

MEMORANDUM

11,000,000 more
70% Popul - 1% Land

OFFICE OF THE VICE PRESIDENT
WASHINGTON

Greater Baltimore Housing Authority
Educational Committee
Walter Sandheim

No Demagoguery
Youth Program

October 18, 1967

To the Vice President

From Doug Bennet

Mr Levy

Subject: Greater Baltimore Committee (GBC) Luncheon

The GBC will make a presentation of their programs after which you will be expected to respond briefly and answer questions. The material you ordinarily use for Plans for Progress gatherings should suffice.

GBC programs include the Charles Center and the plans for redeveloping the inner harbor area which you will have driven past in the morning.

They will also discuss a slum redevelopment project which they have just embarked upon with a \$450,000 grant from OEO. This project will be based on a systems approach developed by Westinghouse, and public, private and neighborhood cooperation. You might congratulate the GBC for shifting its attention from the relatively simple Charles Center type of urban renewal to the more complicated task of neighborhood improvement.

You might also emphasize the importance of finding jobs in private industry. The Labor Department's Concentrated Employment Program (CEP), which you will not visit, is off to a good start in Baltimore. It provides a package of employment services to the hard-core -- counseling, basic education, arrangements for job training, and follow-up coaching.

The Future of Baltimore
minutes
under city

Inner Harbor

Community Renewal Prog.

Systems Analysis

CEP

Safety + Productivity

Charles Center

mass transit

Harbor - Perport - Mass Transit

Systems approach

neighborhood

Employment

Mr. J

Jobs, Housing, Education

Partnership - "Can be done together"

Private Enterprise

J.O.C

"on the Job Training - man development - Concentrated Employment Program"

The CEP desperately needs job openings in which to place its trainees -- not marginal jobs, but jobs which offer a sense of dignity, opportunities for advancement, etc.. The business and labor leaders in your audience can help.

You might also note that Mayor McKeldin initiated a fairly successful crash program of job development last summer (1379 referrals, 327 "hires").

Jobs -
McKeldin

MUSIC BATHING
COMMITTEE

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REMARKS OF THE HONORABLE
HUMBERT H. ~~HUMBERT~~^{Humphrey}
VICE PRESIDENT OF THE UNITED STATES

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Charles Center Club
One Charles Center
Baltimore, Maryland

Friday, October 20, 1967

Greater Baltimore Committee Luncheon

Reported by:
Norris F. Swetland

1 THE VICE PRESIDENT: Thank you, very much,
2 Mr. Levi; thanks to Mr. Lee; to Mr. Miller also for their
3 excellent reports. My thanks also to each and every one
4 of you who are in attendance here this morning.

5 I was thinking of my visit here today and was
6 so glad that Senator Brewster and Tommy D'Alesandro met
7 me over in Washington. I want my friends in Congress who
8 are here to know how much I appreciate their attendance here
9 today and all of you who are here representing the local
10 government, Baltimore, the state government and our federal
11 government. I could spend the time that is mine just
12 talking about this very distinguished and effective Congress-
13 ional Delegation here, and I would like to do it because
14 they are friends of mine, personal friends, but more
15 importantly they are friends of yours.

16 I do not know of a single Congressional Dele-
17 gation, and I say this with complete honesty and integrity,
18 that works more diligently for your city, your county,
19 your state, your area than this group of men, and they are
20 really in there pitching without regard to party, or without
21 regard to their locality to help build your state and

1 communities.

2 I have had a first class Chamber of Commerce
3 orientation this morning from Dan Brewster all the way
4 out here. I wanted to look at some notes, but he said
5 never mind, I will tell you all about it. I thought I was
6 coming to the Promised Land by the time I arrived, and
7 when I said that to him, he said you are right.

8 So, Dan, I will take you at your word. I have
9 also been propagandized a bit by Bill Boucher. He is a
10 very good advocate and my friend, Doctor Berman who is also
11 talking about Baltimore.

12 Today, I sat along side of Walter ^{Sandheiser}~~Simon~~ who
13 told me about the Committee on Education. We had a good
14 visit here discussing the prospect of tomorrow. The thing
15 I like about this today is that it has not been just a
16 discussion of what you have done now, what you plan on
17 doing, but where you are going.

