

THE WHITE HOUSE  
CORRESPONDENCE TRACKING WORKSHEET

C0083

INCOMING

DATE RECEIVED: MARCH 27, 1991

NAME OF CORRESPONDENT: DR. RAWLEIN G. SOBERANO PH.D.

SUBJECT: EXPRESSES VIEWS REGARDING SMALL BUSINESSES  
AND MINORITY SMALL BUSINESSES BEING INCLUDED  
IN THE REBUILDING OF KUWAIT

ROUTE TO: OFFICE/AGENCY	(STAFF NAME)	ACTION		DISPOSITION	
		ACT CODE	DATE YY/MM/DD	TYPE RESP	C COMPLETED D YY/MM/DD
DEPARTMENT OF COMMERCE	REFERRAL NOTE: ATTN: GRC	ORG	91/03/27		
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COMMENTS: \_\_\_\_\_  
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ADDITIONAL CORRESPONDENTS: MEDIA:L INDIVIDUAL CODES: 4900 4400 4200

MI MAIL USER CODES: (A) \_\_\_\_\_ (B) \_\_\_\_\_ (C) \_\_\_\_\_

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| *ACTION CODES:           | *DISPOSITION         | *OUTGOING            | * |
| *                        | *                    | *CORRESPONDENCE:     | * |
| *A-APPROPRIATE ACTION    | *A-ANSWERED          | *TYPE RESP=INITIALS  | * |
| *C-COMMENT/RECOM         | *B-NON-SPEC-REFERRAL | * OF SIGNER          | * |
| *D-DRAFT RESPONSE        | *C-COMPLETED         | * CODE = A           | * |
| *F-FURNISH FACT SHEET    | *S-SUSPENDED         | *COMPLETED = DATE OF | * |
| *I-INFO COPY/NO ACT NEC* |                      | * OUTGOING           | * |
| *R-DIRECT REPLY W/COPY * |                      |                      | * |
| *S-FOR-SIGNATURE *       |                      |                      | * |
| *X-INTERIM REPLY *       |                      |                      | * |
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REFER QUESTIONS AND ROUTING UPDATES TO CENTRAL REFERENCE  
(ROOM 75, OEOB) EXT-2590  
KEEP THIS WORKSHEET ATTACHED TO THE ORIGINAL INCOMING  
LETTER AT ALL TIMES AND SEND COMPLETED RECORD TO RECORDS  
MANAGEMENT.



MAY 24 1991

Dr. Rawlein G. Soberano  
Vice President for Business Opportunities  
and Community Liaison  
Asian American Business Roundtable  
6 Fallswood Court  
Rockville, Maryland 20854

Dear Dr. Soberano:

Thank you for your letter to President Bush regarding opportunities for minority companies in the rebuilding of Kuwait.

The Minority Business Development Agency (MBDA), in conjunction with the Department's International Trade Administration (ITA) Gulf Reconstruction Center, has been working to ensure opportunities for minority business participation in the reconstruction of the Persian Gulf region. MBDA has established a Gulf Reconstruction Desk and a hot line (202-377-1962) to assist minorities in this effort.

We have contacted many major corporations offering MBDA's assistance in providing data on qualified minority vendors. We are encouraged by their favorable support to include minority business in contracting opportunities.

ITA and MBDA are working with the Government of Kuwait to develop a data base of potential vendors. Vendors interested in being included in the data base should complete a PROFILE and Kuwait Emergency Recovery Program form and return them to the addresses shown. Copies of the forms are enclosed for your information. Also enclosed is a press release from the Kuwaiti Government confirming its intent to do business with minority companies.

Finally, I would recommend that minority businesses contact the Minority Business Development Center (MBDC) in their area for overall guidance and support in their effort to expand their business domestically as well as internationally. A list of MBDCs is enclosed.

Sincerely,

Joe Lira

*By Wm. Bailey*  
Joe Lira  
Director

Enclosures

CONTROL NUMBER C102655

MBDA/OPD/RQuiros/mow 5-7-91;retype 5/23/91 jr

cc: Dir, D/Dir, Winston, Spearman, Thomas, ES, TC, GC, DC, DFH,  
DKS, ADMIN, ITA, MBDA/SEC, Subject, Chron

FILE NAME: KUWAIT3

EXECUTIVE SECRETARIAT  
OFFICE OF THE SECRETARY

C 102655

1991 MAR 29 P 2:19

T H E W H I T E H O U S E O F F I C E

REFERRAL

MARCH 29, 1991

TO: DEPARTMENT OF COMMERCE  
ATTN: GRC

ACTION REQUESTED:  
DIRECT REPLY, FURNISH INFO COPY

DESCRIPTION OF INCOMING:

