segment.** Telecommunications services is the state's leading industry segment, employing 47 percent of high-tech workers, with major companies such as GTE Mobile Communications. Just last month, Atlanta hosted a major four day telecommunications industry trade show that was attended by an estimated 40,000 people.

Background on Issues

- **E-rate.** These technology leaders are very supportive of the E-Rate. In fact they are probably interested in finding ways to get it back up to \$2.25 billion a year. They can do more in terms of making the case publicly of why the E-rate is good for the business community i.e. IT worker shortage. They need to know that there are still some in Congress who would pull the plug on the E-Rate. Gingrich said a couple weeks ago that he would try to stop it. Today the Senate Commerce Committee will be using new GAO findings to again go after the program. However, the GAO found no smoking gun in the implementation of the E-Rate program.
- **H1B Visas.** See attached O&A. The technology community is not happy with our position on the H1B Visa issue and the administration is near a decision on a veto threat. The best way to answer this question is to focus on everything we are doing like the e-rate to close the IT worker shortage.
- **Y2K.** The announcements that you and the President made on Y2K this week should be good news to this group. The three announcements included 1) support for legislation to promote a more open sharing of Y2K related information by limiting liability claims, 2) A new Department of Labor World Wide Web Y2K Job Bank, 3) a contribution to the World Bank to increase awareness of Y2K problem in developing countries.
- **Privacy.** Some in the technology community want to know whether we think that industry self-regulation efforts on Internet privacy are sufficient. In short, while we are very encouraged by what we have seen thus far, we are still waiting to see what industry works out on enforcement which they have indicated they will do by September 15th. You can encourage those present to get involved in the Privacy Alliance if they are not already.
- **Encryption.** Earlier this year you wrote to Senator Daschle and called for a dialogue

between law enforcement and industry to find encryption products that reach a balance between national security and law enforcement concerns on the one hand and the needs of electronic commerce and personal privacy on the other. Its too early to say, but you can be hopeful about the dialogue on encryption that you launched. In an interesting move on Monday of this week, a group of ten leading computer industry companies led by Cisco announced a new approach to encryption technology that would keep electronic messages secure but still allow law enforcement access -- they call the technology a private doorbell. This represents a partial resolution of a debate between those favoring unlimited use of encryption, or encoding, and national security officials who fear unregulated use of it would help criminals evade detection. This is an interesting applications, but it is sure to have problems with NSA. This comes on the heels of an announcement last week by the Commerce Department to license encryption products to banks and financial institutions in certain countries.

- **Broadband.** One of the biggest issues in the industry now is how to bring broadband Internet connections to more homes. To bring broadband to the home we need competition not only between cable modems, satellite technologies and DSL, a fast technology that uses standard telephone lines, but we also need competition between DSL providers. The FCC held a hearing on this issue this week where they local Bell companies asked for regulatory relief and competitors asked for an even playing field to compete with the bells for local DSL service. When you swore in the FCC, you asked them to make broadband a top priority, and they have.

ATTACHMENTS

- Talking Points
- Attendee List
- H1B Visa Q&A

Talking Points

- I want to start this meeting by thanking each of you for taking time out of your busy schedule to join me here today.
- Over the last year and a half, I have crisscrossed this country -- from Washington DC to Washington State, from North Carolina to North California -- meeting with the technology leaders like yourselves who represent some of the brightest minds from some of the most innovative companies from a sector that is leading the country in innovation and economic growth. 14 meetings in all.
- Let me tell you what I've learned about this new economy: it is not only different, but better than the old. Today more Americans make computers than make cars. More Americans build semiconductors than construction machinery. More Americans spend their days processing data than refining petroleum. The Internet doubling every 100 days and estimates of global electronic commerce projected to reach \$300 billion. In fact, a full 33% of GDP growth in the past year has come from information technology industries.
- These meetings have produced some important results. Out of them have come a digital dashboard to connect parents with teachers, a venture fund to help turn around troubled schools, and we put together a group of more than 200 high tech CEOs to support national standards and testing in education.
- And our administration has listened too. To help sustain this new economy we have turned ideas into policies. This year our budget includes the largest increases ever in basic research, an extension of the R&D tax credit, and commitments to efforts like the Next Generation Internet, and \$3/4 billion for educational technology to bring technology and training to the classroom.
- So today, I want to get to know you. I want to learn more about your businesses and find out what you think this new economy is all about, and how we sustain it.

Question & Answer on Immigration: H-1B visas
July 13, 1998

Q: What is the Administration's position regarding the call by industry to increase the number of temporary visas available for highly skilled foreign workers?

A: The Administration believes that the first step in increasing the availability of skilled workers for industry must be increasing the skills of U.S. workers and helping the labor market work better to match employers with U.S. workers. Therefore, substantial additional efforts by industry to increase the skill level of U.S. workers and needed improvements in the H-1B visa program to protect U.S. workers by targeting the program's use to employers experiencing genuine skills shortages are necessary prerequisites for the Administration to support any short-term increase in the number of H-1B visas available for temporary foreign workers.

Q: In May the House Judiciary Committee approved legislation that increases the number of H-1B visas for temporary foreign workers. What is the Administration's position regarding this legislation?

A: The Administration is pleased that Representative Smith's bill is consistent with one of our primary objectives, insofar as it links a temporary increase in the H-1B cap to the enactment of meaningful reforms to the H-1B visa program. The bill would help ensure that U.S. workers would not lose their jobs to a temporary foreign worker and that qualified U.S. workers would have the opportunity to fill a job before a temporary foreign worker is hired. Moreover, the bill modestly expands enforcement authority to help prevent employer abuses of the H-1B program. These reforms will effectively target H-1B visas to industries experiencing skill shortages.

Unfortunately, the bill does not contain any provision for additional training opportunities for U.S. workers. Training is a vital component of the Administration's strategy to address the long-term demand for highly skilled U.S. workers and to enhance the international competitiveness of important U.S. industries. The Administration is also concerned that the increase in the annual number of H-1B visas reflected in this bill is too large, although we agree that the increase should be temporary.

The Administration would support this bill if it included meaningful training provisions and a modest reduction in the level of increase in the annual H-1B visa cap.

Q: What is the Administration's position regarding Senator Abraham's bill?

A: Senator Abraham's bill provides no meaningful reform of the H-1B program and does not include an application fee to generate revenues to fund additional training. As a result, the Secretary of Labor would recommend that the President veto this bill as currently drafted. The Administration would be happy to work with members of the Senate to develop a bill that is more consistent with our principles.

HB Background

H-1B visas are temporary work visas that allow "highly skilled" immigrants (with a BA or equivalent) to work in this country for up to six years. Under current law, the number of H-1B visas is capped at 65,000 per year. Last year, this cap was reached for the first time. The information technology (IT) industry strongly supports raising the annual cap to address what they maintain is a shortage of U.S. workers with IT skills. Others, including the Department of Labor, challenge the industry's conclusions about a shortage and are concerned that the current H-1B program does not target its use to employers who are experiencing skills shortages.

Though the Administration has never before squarely addressed the issue of the cap, we have consistently emphasized training and re-training U.S. workers to enable them to move into jobs within the high-tech industry. Also, since 1993 we have sought reforms to the H-1B program that would target their use to industries with genuine short-term skill shortages.

In the Statement of Administration Policy sent to the Senate, the Administration strongly opposed a bill introduced by Senator Abraham arguing that it emphasizes providing opportunities for foreign workers rather than providing opportunities for and protecting U.S. workers. Nevertheless, on May 18, the Senate passed the Abraham bill by a vote of 78-20. Two amendments offered by Sen. Kennedy that would require that firms attest to having attempted to recruit and retain U.S. workers and that they have not laid-off U.S. workers before filing for an H-1B worker were also defeated.

On May 20, 1998, the Administration sent a letter (signed by Reno, Daley, and Herman) to Representative Hyde supporting Representative Lamar Smith's bill (which includes targeted reforms to the H-1B program) if it is modified to include meaningful training provisions and a more modest increase in the cap. Smith's bill was overwhelmingly voted out of committee with a (bipartisan) vote of 23-7. House Republican leaders have stated that they would like to pass legislation to increase the cap (with reforms that are acceptable to business) before the August recess.

Denver GoreTech Meeting

DoubleTree Hotel, Oak Room

12:10 - 1:10 pm, Tuesday, October 6th, 1998

Meeting requested by Jim Kohlenberger

Briefing prepared by Jim Kohlenberger

EVENT

You are meeting over lunch with the premier leaders from Denver's vibrant information and telecommunications sector. This meeting is an opportunity to further expand your network of technology leaders in a key technology area of the country. Denver has long been known for its leadership and expertise in telecommunications. But with the advent of the Internet and the convergence of telecommunications and information technologies, Denver is now just coming into its own as a technology leader --Denver has been called the **Wired West** and the **Silicon Mountain**.

LOGISTICS (As of this writing, subject to change)

- The format for this meeting will be similar to past Gore-Tech meetings.
- You will begin the discussion with a few opening comments (talking points attached)
- Ask participants to introduce themselves.
- Open the meeting up to a broad discussion on Denver and the new economy.

YOUR ROLE/CONTRIBUTION

- This is a chance to build a relationship with the up and coming leaders in the technology sector of Colorado.

PROGRAM NOTES

- **Recent Technology Accomplishments.** This meeting allows you to take credit for some your recent technology accomplishments. Over the last month or so you have helped deliver on issues that are important to the technology community and the country at large. There is the **new encryption policy** you recently announced, the **H1B compromise** that the White House reached with hill leaders, and the **new software piracy Executive Order** you announced last week as examples. And as Congress raps up work for the year, we expect to sign the **Internet Tax Freedom Act**, a new bill that will bring **copyright law** into the digital age, and a Securities Litigation Reform bill -- each will have significant impact for this sector.