18 I think I said to some of our friends here, it is
19 hard for me to remember all the names -- but somebody said
20 to me, what do you think of Baltimore? A Reporter said to
21 me outside, do you think Baltimore is dying? I said look,

1 I think Baltimore is just coming alive. There is a tremen-
2 dous vitality here. It is contagious. It is infectious.
3 I found that out at the very first stop when I stopped at
4 the shipyards and saw the activity there and knowing what
5 is going to happen in the days ahead; knowing how we are
6 going to build our merchant marine; knowing how Ed Garmantz
7 wanted me to say that, and that we are going to do that.
8 Believe me, we will do it or he won't go along or let any-
9 thing happen in Congress!

10 But, in all sincerity, knowing that we are
11 going to do this, and knowing what it means in jobs and
12 then to hear, for example, the management tell me there
13 who said, Mr. Vice President what we have to do now is
14 to go out and recruit new workers and we have to train
15 them. We have to reach out in this community and find
16 them and train them. I said that is exactly right. There
17 is labor here; there is potential here. Get out and find
18 it and if you can't do it alone, call on your government
19 as we want to help you. We are a partner with you. Well,
20 all I have heard today emphasizes what I just mentioned,
21 the word partnership.

1 When I heard Don Lee talk about your crash
2 job program -- and I just say quite candidly it is
3 wonderful to hear a man so prominent in business and
4 civic life to speak of the partnership that can be and
5 should be between government and business and the private
6 economy, the voluntary groups, the labor, the whole
7 spectrum of our community because if I have any message
8 to tell you today, it is this -- there isn't a single
9 one of us alone that can do anything that really amounts
10 to what needs to be done. The problems of America today
11 are too big for any one of us. You cannot build a mass
12 transit system in this city alone. You are going to
13 need business; labor; city and state government; the
14 federal government. You cannot meet the problems of
15 housing or education alone. We are going to have to
16 do it together and that is what we should do. We, the
17 people of these United States should do this -- the
18 federal government, the state government, the city
19 government, the county, the private sector, the private
20 groups which represents the real power in this country.

21 This is the real strength of America and that is
 where the investments and the jobs are. Do you know that

1 over 80 percent of all people in employment today are
2 in private industry? There is 4 percent of employment
3 in the federal government. There is about 14 percent
4 state and local government, and 82 percent in private
5 industry.

6 Now, if a man doesn't know that it takes
7 investment to make jobs, he ought not to be in this room.
8 The federal government cannot hire all the people that
9 need to be hired, and if it could, it should not; not
10 in our kind of economy.

11 What we are talking about is how we can harness
12 the great resources of America, the financial resources,
13 the scientific and technological resources; the management
14 resources; the labor resources; government and private
15 resources to do a job for our people.

16 There are two things that every citizen is
17 entitled to: He is entitled to safety. This is the
18 problem of what we call crime in our streets. He is
19 entitled to be able to walk home at night. That is
20 law enforcement; that is respect for the law, ^{He} and he is
21 entitled to opportunity.

1 Now, those are two things that everybody is
2 entitled to, no matter what your station in life is,
3 rich or poor, white or black, green, yellow, or red --
4 you are entitled to those two things. That is the job
5 for government and citizenry.

6 After that, there are a lot of things we
7 hope to be able to get. But you ought to be able to
8 come to work and go home and be sure you make it without
9 being set upon.

10 You also should be able to feel on the day
11 that you are born, if there was a rational consciousness
12 that one could have on that moment, that there is a life
13 and opportunity ahead of you for you to make something
14 out of your life.

15 I have a lot of notes here. I did not come
16 with any prepared speech. I have been moved by what I
17 have sensed and seen here today in Baltimore. I live
18 only a few miles from here and I have not been here for
19 so long. I have travelled to 26 countries and 4 continents,
20 over 500 American cities since I have been Vice President
21 of the United States and I have not been able to get to

1 Baltimore in a few days. I was over here to the World
 2 Series a year ago. I was planning on going to the World
 3 Series myself this year, but it sort of fell through the
 4 boards up in ^{Boston} ~~Washington~~. The Twins looked good up until
 5 then.

6 Let me just hit and miss on some of my notes
 7 I have here. I was so interested in Mr. Levi telling us
 8 ^{what the Greater Committee doing} ~~that greater~~ Baltimore has been ~~built~~ in the last 12
 9 years. That is a very short time and many people are
 10 very impatient. There is a lesson for us here. There are
 11 no instant solutions to complexity, difficulties and
 12 long-lingering problems -- period.