ID: 224064  
MEDIA: LETTER, DATED MARCH 20, 1991  
TO: PRESIDENT BUSH  
FROM: DR. RAWLEIN G. SOBERANO PH.D.  
VICE - PRESIDENT FOR BUSINESS  
OPPORTUNITIES & COMMUNITY LIAISON  
ASIAN AMERICAN BUSINESS  
ROUNDTABLE  
6 FALLSWOOD COURT  
ROCKVILLE MD 20854

SUBJECT: EXPRESSES VIEWS REGARDING SMALL BUSINESSES  
AND MINORITY SMALL BUSINESSES BEING INCLUDED  
IN THE REBUILDING OF KUWAIT

PROMPT ACTION IS ESSENTIAL -- IF REQUIRED ACTION HAS NOT BEEN  
TAKEN WITHIN 9 WORKING DAYS OF RECEIPT, PLEASE TELEPHONE THE  
UNDERSIGNED AT 456-7486.

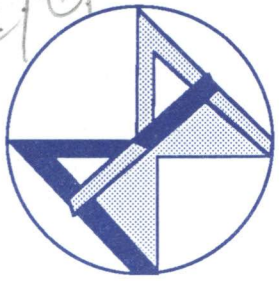
RETURN CORRESPONDENCE, WORKSHEET AND COPY OF RESPONSE  
(OR DRAFT) TO:  
AGENCY LIAISON, ROOM 91, THE WHITE HOUSE, 20500

SALLY KELLEY  
DIRECTOR OF AGENCY LIAISON  
PRESIDENTIAL CORRESPONDENCE



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DCC/GRC

224064



## ASIAN AMERICAN BUSINESS ROUNDTABLE

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March 20, 1991

The Hon. George W. Bush  
President of the United States  
The White House  
Washington, D.C. 20500

Dear Mr. President:

Now that the war in the Gulf is over, thanks to your leadership, we are looking at the challenge of rebuilding Kuwait which is a multi-billion dollar endeavor. Estimates range between \$50 to \$100 billion, which is a major transaction.

Unfortunately, there are many problems associated with this challenge some of which are political. Expectations are very high but seem to be going nowhere. Federal employees involved in information dissemination are giving out misleading or erroneous information because they do not know what they are talking about. On the other hand, knowledgeable personnel, i.e. Nagi Kheir of the Office of International Trade at the U.S. Small Business Administration, are not used in this effort, in the same way Katherine Marschall (of Hungarian descent) at the same Agency was used in Eastern Europe a year ago.

The reason why I decry this waste of human resources is that here is a man (Mr. Kheir) who is a Federal employee, born and raised in the Middle East, with three engineering degrees (mechanical, industrial management, and automatic control), fluent in Arabic (technical and conversational), knows the culture, brought up in the metric system, Chair of the Small Business Metric Subcommittee at SBA (these many opportunities revolve around the metric system), has travelled throughout the Middle East, knows the players there, and has contact with them. And he is doing Grade Level-4 work at the Agency! What a waste of his talents, skills, and experiences!

Kuwait is looking up to the United States to get the ball rolling in the reconstruction efforts. If we do not get our act together, there will be others who will fill the vacuum, and they did nothing or very little in the Gulf War, i.e. Japanese, Koreans, and Germans. Our inaction and/or procrastination will generate tough questions for you from the electorate in 1992, among which are:

1. Your Administration talks of international but has nothing of significance to deliver.

2. Your Administration has been criticized, justly or unjustly, of having the interest of big business only, while paying lip service to small business, especially minority small business.



## ASIAN AMERICAN BUSINESS ROUNDTABLE

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The Hon. George Bush (continued....)

3. The frustrations of small businesses and minority small businesses will be focused towards the GOP in the 1992 elections. Many things can happen in the next 20 months to snatch the victorious memory in the Gulf away from the American people.

Specifically, Mr. President, the American small business community will ask you in the next 9 to 12 months:

- a. What has your Office done to promote business opportunities with Kuwait?
- b. What has your Office done for small business and minority small business?
- c. What companies has your Office helped?
- d. How much business has your Office generated for this country?

It looks like the American people will be spending \$50 billion to defray our share of the Gulf War. Will we be able to break even, to generate as much to recover our cost from this reconstruction work?

Forgive me for asking these questions. As a Republican, I hope you understand my concerns.

Sincerely,

Rawlein G. Soberano, Ph.D.  
Vice-President for Business Opportunities & Community Liaison

cc. Hon. John Sununu  
Mr. Sichan Siv