• **Denver and Technology.** Denver has been a center for telecommunications, cable entertainment, telephone company competitors and now for other new technology companies. Denver is headquarters for telecommunications leaders such as US West Communications Group, TCI Communications Inc., and Qwest Communications.

- **This Technology Concentration Means Jobs for Colorado:** According to one study, Colorado's high-tech base has grown dramatically. High-tech companies employed 114,000 workers in 1995, Telecommunications services represent more than 30% of these jobs.

- **Colorado Is a Technology Leader.** The state also has the second highest concentration of high-tech workers -- 75 per 1000 employees in the nation (New Hampshire has the highest concentration at 76 per 1000). And these are good high-wage jobs too. The average pay for Colorado's high-tech workers was 76 percent more than private sector workers.

ATTACHMENTS

- Talking Points
- Attendees

Talking Points

- Over the last year and a half, I have crisscrossed this country -- from Washington DC to Washington State, from North Carolina to North California -- meeting with the technology leaders like yourselves who represent some of the brightest minds from some of the most innovative companies from a sector that is leading the country in innovation and economic growth. 15 meetings in all.
- Let me tell you what I've learned about this new economy: it is not only different, but better than the old. Today more Americans make computers than make cars. More Americans build semiconductors than construction machinery. More Americans spend their days processing data than refining petroleum. The Internet doubling every 100 days and estimates of global electronic commerce projected to reach \$300 billion. In fact, a full 33% of GDP growth in the past year has come from information technology industries.
- These meetings have produced some important results. Out of them have come:
 - a **digital dashboard** to connect parents with teachers
 - a **venture fund** to help turn around troubled schools
 - and we put together a group of more than **200 high tech CEOs** to endorse national standards and testing in education.
- And I have listened too. To help sustain this new economy we have turned ideas into policies including:
 - we reached an agreement for a temporary increase in **H1B visas**
 - I announced a new Executive Order to fight **software piracy**
 - And because of a new **encryption policy** I announced, American companies will be able to use encryption programs of unlimited strength when communicating between most countries.
- Over the next several months the President and I hope to expand on these new economy initiatives by:
 - signing the **Securities Litigation Reform bill**
 - signing the **Internet Tax Freedom bill**
 - delivering **E-Rate** discounts worth \$1.9 billion to connect virtually every classroom to the Internet
 - launching the **International Space Station** -- the size of 2 football fields
 - seeing **Digital Television** broadcast by more than 20 stations in the ten largest cities
 - anticipating the launch of **Iridium's** global telephone service.
- So today, I want to get to know you. I want to learn more about your businesses and find out what you think this new economy is all about, and how we can sustain it.

**GORE-TECH MEETING
DENVER, CO
LIST OF ATTENDEES**

**Paul Berberian
President, V-Stream**

Mr. Berberian is the co-founder of V-Stream, and has served as its President since 1997. V-Stream offers advanced technology combined with a management and control system, with the intention of bringing about improved service in video streaming.

**Scott Chalfant
Director, Consumer Affairs, MatchLogic**

Matchlogic has become a leading provider of advertising campaign services on the Internet. Mr. Chalfant has been responsible for providing the direction and execution of MatchLogic's privacy position and consumer policy.

**Raymond Drost
Vice President and General Manager, Hewlett-Packard**

Ray Drost is Vice President and General Manager of Hewlett-Packard's Test and Measurement Organization within the Americas. He has worked for more than 26 years in multiple high-tech assignments within the computer industry and test and measurement marketplace.

**Charlie Ergen
CEO, EchoStar**

Mr. Ergen founded EchoStar in 1980 under the name of EchoSphere. EchoStar includes 3 interrelated business units: Dish Network, a state-of-the-art DBS system, EchoStar Technologies Corporation (ETC), which designs, manufactures, and distributes DBS set-top boxes, and Satellite Services. Mr. Ergen also co-founded the Satellite Broadcasting Communications Association.

**Jeanne Hayes
Quality Education Data**

Quality Education Data (QED) is a division of Peterson's, the largest education information and communications company in the country. QED has been recognized for its achievement in demographic overlays of census data and has been recognized for two years as one of America's best sources of market information by *American Demographics* magazine.

**Justin L. Jaschke
CEO, Verio Inc.**

Founder of Verio and former COO for Nextel Communications, Mr. Jaschke also served as President of OneComm, a wireless telecommunications company, and was also on the Board of Directors until Nextel and OneComm merged in 1995. Previously, until 1990, he served as President and CEO of Bay Area Cellular Telephone Company.

David E. Lacey
CFO, StorageTek

StorageTek is the preeminent provider of network computing storage. The company's products and services are used to store, transport and secure more than 100 petabytes of the world's information, ranging from mainframe data to client/server applications to video and audio.

James C. Linfield
Managing Partner, Cooley Godward, LLP

Mr. Linfield works with an emphasis on corporate finance and venture capital funds, as well as mergers and acquisitions, and life sciences practice. He joined the firm in 1993. Prior to working with Cooley Godward, Mr. Linfield worked in the biotechnology industry, serving as CFO and Vice-President of Finance of Somatogen, Inc.

Paul Lippe
Senior Vice President, Synopsis

Synopsis is a \$500 million design automation software design company and the world leader in high level design. Mr. Lippe is responsible for legal affairs, managing strategic planning corporate programs and mergers and acquisitions activity, and serves as Secretary for the Board of Directors.

Barbara Mowry
President and CEO, Requisite Technology

Barbara Mowry is the President and CEO of Requisite Technology, which provides businesses with easy to find product and service information for electronic commerce. Barbara is a member of the Committee of 200, an organization of some of the country's most prominent businesswomen, and serves on the Board of the University of Colorado's School of Business.

Reynaldo U. Ortiz
Senior Vice President of International SBU, Qwest Communications

Mr. Ortiz is responsible for Qwest's international business development and management of international operations. While serving as a consultant to Qwest, Mr. Ortiz was instrumental in extending Qwest's network into 14 major cities in Mexico. Mr. Ortiz previously served as President and CEO of US West International, Inc.

Margaret (Meg) Porfido
Vice President for Business Development, Level 3 Communications

Meg Porfido is a new Vice President for Business Development for Level 3 Communications, which is building an advanced Internet protocol technology-based network across the U.S. that is expected to be completed in phases by 2001. Prior to this, she served as Chief of Staff to Governor Roy Romer. *Note: Don Glips is starting at Level 3 Communications later this month.*

Chris Romer

Co-founder, Digital Education Systems

Mr. Romer serves on the Board of Directors of DES and currently serves as a Senior Vice President at Georgia K. Baum and Company in Denver, CO. He has also served as a consultant for finance and strategic planning. DES is a provider of online courseware for colleges and universities. *Note: Chris is the son of Governor Romer.*

Richard Ross

President, TeleMedia Devices, Inc.

TeleMedia devices is one of the leading companies in integrating Java into small devices.

Herb F. Satterlee III

CEO, EarthWatch

Responsibilities include acquiring funding for the company, accelerating QuickBird satellite development, and revitalizing the Digital Globe database. EarthWatch is a commercial provider of earth pictures and information acquired by satellite technology.

Scott Schoelzel

Executive Vice President/Portfolio Manager, Janus Capital Corporation

Mr. Schoelzel is the Portfolio Manager of the Janus Twenty Fund, a \$10 billion growth mutual fund. For the year ending September 30, 1998, the Janus Twenty Fund was the #1 ranked Capital Appreciation fund in the U.S.

Mark Schroeder

CEO, Digital Creators

Mr. Schroeder, a pioneer in distance education, co-founded Digital Creators, which is one of the top digital design firms in America today. He is instrumental in the development of CD-ROMs and World Wide Web applications. He is also an award-winning lecturer in the Humanities Department at the University of Colorado, and has both published and lectured on multimedia and the humanities.

Kenneth Tuchman

CEO, TeleTech

In 1992, Kenneth Tuchman founded TeleTech, which is now the largest and foremost provider of integrated technology-based customer care solutions in the world. He is active in strategic planning and implementation of client programs. Ernst and Young named him the 1996 Rocky Mountain Region Entrepreneur of the Year. He also serves on the Board of Directors for Colorado's Ocean Journey.

Wade Randlett

Political Director, TechNet

Wade Randlett is co-founder and Political Director of Technology Network. He has worked in Silicon Valley on political and public policy issues for the last ten years. Technology Network, or TechNet, is a bi-partisan political service organization serving a broad cross-section of 140 member companies ranging from pure-play Internet firms to genetic research companies.

High-Tech Outreach Meeting

St. Louis Science Center

2:50 pm - 3:50 pm, Friday, October 16th, 1998

Meeting requested by Jim Kohlenberger

Briefing prepared by Jim Kohlenberger

EVENT

You and Congressman Gephardt are meeting with about 20 high-tech leaders from the St. Louis area. These leaders come from a broad range of large and small companies that represent technology sectors including telecommunications, Internet, and biotechnology. Gephardt's original request on the trip was to meet with these technology leaders. The meeting is **CLOSED PRESS**.

LOGISTICS (As of this writing, subject to change)

- Upon arrival, you will be greeted by Doug King, the President of the Science Center, and Dick Fleming representing the Regional Commerce and Growth Association who helped put together the meeting.
- You, Congressman Gephardt and Mrs. Gephardt proceed into the room, and greet the technology leaders.
- Congressman Gephardt makes remarks and introduces you.
- You make remarks, ask participants to introduce themselves and open the discussion.
- Upon conclusion, you wrap up the discussion and depart.

YOUR ROLE/CONTRIBUTION

- This is a chance to build a relationship with the up and coming leaders in the high-technology sector of St. Louis. This is also an opportunity to highlight some of the high-tech initiatives in the budget and elsewhere that you have championed.