13 There is instant coffee and instand tea and
 14 instand advice. That is about where the "instant" stops. No
 15 we just have to face up to that. I do not care how militant
 16 or how conservative you are. There are no instant solutions.
 17 You do not make a baby a mature citizen because you want
 18 him to be bright and smart overnight. No matter how much
 19 the mother loves the child, you have to kind of wait. But,
 20 there is a difference between waiting and apathy. There
 21 is a difference between patience and perserverance.

1 We need patience, but perserverance, moving
2 patience. You have to get at it.

3 I have often thought that the history of
4 Democracy is not its endings, but its beginnings. I
5 know there are people in this room that thought when Frankl
6 Roosevelt came forward with a social security that it was
7 the greatest thing that ever happened and there are others
8 who thought it was the worst thing that has ever happened.
9 I have been around and I know a little bit about what
10 goes on. There are people who thought it was the end
11 of the insurance industry and others who did not care.

12 When you look back on it, it startled the
13 nation. It scared the living daylights out of people
14 with property and money and it was the hope and utopia
15 for people who did not have anything.

16 When you really look back on it, it was peanuts.
17 The first minimum wage law was 20 cents an hour. It is
18 almost disgraceful. Some people said it is the beginning
19 of the end and some said it is the beginning of utopia.
20 But, it was a beginning and we built on that beginning.

21 There is many a man in this room who started a

1 a little business a few years ago who did not know whether
2 he was going to succeed or fail and most of his friends
3 thought he was going to fail. Most of them were wrong
4 because he succeeded.

5 The history of American enterprise is the
6 history of people mostly from little communities who
7 became heads of large corporations. I was talking to
8 the head of a large textile mill last week and he was
9 the sweeper in that textile mill 20 years ago. He was
10 a pretty good man. He did not think he was going to
11 succeed; he just wanted a job. This is what we mean by
12 opportunity and perserverance.

13 Look at what you have done in 12 years. The
14 biggest thing you have done is not the buildings you
15 have put up, but the social consciousness you have
16 created in this community, the success you have had here,
17 and I know that Jeff Miller has had a great hand in this
18 because he was prudent and yet, he was determined. It
19 *didn't* move too fast to scare the living daylights out of
20 people, yet it moved fast enough to teach them something
21 and to teach the rest of the community.

1 Just look at what you have done here. This is
2 a model. I want to tell you a story. You ought to have a
3 little injection of Texas into you and get a little of
4 this -- and don't say that back in Washington -- but
5 like Minnesotians, you will not tell what you are doing.

6 I keep reading every day in the New York Times
7 about the Bedford-Stuversant Project. They have fine
8 men up on Wall Street and I wish them all the success
9 in the world, but I am going to tell them something right
10 now -- they ought to come down here and see what you are
11 doing. I can tell you why you are doing it. You know
12 all about each other; you are on a first name basis; you
13 are a community right here, even though you are spread
14 out in a vast, metropolitan area; you are a body of
15 friends and associates determined to do something because
16 you love Baltimore and because it means something to you.

17 All the planning in the world and all the
18 federal government money and all the fancy designs all
19 put together will not amount to ~~a *anything*~~ until
20 you learn that. You really have to get something working
21 together as a group of humans, not as experts and lawyers

1 and bankers, but people that care, and you have moved
2 away from brick and concrete to people. You have proved
3 this at Charles Center.

4 I just looked about a bit. I am no one hour
5 expert, but there are two general practitioners in the
6 United States Government, one with a license and one
7 without. President Johnson has the license and I am
8 waiting for one. I want the Congressmen to get that
9 message over there and any of my fellow Democrats around
10 here.

11 The truth is that what you have done; what you
12 have been able to do here is to profit from your experience
13 of careful planning, enlisting the help of the government,
14 bringing in a broader cross section of your people, and
15 I just look around the room and see who is here -- and
16 you have moved away from drama projects of the city, the
17 center right here and you are moving out into the neigh-
18 borhoods because you put your finger right on it.

19 There are three priorities today for American
20 cities -- housing, education, jobs. Or, jobs, education,
21 housing -- put them in any priority you want, but those
are the three we are talking about.

1 There are many other things you can add on,
2 but those are absolutely essential.

3 How are we going to get that job done? We
4 cannot do it in the city government because you do not
5 have the resources. You cannot do it with the state
6 government because it has too many contesting climates.
7 We have to do it together -- federal, city, state, and
8 the private sector.