PROGRAM NOTES

- **Missouri and High Technology.** 50 of every 1000 Missouri workers work in high-technology. Missouri's leading high tech sector is telecommunications which accounts for 50% of the state's high-tech employment. The average high-tech worker in Missouri earned \$42,349 in 1995, much above the state's average wage of \$25,604 for private sector workers.

- **St. Louis - An Emerging Technology Center.** This meeting was put together with the help of the St. Louis Regional Commerce and Growth Association -- a kind of Chamber of Commerce for St. Louis. They claim that St. Louis is the second- best spot in the Midwest for emerging technology firms. The area has the nation's second-largest presence of biotech companies. It's the third-largest center for defense contracting and energy companies. The region also has four big research universities - Washington University, St. Louis University, University of Missouri at St. Louis and Southern Illinois University at Edwardsville - that can provide help to the St. Louis high-tech community for collaborations.
- **The St. Louis Science Center.** The St. Louis Science Center serves as a bridge between scientist and layperson, encouraging an understanding of ecology and the environment, humanity, technology and the space sciences and how each interrelates. By fostering an active interest in science and mathematics, the Science Center tries to prepare people to make decisions that may shape the future and meet society's needs for scientific literacy. The Science Center's permanent exhibits focus on four main subject areas: Ecology and Environment, Technology, Humanity and Space Sciences. This summer, the St. Louis Science Center - less than 9 years old - received its 15 millionth visitor.
- **Gephardt and Technology.** Gephardt, over the years, has looked out for the issues that companies like Monsanto in his district care about. That means, for instance, that he has supported the R&D tax credit (although his 10% flat tax proposal would eliminate it).
- **Monsanto.** Monsanto is the area's largest high tech employer. The company recently called off its planned merger with American Home Products citing management differences. Your call to French Prime Minister Lionel Jospin early this year regarding France's reticence to authorize the use of genetically modified corn was well-received by the agricultural industry. Within 10 days of your call, Jospin announced approval of two genetically modified corn products, one of which (MON 810) is produced by Monsanto.

ATTACHMENTS

- Talking Points
- List of attendees
- Your High-Tech Accomplishments In the Budget Agreement

Al Gore: Helping Grow the New Economy

Today, Congress responded to initiatives by Vice President Gore and the Clinton Administration to harness the powerful forces of science and technology to grow the new economy and build a stronger, healthier, and more productive future.

Measures That Gore Fought for and Delivered on Include:

- ✓ **Protecting U.S. Intellectual Property in the Digital Era:** In December 1996, the Administration successfully negotiated two treaties that provide clear international standards for intellectual property protection in the digital environment and protect U.S. copyrighted works, musical performances and sound recordings from international piracy. The copyright-based industries that produce and promote creative and high-technology products contribute more than \$60 billion annually to the balance of United States trade. The Congress passed legislation that implements these treaties. The bill will extend intellectual protection into the digital era while preserving fair use and limiting infringement liability for providers of basic communication services.
- ✓ **Internet Tax Freedom:** The President and Vice President have long supported a temporary moratorium on Internet taxes while establishing a commission to develop recommendations on the longer-term issues raised by electronic commerce and remote sales. As the President said in a speech on Internet policy earlier this year, "We cannot allow 30,000 state and local tax jurisdictions to stifle the Internet, but neither can we allow the erosion of the revenue that state and local governments need to fight crime and invest in education." The Internet Tax Freedom Act passed by the Congress would establish a 3-year moratorium on Internet access taxes and taxes that discriminate against electronic commerce, and establish a commission.
- ✓ **Increased Access to Skilled Personnel for U.S. Companies and Universities.** The White House worked with industry and Congress to reach agreement on bill language that addresses a shortage of skilled workers, while providing new training and protections for U.S. workers. To address that shortage and maintain America's competitive edge, we must give U.S. workers new opportunities to train and to learn new skills. This legislation helps us meet that challenge by providing up to \$250 million over 3 years in new funding to educate and train Americans for the jobs of the future. This compromise institutes new reforms to ensure that employers do not replace U.S. workers with temporary foreign workers and requires employers to recruit U.S. workers. In short, it contains new investments in training, tougher enforcement, and new protections for U.S. workers.
- ✓ **Security Litigation Reform.** Additionally, Congress delivered on legislation that White House had signaled early on that it would support, that provides national standards for class-action shareholder lawsuits against companies. The legislation has been a priority of the high-tech community.

✓ **Protecting Children's Privacy:** In July 1997, the President and Vice President released Administration policy on electronic commerce which stated that "the Administration is particularly concerned about the use of information gathered from children ... Parents should be able to choose whether or not personally identifiable information is collected from or about their children." The Congress has approved the Children's Online Privacy Protection Act, which requires parental consent for the collection of personally identifiable information from children 12 and under.

✓ **Identity Theft:** Earlier this year, Vice President Gore called on Congress to pass legislation sponsored by Senators Kyl and Leahy to crack down on "identity theft," which is the fraudulent use of another person's identity to facilitate the commission of a crime, such as credit card fraud. According to law enforcement officials, the incidence of identity theft is increasing rapidly, and current federal and state laws do not provide sufficiently comprehensive privacy protection. Congress has now approved the Identity theft measure.

✓ **Education Technology** - Vice President Gore announced the Administration's budget request of \$721 million -- a \$137 million increase in educational technology funding -- and challenged Congress to help ensure our kids have access to the tools they need to succeed in the 21st century. The Vice President has championed the administration's efforts to ensure that every child has access to computers, the Internet, high-quality educational software, and teachers that can use technology effectively in the classroom. The final agreement includes \$698 million representing a 20 - percent increase over the \$584 million funding level in FY98, and includes a new \$75 million initiative first announced by the Vice President to help ensure that all new teachers entering the workforce are as comfortable with a computer as they are with the chalkboard.

✓ **A Robust Research and Development Agenda:**

The Vice President also announced the Administration's **21st Century Research Fund** representing the largest commitment to key civilian research in history of our country and challenged Congress to help us build a healthier, more prosperous, and productive future. Congress responded to the challenge by including:

- **National Science Foundation** -- an 8.8 percent increase in support for science and engineering research.
- **National Institutes of Health** -- a 14 percent, \$1.9 billion increase to support greater research on diabetes, cancer, genetic medicine, and the development of an AIDS vaccine;
- **Funds Next Generation Internet** -- a more than \$100 million for a federal R&D initiative which will connect more than 100 universities at speeds that are up to 1,000 times faster than today's Internet, and establish the foundation for the networks and applications (e.g. telemedicine, distance learning) of the 21st century
- **Advanced Technology Program** -- \$66 million for new awards for leading-edge civilian technology projects.

- ✓ **Research and Development Tax Credit:** Agreement on an extension of the R&D credit that would be renewed retroactively to July 1, when it lapsed. Vice President Gore announced in January that the Administration proposed extending the Research and Experimentation tax credit. The R&D credit helps stimulate additional private sector investment in research and development by providing a 20 percent tax credit based on the increase in a firm's research and development.
- ✓ **New Learning Anytime, Anywhere Initiative.** The President's FY99 budget included a new initiative which the Vice President announced to enhance and promote distance learning opportunities -- learning outside the usual classroom settings, via computers and other technology -- for all adult learners. The final budget includes \$20 million for the Education and Labor Departments to implement this new initiative to demonstrate new high-quality uses of technology for distance learning in post-secondary education and training, and to help provide more accurate labor market information.

GORE: BUILDING ON OTHER RECENT EFFORTS TO GROW THE NEW ECONOMY:

These efforts build on other recent efforts announced by the Vice President to help ensure continued growth and innovation in this information age economy.

- **New Effort to Crack Down on Software Piracy World Wide.** Vice President Gore recently announced a new Executive Order which directs federal departments and agencies to prevent and combat computer software piracy, and announced that the President also directed the United States Trade Representative to press foreign governments to enact similar protections. The federal government is the world's largest buyer of computer-related services and equipment, at over \$20 billion a year. An estimated \$11 billion was lost world-wide to software piracy in 1997, translating into as many as 130,000 lost jobs in the United States.
- **Reforming our Encryption Policy.** The Vice President also recently announced a new federal policy for the encryption and protection of electronic communications -- one that dramatically increases privacy and security for families and businesses, without endangering our national security. As a result of the announcement, American companies will be able to use encryption programs of unlimited strength when communicating between most countries. Health, medical, and insurance companies will be able to use far stronger electronic protection for personal records and information. Law enforcement will still have access to criminally-related information. And we will maintain our full ability to fight terrorism and monitor terrorist activity that poses a grave danger to American citizens.

Talking Points

Let me tell one tale of American history, that shows that the seeds of the Information Age were planted a long time ago. Last summer, I watched that remarkable TV documentary on the travels of Lewis and Clark -- who began their journey right here in St. Louis.

Toward the end of their 6,000-mile journey of discovery, their boats were empty of important supplies. On their way, however, they kept running into fur trappers and explorers who were headed back up the Missouri -- whose boats were filled with supplies.

With no hard goods to barter, the Lewis and Clark expedition got the supplies they needed by trading information -- about distance, geography, river rapids, Indian tribes, elk and antelope, wind and weather. They found they had something very valuable to sell -- and they also found that after they had sold information to one traveler, they had the same amount of information to sell to the next. Of course, that information was not free.

It was purchased with two-and-a-half years of painstaking research -- and many years of studying mapmaking, geography, and different aspects of plant and wildlife.

Many of the principles of gaining and selling information have not changed in 200 years; it still requires talent, training, and study. But what has changed is that the top tiers of our economy are now dominated by companies that mine, mint, and disseminate information and knowledge.

In fact, today more Americans make computers than make cars. More Americans build semiconductors than construction machinery. More Americans spend their days processing data than refining petroleum. The Internet is doubling every 100 days and estimates of global electronic commerce are projected to reach \$300 billion in just a few years. In fact, a full 33% of GDP growth in the past year has come from information technology industries which are quickly becoming the engine of America's economic growth. As a result we are creating thousand of good high wage jobs here in St. Louis and across the country -- jobs that pay an average of 73% more than other private sector jobs. We are in a new economy -- very different from the old.

Today, Congressman Gephardt and I are here to tell you that Democrats are working together to harness the powerful forces of science and technology to grow the new economy and build a stronger, healthier, more prosperous and productive future. We want to ensure that the spirit of exploration and innovation, so characterized by Lewis and Clark when they began their journey here in St. Louis, is unleashed to build a stronger America.

I think its fitting that we are at this science center today for our discussion -- a place where children come to learn. That is exactly what we have come here to do today -- listen and learn from you.

Participants

ASTEC, Inc., 11715 Administration Drive, 63146

Ramon J. Savala, President and CEO (314/994-9899 v) (314/994-3238)

RCGA "Service Entrepreneur of the Year"

Hispanic Business 19th fastest growing high-tech company

Provides high-tech engineering services to clients including ESCO, Rockwell, and Monsanto.

Center for Emerging Technologies, 4041 Forest Park Avenue, 63108

Marcia Mellitz, President (314/615-6900)

A public/private/university partnership that serves as an incubator for small high-tech startup businesses.

Digital Teleport, Inc.

Richard D. Weinstein, President (314/253-6600)

Constructing a 2,000 mile fiber-optic network along the state highways, which will be used to monitor traffic congestion and lay the foundation for "self-driving" automobiles.

Envision

Steve Lowy, President (314/878-4777)

Capital formation group. Member of St. Louis RCGA "Technology Gateway"

G.A. Sullivan

Greg Sullivan, CEO (314/213-5600)

Custom software developer. Chairman of the St. Louis RCGA "Technology Gateway"

Gateway Associates

Dr. Greg Johnson (314/721-5707)

Capital formation group. Member of St. Louis RCGA "Technology Gateway"

System Service Enterprises

Susan S. Elliott, CEO (314/977-4700)

Information technology services

Insight Technology Group, 3401 Hollenberg Drive, 63044

Louis Hawn, President and CEO (314/344-5007)

RCGA Fast 50 Technology Award Winner (#1), \$15 million 1997 revenue.

Employs 100. Software management company. Clients include Boeing, SBC, and the federal government.

Leo One USA, 150 North Meramec

David A. Bayer, Chairman, (314/746-0567)

Business plan to launch 48 satellites, provide worldwide wireless communications services.

Rose International, 300 Chesterfield Ctr., Suite 123, Chesterfield 63017

Himanshu "Sue" Bhatia, CEO (314/532-3126)

RCGA Fast 50 Technology Award Winner (#2)

Custom software development and consulting. Offices in Chicago and Irvine, CA. Clients include state of Missouri, U.S. Department of Agriculture, and Scott Air Force Base.

Sonacom, Inc., 5555 West Park, St. Louis 63110

Rick Oertl, President and CEO (314/781-1700)

RCGA Fast 50 Technology Award Winner (#42)

Provider of integrated communication systems. 60 employees.

Southwestern Bell - Missouri

Priscilla Hill-Ardoin, President (314/235-9660)

Local telephone service provider.

St. Louis Science Center

Doug King, Director (314/289-7414)

King is working with the St. Louis RCGA to develop a prominent and positive external image of the St. Louis region as a technology-rich community.

World Wide Technology, Inc.

David L. Steward, CEO (314/919-1400)

RCGA Technology Entrepreneur of 1998, RCGA Fast 50 Winner, \$137 million 1997 revenue
Ranked 11th in Black Entrepreneur Top 100 businesses

Integrates computer hardware, software, and networks for Fortune 500 companies.

Northern Virginia Gore Tech

Roosevelt Room

11:15 am – 12:00 pm, Friday, April 30, 1999

Meeting requested by Jim Kohlenberger
Briefing prepared by Jim Kohlenberger

EVENT

You are meeting with the leaders from Northern Virginia's vibrant technology sector. Although you have had Gore Tech meetings throughout the country, this meeting includes the leaders in your own back yard. This meeting is an opportunity to further expand your network of technology leaders in a key technology area of the country. While Northern Virginia has long been known for the "Beltway Bandits" technology companies that supported defense contractors, Northern Virginia is now home to core Internet companies like AOL, PSINet, UUNET and others that account for as much as half of all internet traffic.

LOGISTICS (As of this writing, subject to change)

- The format for this meeting will be similar to past Gore-Tech meetings.
- You will begin the discussion with a few opening comments (talking points attached)
- Ask participants to introduce themselves.
- Open the meeting up for discussion.

YOUR ROLE/CONTRIBUTION

- This is a chance to build a relationship with the up and coming leaders in the technology sector of Northern Virginia.

PROGRAM NOTES

- **Northern Virginia Technology.** When considering that Virginia is home to America Online, MCI/WorldCom, UUNET and PSINet (all Internet Service Providers), it has been said that 50 percent of Internet traffic travels through Virginia. Virginia's high- technology economy has been on a tear. Over the last five years, the technology sector has generated more than 60 percent of the growth in the state's economy.

Talking Points
Northern Virginia Gore Tech

Thanks for joining me here today. I want to begin by saying that what you are doing here for the local economy is a great example of what is happening in the national economy. Companies like the ones that many of you represent have not only turned Northern Virginia into a Silicon corridor and accounted for as much of 60 percent of the states economic growth, but companies like yours now account for a third of all economic growth nationally.

That is why I wanted to get together with you -- because I wanted to hear what's on your mind and talk a little bit about our economy and three challenges I think we face to keep our economy strong for the 21st Century and to make sure that everyone can participate in it. These are good economic times. But I believe it would be a grave mistake to take prosperity for granted. We need to be even more disciplined, more aggressive, more strongly committed to pro-growth policies to keep prosperity going.

First, I believe there is no higher priority than strong and sustained economic growth. That is why we must sustain this new economy by making the choices and decisions that can help companies like your drive this economy. That is why I announced a new initiative called IT² to sustain research and innovation in information technology, an R&E credit, and have promoted Electronic Commerce so that we can take full advantage of the promise of the information age. In fact, I am in charge of our administration's e-commerce agenda, and my staff David Beier and Jim Kohlenberger work these issues for the administration.

Second, we must make sure that everyone can participate in this new economy. That means we must invest in human capital -- particularly education and lifelong learning -- so that everyone has a chance to succeed. And that means promoting telecommunications competition and broadband access so that Americans have access to fast affordable Internet connections. It means supporting things like the E-rate so that all of our children have access to the same universe of knowledge at the same time.

Third, I think we have to make sure we use our newest technologies to support our oldest values. The number one reason people give for not yet getting on the Internet is concern over privacy. I am proud that the Internet industry is stepping up to the plate and beginning to take privacy seriously. In the wake of Littleton, we need to show how the Internet can be a positive medium. We all know that the Internet is a very powerful tool that can help children learn and can give children an outlet for help. I think we have a challenge to make parents more aware of the technological tools that are already available to protect children from inappropriate material and to use this important new medium as a positive force in our children's lives. Imagine if on the front of every major portal, there was a link to page that gives parents access to both the variety of technologies now available to protect children, but also the lists of positive sites on the Internet.

Now I am eager to open up the discussion ...

Roundtable, an organization dedicated to business and technology policy. Previously Ms. Del'ife worked for Governor Mike Castle, and was the executive director of Women Executives in State Government.

Raul J. Fernandez is founder and CEO of Proxicom, the leading provider of Internet-based business solutions. KPMG Peat Marwick awarded Mr. Fernandez with its 1997 High Tech Entrepreneur Award. Before starting his high-tech career, he served as a legislative assistant to Representative Jack Kemp from 1984 to 1988.

Jim Flannery is President & CEO of Creative Technology Inc., a computer consulting & education center. Creative Technology is on the Inc. 500 fastest growing companies in America, as well as on the Washington Technology fast 50 list.

Ken Hakuta is founder and Chief Executive Officer of ALLHERB.COM, an herbal e-commerce site based in Laurel, MD. Prior to founding ALLHERB.COM, Mr. Hakuta was the host and producer of the "Dr Fad Show," a TV show for children's creativity, which aired on CBS and PBS. Mr. Hakuta also serves on the Board of the Museum of American Art, Smithsonian Institute.

Mr. Jean-Nicolas Lataillade is the Director of International Business Development for Teleglobe International Corporation, an International service based telecommunications carrier. Mr. Lataillade is responsible for the sales and marketing efforts in 20+ developing countries.

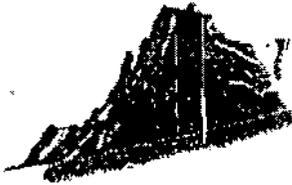
David C. Lucien is founder, President and Chief Executive Officer of Interpro Corporation. Mr. Lucien is a founder and currently serves as Chairman of the Virginia Technology Council (NVTC). Prior to founding Interpro, he served as President and CEO of Tempest Technologies.

Bill Neely is the President & CEO of SingleSurf.Com, and on-line single source on-line shopping network.

Mike Ozburn is Vice President and General Manager for Nextel Online, Nextel's suite of Internet products and services that mobilizes the web for business use. Prior to joining Nextel, Mike was vice president and general Manager of the telecommunications group for General Instrument, where he was involved with the development of cable modems and the infrastructure for interactive television. Mike is a graduate of Clemson University, holds a law degree from the University of Georgia and an MBA from the Wharton School of Business.

Jonathan Sallet is Chief Policy counsel of MCI/Worldcom. Previously, Mr. Sallet worked at the Department of Commerce from 1993-96, and prior to that worked on the Vice President's campaign and transition team. MCI/WorldCom own UUNet which is the other large Northern Virginia backbone provider.