9 I am glad you are using ~~the~~ systems analysis
10 and our friends from Westinghouse are here. I am Chairman
11 of the Space Council and I was asked how you can
12 justify the expenditures?

13 The one thing we have learned out of the Space
14 Program is the effective use of management; management
15 coordinating a whole series of factors and sectors to get
16 a job done that was literally impossible to be done. The
17 Systems Analysis approach is what has been used by the
18 space industry and by the space program and we are putting
19 that technology to use now in our social problems. It
20 is being done all over America and you are doing it here
21 in a most effective manner.

1 I want you to spread that good news, tell that
 2 story. You know, you do not know but it could be a pilot
 3 program right here. You may be well determining whether
 4 or not the cities of America can live and survive. The
 5 cities are sick. The test of our Democracy is going to
 6 be in our cities. If we cannot make these cities viable,
 7 liveable, happy place; places where people can live and
 8 enjoy life, then our society is going to crack up. That
 9 is what this past Summer has taught us and we generally
 10 do not learn without a severe traumatic shock.

11 You are doing things here now, so I want to
 12 wish you well in all of your programs. I have them
 13 listed down here -- your harbor project is wonderful.
 14 There, you have a great natural asset. My goodness, the
 15 Baltimore Harbor -- a magnificent economic asset.

16 I believe I heard your Chairman here say, and
 17 I put the words down, what we seek to do can be done
 18 together. I have gone all across this country talking
 19 about partnership and I say here at this table and I was
 20 talking with some of our friends and Mr. ^{3 (Hutzler)} Hutzler and Mr.
 21 ^{Sandheim} ~~Simon~~ and others and I said look, there is a change that has

1 come over our country. We are not trying to do it out
 2 of Washington any more. Really, we are not. Some people
 3 are not willing to accept that. Washington, today, is a
 4 supplement, not trying to supplant you. There is a
 5 difference there between the words "supplement." ^{+ "supplant"} What
 6 you are trying to do ^{is not to} ~~and trying to~~ supplant what you want
 7 to do. We want to be not the dominant partner in
 8 Washington, but a participating partner and that brings
 9 me to the next thing. ^{It} It isn't good enough for you, the
 10 men of the Establishment; it isn't good enough for you
 11 to design plans for the people and hope you will have
 12 their concurrence. You must involve the people in the
 13 perfecting of the plans. You must involve all elements
 14 of the community, and I gather you are doing it. Then
 15 they will be participants. You see, they will be participants
 16 and not supplicants. They are involved in the beginning
 17 in the design of their lives. People do not like to have
 18 you plan their lives for them. You do not like the
 19 government to plan your life if you are successful
 20 business man.

21 Well, let me tell you that the minority, the

1 poor, they do not want you to plan their lives either.
2 They want to be in on the act. They want to have a piece
3 of the action, as the kids put it. I think you understand
4 that. I think you have understood it in the past and
5 let me say this: John Stewart Mill, a great English
6 philosopher once said a man that has nothing to do for
7 his country has no love for it.

8 There are hundreds of thousands of people in
9 America who have had nothing to do with their country.
10 They have been cut off. Whose fault is this? I am
11 not going to spend all of my time trying to figure it
12 out. There are youngsters that stand on the street
13 corners, who have never had a decent job, never had a
14 home, never had a decent education. They have been
15 set apart and they have no love for America.

16 Now, when you bring them in on it and let them
17 have a piece of it, make them a partner in this greater
18 action, this enterprise, they will love it. This is the
19 great secret of private enterprise.

20 I often say in politics if I can get \$1 or
21 \$10 in a campaign, I've got you. Once you have made a

1 contribution, you are a participant. I have been in
2 politics a long time and I have people say, Hubert,
3 I wish you well. I will vote for you. Well, he is
4 not going to vote for me, but he has good manners. But,
5 when a man walks up and says here's five bucks, or I
6 want you to meet my family and we are going to pledge
7 you our vote, then I know I am in business.

8 The same thing is true in your business. It is
9 when people are brought in on the action, then you get
10 action and you are doing that.

11 Now, just a few more words -- and I am not
12 going to keep you any longer, but a word about housing.
13 Maybe I should put it this way: Many of the things
14 that we want to do now we cannot do. We are not even quite
15 prepared to do so. Let me make this statement to you. I
16 am not sure I can prove it, but I think it can be proven.
17 I have heard members come before Committees of The
18 Congress and say what we need is \$100 billion for our
19 cities. I have heard some others say we need \$250 billion
20 for our cities. A more conservative member will come
21 through and say we need \$50 billion.