AND THE HIGH-TECH INDUSTRY



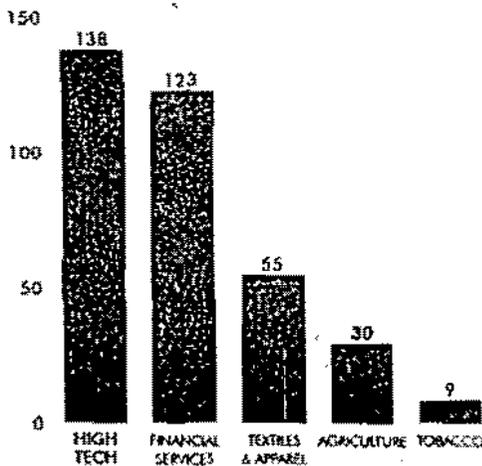
JOBS	137,596
ESTABLISHMENTS	5,139
PAYROLL	\$7.2b
AVERAGE WAGE	\$52,309
AVERAGE PRIVATE SECTOR WAGE	\$27,315

STATE RANKINGS

9TH IN HIGH-TECH EMPLOYMENT
9TH IN HIGH-TECH AVERAGE WAGE

EMPLOYMENT COMPARISONS

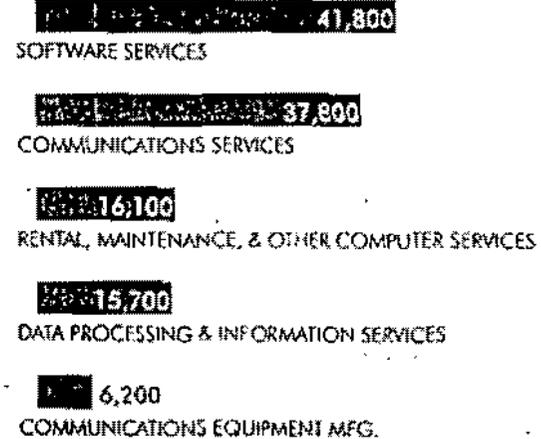
SELECT INDUSTRIES



55
OF EVERY
1,000
PRIVATE SECTOR
WORKERS IN
VIRGINIA
ARE EMPLOYED
BY HIGH-TECH
FIRMS

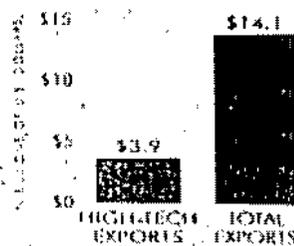
LEADING HIGH-TECH INDUSTRY SEGMENTS

(EMPLOYMENT)



INTERNATIONAL TRADE - 1997

HIGH-TECH PERCENTAGE OF TOTAL EXPORTS = 28%



Q&A ON Y2K LIABILITY LEGISLATION

Q: No one anticipated the Y2K problem when developing computer programs years ago, and we are all doing our best now to be Y2K compliant. But we need protection from frivolous litigation that could put us out of business. Do you support proposed legislation that would limit the liability of companies for Y2K failures?

A: As you know, I have focused enormous efforts on making sure that all organizations – private, public, and governmental – do everything they can to ensure that their systems and those of their customers and suppliers are Year 2000 compliant.

Similarly, I would support carefully crafted legislation that will encourage readiness and remediation. Any legislation must maintain or promote remediation if not increase incentives to act now to fix potential Y2K problems. I fully understand the importance of deterring frivolous litigation – but also recognize the need to keep the courts open for legitimate claims. Any legislation must carefully balance legitimate competing interests. I strongly support alternatives that strike the key balance of encouraging Y2K readiness, encouraging resolution of Y2K problems without resort to litigation (ADR), and weeding out frivolous Y2K lawsuits while protecting legitimate claims. [See attached **Background on Y2K Liability Legislation and Administration's Position**. The legislative proposals are very much in flux, and you should avoid getting into a discussion of the details of the proposals.]

closely achieve these goals. The Administration would support the Kerry-Robb alternative, because it satisfactorily addresses many of these concerns (although we are working with the Senators to address drafting issues raised by the Department of Justice).

□ Specifically, the Kerry-Robb legislation would:

-- encourage use of alternative dispute resolution;

-- carefully modify pleading rules and substantive law to encourage Y2K readiness; and

-- deter frivolous litigation by putting in place procedures that would screen out strike suits but not bar legitimate claims.

□ The Administration's overriding concern with S. 96, as amended by the McCain-Wyden amendment, is that it will not enhance readiness and may, in fact, decrease the incentives organizations have to be ready for the transition to the next century.

□ This measure would protect defendants in Y2K actions by capping punitive damages and by limiting the extent of their liability to their proportional share of damages, but would not link these benefits to those defendants' efforts to solve their customers' Y2K problems now.

-- As a result, S.96 would reduce the liability these defendants may face, even if they do nothing, and accordingly undermine their incentives to act now -- when the damage due to Y2K failures can still be averted or, at the very least, minimized.

Background

Floor Debate

On Tuesday, the McCain bill was brought to the Senate floor; however, Democrats would not agree to limit debate only to "relevant" amendments and so, after replacing the McCain bill with the McCain-Wyden substitute, Senator Lott filed a cloture petition, which was voted on Thursday morning. The cloture petition failed 52-47.

Senator Dodd's Role

Senator Dodd reached agreement with McCain-Wyden on an amendment that he would offer after the cloture vote. Negotiations over the bills are currently very fluid. Senator Dodd has insisted on three changes to the McCain-Wyden bill.

The Kerry-Robb Alternative

Senators Kerry may offer an alternative that was developed by ITAA (the Information Technology Association of America) and ALTA (the Trial Lawyers). They will propose it as an

Complaint Filed Against AOL with Department of Labor

Seven individuals who had been working as volunteer "community leaders" for America Online filed a complaint earlier this month with the Department of Labor, asking Labor to investigate whether AOL owes them back wages for work performed in violation of the Fair Labor Standards Act. Since its inception, AOL has used these volunteers to monitor the content of its chat rooms and alert AOL officials to potential issues. AOL maintains nearly as many volunteers (10,000) as it does paid staffers (12,000). Community leaders receive a free monthly AOL account as compensation for their volunteer efforts, and the complainants contend that AOL profited exponentially from their work while they reaped little benefit.

The Department of Labor has refused to confirm whether AOL is under investigation, but the ramifications on the Internet industry could be far-reaching. The question of whether Internet companies are profiting at the expense of unpaid workers is likely to be a very divisive one. AOL, one of many Internet companies that relies on its volunteers to monitor traffic on its sites, defends its volunteer system as a normal part of the Internet culture.

If AOL raises this issue at the meeting, you should avoid talking about it.

THE NATIONAL TOWN MEETING FOR A SUSTAINABLE AMERICA

What is sustainable development?

Sustainable development is about achieving the greatest level of prosperity and quality of life possible that is compatible with future generations enjoying the same level or more. Sustainable development will create the basis for a new prosperity that will make our communities more livable today.

What is the National Town Meeting for a Sustainable America?

The National Town Meeting for a Sustainable America is a national event centered in Detroit that will bring together many kinds of people committed to improving social equity, economic prosperity and environmental protection. It will shine a spotlight on the thousands of Americans who are using innovative ideas and 21st century technology to achieve these goals.

In Detroit and at over 100 affiliated events across America, the National Town Meeting will link together tens of thousands of government, business and community leaders to showcase their successes in developing a sustainable future. Participants will learn about:

- Ways to curb sprawl and make communities more livable
- Business practices that eliminate waste and restore natural systems
- Agricultural techniques that won't harm the environment or our food products
- Public/private partnerships that work

What is the significance of the Town Meeting? Why is it happening now?

The tremendous participation in this event shows that whether you are a corporate CEO, a high school teacher or a town council member, sustainable solutions have hit the mainstream. More and more, it's the way to do business, make policy or teach lessons. We can promote a healthy economy and a healthy quality of life simultaneously, and there are tens of thousands of Americans out there pioneering new ways of achieving those goals. Just look at the city of Chattanooga from my home state of Tennessee as an example. This meeting brings together all of these innovators, so they can learn from each other, and we can learn from them.

Who is sponsoring the National Town Meeting?

It is a partnership between the President's Council on Sustainable Development and the Global Environment and Technology Foundation. It is being hosted by the City of Detroit, Wayne County, the State of Michigan, General Motors and the Metropolitan Organization Strategy Enabled Strength (M.O.S.E.S.) It is being sponsored by many corporations, including Dow Chemical, Chrysler, and Ford. Many government agencies also contributed funding. Sixty percent of the funding is from private corporations, the rest from government agencies.

- * The level of cooperation has increased in international maritime shipping -- a key area of concern -- thanks largely to the efforts of the U.S. Coast Guard and the International Maritime Organization, who organized a meeting of the world's major shipping and port organizations in March 1999.
 - But there continues to be a need for more information about how countries are addressing the Y2K problem in their ports and shipping industries.
- * The United States' chief trading partners have strong Y2K efforts underway and report good progress.
 - Canada and Mexico, who rank first and second in total U.S. exports and first and third in total U.S. imports, respectively, have been key partners in the United States' efforts to increase international awareness of the Y2K problem and both countries national Year 2000 coordinators are confident that their central governments and critical infrastructures will be ready for the Y2K transition.
- * The United States is helping to support the International Y2K Cooperation Center, an international coordinating mechanism founded in February under United Nations auspices and funded in part by a U.S. contribution to the World Bank.

Upcoming Events

- * Internationally, the President's Y2K Council is working closely with the United Nations Working Group on Informatics and the International Y2K Cooperation Center to organize the second meeting of National Year 2000 Coordinators, scheduled for June 21-23, 1999, at the United Nations.
 - Coordinators from more than 120 countries attended the first meeting held in December 1998.
- * The June meeting at the UN will focus on the development of regional business continuity and contingency plans for cross-border dependencies.
 - The National Y2K Coordinators from the United States, Canada, and Mexico will hold their third trilateral meeting, following a February meeting held in Washington, as part of the June UN gathering.
 - The June meeting follows on regional Y2K meetings of country Y2K contacts held in the Philippines, Peru, Denmark, Bulgaria, and Singapore, and Ghana.

objective here is to support states and local communities who are working to achieve new, more livable patterns of growth by identifying and helping communities link multiple Federal programs. This Agenda is a very positive start. As the Vice President continues his dialogue with citizens and leaders across the country, and we continue examining these issues, we may propose additional initiatives] to further strengthen the federal role in addressing them.

Q. The Lands Legacy initiative and the Better America Bonds appear to have very similar goals -- protecting open space. Why do you need two different programs?

A. This is not a one-size-fits-all approach. Different communities face different circumstances, and we are trying to offer an array of tools so that they can choose the ones that best match their needs. The Lands Legacy initiative will expand, through cash grants, federal protection of critical lands across America, allow states, tribes, and communities to preserve local green spaces, and strengthen protections for our oceans and coasts. The Better America Bonds proposal recognizes that certain financing mechanisms may not work for all community efforts, such as open space protection. For larger and longer-term projects, BABs may provide a better tool than cash grants and other means, and so they are made available for open space protection as well as other projects related to livable communities (urban park restoration, water quality improvements, and brownfield cleanups).

Q. States like New Jersey are committing billions to "smart growth" strategies. Why isn't the Administration making a bigger commitment?

A. First, this represents a very significant investment of federal resources. More importantly, though, this investment will leverage billions more in public and private resources, just as we've seen with our very successful Empowerment Zone and Brownfields initiatives. For instance, we project that over five years, approximately \$700 million in federal support for Better America Bonds will generate nearly \$10 billion for state and local governments to invest in making communities more livable. We want to lend a hand -- help communities help themselves. We're not looking to solve problems by throwing federal money at them. That's not what communities want, and it wouldn't work anyway.

Q. What role do you envision for the federal government?

A. Livable Community initiatives recognizes that continued growth is key to our economic competitiveness and that strong communities are essential to our quality of life. To ensure that communities can grow according to their own values, initiatives observe these bedrock principles: 1) *Communities know best* -- Each community should grow according to their own needs and values. Land use and infrastructure decisions are -- and will continue to be -- made by local entities. 2) *The Federal government should inform and provide access to Federal programs that meet community needs, not dictate patterns of future growth.* The appropriate role of the federal government is to: a) *Supply Information, Tools and Resources* to empower citizens and communities by helping them

A. The scores of ballot measures that passed in November certainly drew a lot of attention to these issues. But the Vice President was focused on them long before that. As Chair of the Community Empowerment Board, the Vice President has long worked with low-income communities across the country to help them revitalize. In addition, he delivered a major address on Livability at the Brookings Institution in September. And in the weeks following, he held listening sessions and other events focused on Livability in Portland, Sacramento, and Denver. So this has been on the Vice President's agenda for some time, and I'm sure you'll hear plenty more from him about it.

Q. The Livability Agenda promotes regional collaboration, but won't rural counties lose out because they often don't have the same clout as their urban neighbors?

Both the Livability Agenda and the Lands Legacy Initiatives contain resources and tools to help empower communities -- both urban and rural -- to make informed decisions on how they would like to grow. Often, the challenges that face communities do not adhere to town, county, or regional boundaries and communities have found that by working together to address common problems, they arrive at better and more cost-effective solutions. The preference we give to regional proposals that reflect collaborative planning by neighboring communities is an attempt to recognize and achieve the benefits of this cooperative approach. Our proposal is intended to provide communities with the tools and resources they need to help them grow in accordance with their values. Nothing in our proposal will usurp local land-use authority -- since the community itself would have to agree to become part of a cooperative partnership as well as agree on the decision to seek bond authority. We hope that through a dialog between communities, the communities themselves will appreciate and understand the consequences of their actions for other communities. Additionally, two USDA Lands Legacy programs, the Smart Growth Partnership and the Farmland Protection Program (FPP), are specifically targeted to address land use issues in rural communities. The FPP provides matching funds for the purchase of permanent easements on farmland threatened by development, and the proposed Smart Growth partnership will establish a new revolving loan program to support the acquisition of land and easements in rural areas.

Q. The Administration's school construction proposal appears to further encourage sprawl by subsidizing the construction of new schools mostly out in the suburbs -- does the left hand know what the right is doing here?

A: Funds under our school proposal can be used to modernize and repair existing buildings or to build new schools. Additionally, half of the money is allocated to the 100 districts with the largest number of poor children. These districts are largely urban. Furthermore, with our schools as Centers of Community initiative, we will be providing grants to school districts for them to actively engage the community in the school design and construction decision. By encouraging broad community participation, communities can realize cost-sharing and even cost savings while ensuring that the school is truly an integrated part of the community. Again, we are not trying to dictate how communities wish to grow or where they wish to place new schools.

“smart growth” strategies.

We're pursuing this agenda because citizens and leaders from across the country are asking us to. They face major challenges, and are looking to us for help. But let's be clear: Our initiative rests on the bedrock principle that communities know best --they should decide how they want to grow. Our role is limited to providing individuals and communities the information, tools and resources they need to create the communities they want. It's for each community to chart its own destiny, to grow according to its own values. Judging from the very positive response we're hearing, citizens and elected leaders across the country think we're on the right track.

There are very good reasons why most Americans today live in the suburbs --they offer the amenities and lifestyle many people want. The problem is that, too often, the reality doesn't live up to the promise. Our goal is more livable communities --whether they be suburbs, big cities, or small towns. And the right strategies can help improve livability in all three. For instance, by redeveloping brownfields in the city we can ease congestion in the suburbs and keep farmland from being paved over.

No doubt, over the decades the federal government contributed to the patterns of growth we've experienced, in a few cases by design, but for the most part inadvertently. Our Livability Agenda starts to redefine the federal role, and as we learn more and gather more input, we may be proposing other initiatives to help communities achieve their goals.

Better America Bonds Questions

Q: Why use the tax code for this purpose?

A: We want to provide state and local governments with a variety of tools to help them grow according to their values. The Administration's Livability Agenda utilizes a number of financing mechanisms, grants and tax incentives. We believe this mix of incentives will maximize the effectiveness of the program. In addition, the bonds would allow us to leverage sizable investments from the private sector, state, and local governments, making Federal dollars go further.

Q: Some people have raised concerns that Better America Bonds and school modernization bonds are overly complex and will not provide true interest-free borrowing to the communities that have used them because issuers will have to offer the bonds at a discount in order to attract buyers?

A: The Administration's economic advisors believe that if we provide the private sector a large enough incentive, they will create a relatively efficient market for this type of debt. That is why the financing mechanism for Better America Bonds is very similar to the mechanism for your school modernization proposal. Since these two initiatives will provide tax credits totaling about \$35 billion in bonds, we believe that the private sector will develop the expertise necessary to make this financing mechanism an effective means to help state, tribal,

effectively shifts administrative costs (operations, maintenance, etc.) to a new line item, Science Support. This budget structure change it appears as though there are programmatic reductions when in fact, there are only minor reductions in the National Mapping Program as a result of program efficiencies and increases for new initiatives such as the Community Federal Information Partnership (C/FIP) and the Disaster Information Network (DIN). The Interior Budget in Brief and the US Geological Survey Budget Justification materials describe this change and how program dollars have been reorganized.

In the National Mapping specifically, the Administration has reprioritized funding in an effort to streamline government services and spend funds more efficiently. Mapping and Data Collection activities decrease \$1.7 M as a result of technological efficiencies achieved through Reinventing Government (REGO) efforts. Ohio View, a program enacted in the 1998 appropriations, is funded at \$1 million to maintain the program's operations and services (a decrease of \$2 million from the FY 1999 enacted level).

Q: Don't the transportation programs impose Federal requirements on State and local decision-makers who know how best to address their transportation needs? And don't these programs force the American public out of their cars?

A: The transportation components of the Livability Agenda are not restrictive in any way. Rather, this set of tools will augment the public's transportation choices, by promoting alternatives to single-occupancy vehicle driving. These tools include high-occupancy vehicle lanes, van pools, transit, and bicycle and pedestrian paths. All of these tools will help reduce traffic congestion and improve air quality. For the vast majority of this funding, the state and local government decision-makers, not the Federal government, choose which transportation projects to implement to best meet their needs much like each individual transportation user can choose which transportation alternative best meets their needs.

Q: Don't policies that limit sprawl lead to higher prices for new and existing homes, creating more barriers to homeownership?

A: There are good and bad ways to limit sprawl. Sharply limiting the development of land suited to development could restrict the supply of housing and lead to higher home prices, making it harder for young families to afford homes. Fortunately, there are smarter ways to limit sprawl that create efficient growth patterns, responsive to the needs of people at all income levels. Communities can choose to use part of the savings from more efficient use of land for programs that expand access to affordable housing and homeownership.

In recent years, many families have moved to previously undeveloped areas in search of affordable housing, but increased transportation costs and rising local property taxes have made living in these areas less affordable. By using land and other resources more productively, and by developing housing in locations where public services already exist, communities can make housing more affordable. And, stronger demand for housing in closer-in and inner-city neighborhoods can help stabilize and preserve housing in those areas that otherwise would deteriorate and be abandoned.

Q: If traffic congestion is the problem, why not build more roads?

A: Roads are only one part of the congestion solution. In some instances, it makes sense to build a new road or widen an existing road. However, there can be negative impacts on the

Seminar

Ceremonial Office

1:15 p.m. - 2:45 p.m., Friday, April 30, 1999

Briefing prepared by Elaine Kamarck.

EVENT

No briefing is necessary for this meeting.

North Carolina Gore Tech and IBM Tour

IBM Facility, Raleigh, North Carolina
3:40 – 5:15pm, Thursday, May 13, 1999

Meeting requested by Monica Dixon
Briefing prepared by Jim Kohlenberger

EVENT

You are touring IBM's manufacturing facility, North Carolina's largest technology company, and meeting with the premier leaders from North Carolina's vibrant technology sector. This meeting is an opportunity to further expand your network of technology leaders in a key technology area of the country while building on a meeting you had with John Doerr and North Carolina technology leaders in May of 1997. In both this and the 1997 meeting, the North Carolina Electronics and Information Technologies Association (NCEITA) has played a constructive roll in helping to pull together the meeting. [OPEN PRESS on the tour, and SPRAY AT THE TOP of the meeting]

LOGISTICS (As of this writing, subject to change)

- You will be greeted by David Benevides, Regional Corporate Community Relations and Public Affairs Manager and Recine Mitchell Sinclair, Head of Global Services Division, IBM
- You are touring IBM's manufacturing facility where they produce IBM desktop computers like the Aptiva. [The tour is OPEN PRESS] You enter the plant, accompanied by Racine Mitchell Sinclair and visit four assembly stations. After the tour you proceed to hold.

Note: There is a press spray at the top of the meeting

- You and Governor Hunt enter the room and greets guests around the table
- Governor Jim Hunt makes brief opening remarks and introduces you to make brief opening remarks.

Note: At this time the press will be escorted from the room and Governor Hunt will depart

- You will then open and moderate the discussion and close at the end.

YOUR ROLE/CONTRIBUTION

- This is a chance to build a relationship with the up and coming leaders in the technology sector of North Carolina.

PROGRAM NOTES

- **North Carolina Technology.** North Carolina, with its Research Triangle, is now home to more than 3,000 high-tech companies. Those companies employ more than 112,000 North Carolinians in high-tech jobs that pay 75% more than other jobs. Now, 38 out of every 1,000 private sector workers in North Carolina are employed by high-tech firms.
- **Your Recent Technology Accomplishments.** This meeting allows you to highlight some of your recent technology accomplishments. Over the last year you have helped deliver on issues that are important to the technology community and the country at large. There is the **encryption policy** you announced, the **H1B compromise** that the White House reached with hill leaders, and the new **software piracy Executive Order** you announced last year (China has now agreed to do the same). In addition, you supported the **Internet Tax Freedom Act**, a new bill that will bring **copyright law** into the digital age, and a **Securities Litigation Reform** bill – each will have significant impact for this sector. Just as important, your January announcements for an extension of the **R&E tax credit** and the **IT²** initiative which proposes a \$366 million increase in long term information technology research are significant.
- **Research Triangle Park.** The core of North Carolina's Technology is Research Triangle Park, established in 1959 by a group of government, education and business leaders. The goal was to bring economic focus to a region that included three highly rated Universities – Duke, NC State, and the University of North Carolina. RTP has grown to nearly 6,900 acres, 39,500 employees, 132 organizations and has a total investment of more than \$2 billion. USA Today called the triangle area, "the most successful local economy in America over the past 25 years." This is the biggest research park in the country.
- **IBM at Research Triangle.** In 1965, IBM became one of RTP's first major tenants to buy land. Over the years, IBM has grown to occupy more than seven million square feet in 50 buildings and the surrounding area. IBM now has nearly 14,000 full-time employees in the area. This is the birthplace of the Universal Product Code (UPC) or bar code that is found on nearly every consumer product in the world. Here they produce an IBM personal computer every 10 seconds on more than a half-dozen state-of-the-art manufacturing lines. Research Triangle is also home to IBM Global Services. - This organization remotely manages the IT requirements of some of the world's largest companies.

ATTACHMENTS

Talking Points
Attendees

Talking Points North Carolina Gore Tech

Thanks for joining me here today. I want to begin by thanking all of you for coming today and by thanking IBM for hosting us here today. What you are doing here for the local economy is a great example of what is happening in the national economy. Companies like the ones that many of you represent have not only turned the Research Triangle into an economic success story, but companies like yours now account for a third of all economic growth nationally.

That is why I wanted to get together with you -- because I wanted to hear what's on your mind and talk a little bit about our economy and three challenges I think we face to keep our economy strong for the 21st Century and to make sure that everyone can participate in it. These are good economic times. But I believe it would be a grave mistake to take prosperity for granted. We need to be even more disciplined, more aggressive, more strongly committed to pro-growth policies to keep prosperity going.

First, I believe there is no higher priority than strong and sustained economic growth. That is why we must sustain this new economy by making the choices and decisions that can help companies like yours drive this economy. That is why I announced a new initiative called IT² to sustain research and innovation in information technology, an R&E credit, and have promoted Electronic Commerce so that we can take full advantage of the promise of the information age.

Second, we must make sure that everyone can participate in this new economy. That means we must invest in human capital -- particularly education and lifelong learning -- so that everyone has a chance to succeed. And that means promoting telecommunications competition and broadband access so that Americans have access to fast affordable Internet connections. It means supporting things like the E-rate so that all of our children have access to the same universe of knowledge at the same time.

Third, I think we have to make sure we use our newest technologies to support our oldest values. The number one reason people give for not yet getting on the Internet is concern over privacy. I am proud that the Internet industry is stepping up to the plate and beginning to take privacy seriously. In the wake of Littleton, we need to show how the Internet can be a positive medium. We all know that the Internet is a very powerful tool that can help children learn and can give children an outlet for help.

Now I am eager to open up the discussion....

Q&A

Q: This year, computer companies will start shipping laptops, workstations and servers that will be classified as "supercomputers" by U.S. export control regulations. Is the Administration going to liberalize these controls?

Because the computer industry is moving forward on the "Moore's Law" curve – doubling the number of transistors on a computer chip every eighteen months – we need to re-assess our export control regulations. In this industry, yesterday's supercomputer can become today's laptop. Obviously, we need to carefully consider the national security implications of high-tech exports. But we also need to recognize when a product is widely available in foreign markets and therefore not controllable. The National Security Council is currently leading a review of our computer export controls, and we expect to make a decision on this later this year.

Q: Some high-tech companies are concerned that accounting regulations under consideration by the FASB and the Securities Exchange Commission will damage the competitiveness of high-tech industries. Do you share these concerns?

As you know, the FASB ("fazz-bee") is an independent organization, and the business community clearly recognizes the importance of having an independent and credible organization involved in setting accounting standards. The National Economic Council and other economic agencies are looking at this issue – and will be meeting with representatives of the high-tech industry to discuss their concerns.

Q: Today the FTC is receiving the results of their Internet privacy survey. Do you think the survey shows that industry self-regulation on privacy can work?

I've always felt that our newest technologies must remain consistent with our oldest values. Ensuring that every American's right to privacy is protected amid explosive growth in the collection and use of personal records is one such basic American value.

And that is why I was pleased by the results of today's industry-funded survey on privacy. These survey results offer evidence that responsible firms can offer meaningful privacy protections to their customers. The preliminary assessment of these results also suggests that more work is ahead to offer all Americans a key component to their Electronic Bill of Rights.

Q: What is your E Commerce agenda?

1. To expand broadband to more residences, and small businesses, especially in rural areas, and distressed urban areas. We are working on a series of steps that will promote competition, create incentives to build out new broadband systems, and remain technology neutral on delivering such services. We hope to have this plan completed by this summer.

2. To avoid the imposition of unfair and discriminatory taxes and tariffs on electronic commerce here and abroad. We will work with the Congressionally appointed Commission to

study Internet tax issues domestically. We want this Commission to work and reach a consensus, so I do not want to get into any specifics about how to balance the competing interests of electronic commerce and state and local governments. On the international level, we will push for a permanent continuation of the no tariffs on e-commerce moratorium already adopted by the WTO.

3. To make sure that the promise of electronic commerce is available to all our citizens and communities. That is why I feel so strongly about the E rate, and why the President and I included community based computer centers for poor areas in our budget.

4. To make the opportunities of e-commerce more available for many other nations. We can not afford to have developing countries left out of this revolution in commerce. We need their trade and their ideas.

Q: What are your views about the pending database legislation?

* The Administration position has been put forward by the Department of Commerce. I understand that protection of some expensively created and maintained data bases can help stimulate new investments, and protect against unfair free riding. On the other hand, just as with copyright laws there are some countervailing concerns about the First Amendment, and "fair use". We are looking forward to working with your community, and the scientific and academic community to secure a balanced bill that can be enacted this Congress.

Y2K Liability Legislation and the Administration's Position

- There are bills pending in both the Senate and the House to limit liability for Y2K failures. The bills and the Administration's position on them are summarized below.
 - In sum, we would support legislation that is carefully crafted to encourage readiness and remediation. Any legislation must carefully balance legitimate competing interests. The Administration would support alternatives that strike the key balance of:
 - encouraging Y2K readiness,
 - encouraging resolution of Y2K problems without resort to litigation (ADR), and
 - weeding out frivolous Y2K lawsuits while protecting legitimate claims.We would support limitations on joint and several liability -- the biggest outstanding issue -- so long as they are tied to a defendant's reasonable efforts to prevent or minimize harm.
- We are working with members of the Senate and House to craft a satisfactory bill that can pass.
- On the other hand, the Administration would veto a bill that, among other things:
 - is unconstitutional (it is unconstitutional to impose procedural/pleading requirements on state courts unless they are tied to substantive provisions)
 - covers consumers (except for consumer class actions for material defects)
 - limits defendants' damages to their proportionate liability regardless of their remediation efforts
 - covers securities claims, which are already covered by recent comprehensive securities legislation to deter frivolous lawsuits
 - Republicans are portraying you as caught between two constituencies: high-tech companies and trial lawyers. While opponents would be happy simply to have an issue and to blame the Administration for the failure to pass a bill, we are working hard to reach agreement on a bill that can pass.

SENATE

- The Administration issued a SAP opposing the McCain-Wyden bill and stating that, if that bill were presented to the President, the Attorney General would recommend that he veto it.
- Senator Dodd offered an amendment that made desirable changes to the McCain-Wyden bill, but it does not alleviate our concerns. DOJ sent a letter to the Senate setting forth its concerns with the bill as amended by Dodd, and stating that they would recommend that the President veto it. (We worked closely with DOJ in drafting the letter.) (A copy of the letter is attached.)

- Senators Kerry, Robb, and others are working on an amendment in the nature of a substitute that would address our primary concerns and which we would enthusiastically support. (We have been working closely with them.)
- The key barrier to getting industry to back the Kerry-Robb approach has been the absence of a proportionate liability (limits on joint and several liability) provision in that bill. (The McCain-Wyden-Dodd bill has an elaborate provision limiting joint and several liability that is modeled after provisions in the Private Securities Litigation Reform Act of 1995.) The Trial Lawyers have reportedly told Senator Kerry that he can propose a limited joint and several liability provision, which he is working on adding.

HOUSE

- The Administration also issued a SAP strongly opposing H.R. 775 - Year 2000 Readiness and Responsibility Act (Davis (R-VA) and 92 cosponsors) as reported by the House Judiciary Committee and stating that, if H.R. 775 were presented to the President in its current form, the Attorney General would recommend that he veto the bill. The SAP also states that the Administration understands that Representatives Lofgren, Conyers, and Boucher will propose an amendment which satisfactorily addresses many of its concerns and which we can support. (A copy of the SAP sent to the Hill on Tuesday is attached.)

ADMINISTRATION POSITION

- The Administration sent a letter (authored by Gene Sperling and Bruce Lindsay) to Senators Daschle and Lott and Representatives Gephardt and Hastert on Tuesday stating the Administration's support for carefully crafted Y2K liability legislation that promotes Y2K readiness, and setting forth the elements of legislation that we could support. (A copy of the letter is attached.) On the critical issue of proportionate liability, the letter states our support for limitations on joint and several liability that are tied to the defendant's reasonable efforts to prevent or minimize harm. The letter concludes by saying that the President's senior advisors would recommend that he veto legislation that is inconsistent with the principles articulated in the letter.
- The Administration's main goal is to ensure that all organizations – private, public, and governmental – do everything they can between now and the end of this year to ensure that their systems and those of their customers and suppliers are made Year 2000 compliant. But we also recognize the importance of deterring frivolous lawsuits, as long as inappropriate barriers are not placed before legitimate claims.
- The Administration is working with the Senate and the House on alternatives that would more closely achieve these goals. The Administration would support the Kerry-Robb alternative or the Lofgren, Conyers, and Boucher amendment as described to us because they satisfactorily address many of our concerns.

- The Administration's overriding concern with both McCain-Wyden-Dodd and H.R. 775 is that they will not enhance readiness and may, in fact, decrease the incentives organizations have to be ready for the transition to the next century.

Q&A ON Y2K LIABILITY LEGISLATION

Q: No one anticipated the Y2K problem when developing computer programs years ago, and we are all doing our best now to be Y2K compliant. But we need protection from frivolous litigation that could put us out of business. Do you support proposed legislation that would limit the liability of companies for Y2K failures?

A: As you know, I have focused enormous efforts on making sure that all organizations – private, public, and governmental – do everything they can to ensure that their systems and those of their customers and suppliers are Year 2000 compliant.

-- See attached **Talking Points -- Meeting the Year 2000 Computer Challenge – April 1999**

I would definitely support carefully crafted legislation that will encourage readiness and remediation. Any legislation must maintain if not increase incentives to act now to fix potential Y2K problems.

I fully understand the importance of deterring frivolous litigation – but also recognize the need to keep the courts open for legitimate claims. Any legislation must carefully balance legitimate competing interests. I strongly support alternatives that strike the key balance of encouraging Y2K readiness, encouraging resolution of Y2K problems without resort to litigation (ADR), and weeding out frivolous Y2K lawsuits while protecting legitimate claims.

I understand that the biggest remaining issue is on joint and several liability. I would support limitations on joint and several liability if they are tied to a defendant's reasonable efforts to prevent harm.

(The legislative proposals continue to be in flux, and you should avoid getting into a discussion of the details of the proposals.)

Attendees
Vice President Gore Visit at IBM
May 13, 1999
RTP, NC

Darleen Johns

President

Alphanumeric Systems

Alphanumeric Systems provides business solutions through consulting, design and integration of computer systems and offers service, support and training.

Matthew Szulik

President and COO

Red Hat Software, Inc.

Red Hat is a fast-growing enterprise software company, dedicated to supporting and expanding the acceptance of the open source software model.

Ted Harper

Attorney at Law

Kilpatrick Stockton, LLP

Kilpatrick Stockton offers a wide range of legal services of particular importance to the Information Technology industry.

Gary Anthony

Account Executive

EDS

EDS is a professional services firm that applies consulting, information and technology in innovative and productive ways to enable clients to improve their overall performance.

Peter Borbely

Chief Operating Officer

Interpath Communications, Inc.

Interpath Communications provides Internet access and Internet related services.

Larry Monteith

Chancellor Emeritus

Kenan Institute

The Kenan Institute for Engineering, Technology and Science supports promising new research and seeks to create partnerships among government, industry and university that fosters economic development for the state and nation.

Rusine Mitchell-Sinclair
Vice President, Service Delivery Center South
IBM

IBM is a manufacturer, developer, and distributor of products and services in the Information Technology industry.

Randy Fraser
Division President
Time Warner Cable

Time Warner Cable is an entertainment, information and telecommunications provider.

Herb Crenshaw
Director of Economic Development
And

J. Billie Ray, Jr.
President-NC
BellSouth

BellSouth provides advanced voice, data and video transport, and digital communications to over two million customers in North Carolina.

Richard Holcomb
Chairman
HAHT Software

HAHT Software provides integrated development systems software that allows companies to extend business applications onto the Internet or Intranet.

Ernie Pearson
Partner

The Sanford Holshouser Law Firm

The Sanford Holshouser Law Firm offers a wide range of legal services of particular importance to the Information Technology industry.

Selby Wellman

Senior Vice President and General Manager InterWorks Business Division and RTP Site Executive

Cisco Systems

Cisco Systems is the worldwide leader in networking for the Internet.

Paula White-McMillian
President

DataMasters

DataMasters specializes in supporting all areas of information systems, including management consulting, systems support, applications support, software engineering, and others.

Tom Rabon

Vice President, Global Public Affairs

Lucent Technologies, Inc.

Designs, develops and manufactures telecommunications systems, software and products, and sells public telecom systems, business communications systems, microelectronic components and consumer telecom products.

Walter Daniels

Partner

Daniels and Daniels, PA

Daniels and Daniels offers a wide range of legal services of particular importance to the Information Technology Industry.

Barrett Joyner

President of SAS North America

SAS

SAS is the largest privately owned software company in the US that provides an integrated, cross-industry suite of analytical and productivity tools, and professional consulting and training.

Charlene Grunwaldt

Publisher

Triangle Business Journal

Triangle Business Journal is the business journal for Research Triangle Park area and surrounding areas.

Carolyn Osborne

Chief Information Officer

CP&L

CP&L provides electric power and energy related services to over 1.1 million customers in North and South Carolina.

Hanes Griffin

Past Chairman

Vanguard Cellular (merged with AT&T last week)

Vanguard Cellular was one of the largest independently operators of cellular phone systems in the US servicing over 11 eastern states, and recently became part of AT&T.

Dwight Allen

President Sprint's Mid-Atlantic Operations

Sprint

Sprint provides local voice, video and data products and services in NC and 18 other states, and is at the forefront in integrated long distance, local and wireless communications services and is the largest carrier of Internet traffic.

Mark Dill
Vice President of Marketing Development
Nortel

Nortel develops communications networks for telecommunications, data communications, Internet and entertainment for telephone companies, corporations and entertainment companies worldwide.

John Healy
Branch Manager
Kelly IT Services

Kelly IT Services provides technical outsourcing services for IT companies.

Joan Myers
President
NCEITA

NCEITA (The North Carolina Electronics and Information Technologies Association) is the statewide trade association that serves those companies in electronics, information technologies, telecommunications, software and research and development.

J. Clark Plexico

AT&T

Vice-President, Law & Government Affairs, North Carolina

Clark is responsible for all of AT&T's public policy initiatives in North Carolina. Clark was a member of the North Carolina State Senate from 1990-1996 (29th District). While Senator, Clark was Co-Chairman of the Education Committee and the Education Appropriations Committee. He was also the coordinator of Clinton/Gore for Western North Carolina.

William (Bill) Glynn

Southeast Interactive

Partner

Bill is a partner in a high-technology venture-capitalist fund. In the past he has developed and managed the Southeast Technology Conferences that annually attract over 500 senior executives in information technology. He is very active in the North Carolina high technology community and sits on the North Carolina Electronics and Information Technology Capital Formation Board.

Chris Evans

Engage Technologies

Board Member

Before it merged with Engage Technologies, Chris was CEO and founder of Accipiter, a leading provider of ad management solutions. Accipiter online advertising technology manages the processes for the accounts of businesses such as CNET, Lycos and the BBC. He was recently named "Entrepreneur of the year by "Business Leader Magazine."

Bill Shore

GlaxoWellcome

Director, Corporate Community Affairs

As Director, Bill represents all of GlaxoWellcome's corporate activities in North Carolina and the country as a whole. Appointed by Governor Hunt, Bill serves on the North Carolina Standards and Accountability Committee. Recently, Bill attended the President's Summit for America's Future as a delegate from North Carolina.