1 Now, ladies and gentlemen if you were able
2 to receive, tomorrow morning, \$250 billion for the
3 American cities, the urban programs, we would not know
4 how to use it as we have not planned for it. It is not
5 just money. Money is important, but I think we ought
6 to clear the air, clear the smog out of here about this
7 thing. There are some people who figure the way you prove
8 you are a great friend of the people and a great friend
9 of the cities is to say just shuffle it out, just go to
10 Fort Knox and get out anything you can and pile it on,
11 pile the gold up and that will fix up our cities.

12 Let me say to you that that will not fix up
13 our cities. First of all, it takes some time to even
14 figure out how you would spend it, to organize the
15 logistics for the use of it, to provide for the designs
16 and the plans. How are you going to get people to agree?
17 You know, when you tried to put a highway through this
18 city, it took people a long, long time to agree to where
19 you were going to put it through. We do not have a
20 dictatorship and you will be surprised how people sometimes
21 resent having their house picked up with a bull dozer and

1 having it moved over. I was a mayor of a city and I
2 sympathize with Mayor McKeldin. He is a great mayor
3 and I mean it. But, this business of saying all you
4 need is the money, that is not the answer. Now, I do
5 not say money is the best thing, but it runs a good second
6 best. I know it helps, make no mistake about that, but
7 you need more than money -- you need commitment, you
8 need people who know what they want to do with those
9 resources; you need people who have thought it through,
10 way down the line, as to what kind of a city is Baltimore
11 going to be. You can't paste it over with greenbacks.

12 What kind of a city is it going to be? It is
13 going to take time to rehabilitate the inner harbor. It
14 is going to take time to rehabilitate the neighborhood.
15 A city is a cluster of neighborhoods. There has to be an
16 intimacy in a city. You cannot have intimacy in a whole
17 masse. Each neighborhood must have its own people, its
18 own leaders. You cannot run it from City Hall. There
19 has to be a feeling of intimacy, of personality in the
20 neighborhood, and neighborhood rehabilitation is the
21 secret to the new city, the city of tomorrow. Each

1 neighborhood is a viable unit to itself where you do not
2 have to transport people hundreds of miles for a job;
3 where there is a good hospital and churches and schools
4 and playgrounds and open spaces and shopping centers in
5 each neighborhood. Then you put it together like these
6 great United States of America, 50 States, each one
7 with its own personality. ^{have} I thought some about architecture.
8 Some of the best architecture in America is found in your
9 churches. You know why? Well, its because people have
10 strong beliefs about religion and believe me, you see
11 a synagogue that is just magnificent and then a cathedral
12 and then a Protestant church and a Unitarian -- you name
13 it. They have the best architecture because they were
14 communing with God, the preacher and the small board
15 and they built a swell church.

16 If you get to dealing with the government they will
17 all turn out rectangular unless you are very careful
18 because you mass produce it. We do not want rectangular
19 cities. We ~~do~~ not want a monolith. The United States is
20 a pluralistic society. It is a mosaic and every city
21 ought to have its own individuality and its personality.

1 They are just like children in our family, the same
2 parents and every kid is different. It would be
3 terrible if they all turned out alike or if everybody,
4 as The President said, if everybody wanted ~~to be like~~ *the same wife*.
5 You know, we have our differences.

6 Jobs, housing, education, that is your job.
7 Let us look ahead to education. It is perfectly obvious.
8 Our educational system has not met the needs or you
9 would not have as many drop out's. I think we have to
10 ask ourselves this question: Is modern education
11 relevant to the needs of modern life?

12 When I was brought up as a boy my dad was a
13 alongside me and I was alongside of him. I was born
14 above a drug store and raised in one. Today, the average
15 father cannot take his son to work with him, does not
16 have much time. The educational system, the neighborhood,
17 the community house, the recreation has to be designed to
18 fill those gaps in what we call family rearing. I do
19 not know what the answer is. I just know we have to do
20 more about it.

21 I have often felt that many kids were not drop

1 outs, but they were push outs. The school just did not
2 mean anything to them and then, the quality of education
3 is important. Then, those who have been deprived for
4 a long time, they need extra help.

5 Now, let me say to you businessmen something
6 quickly here about jobs. Do not expect the government
7 to do all the job training. I guess we could, but we
8 should not. We can help you. On the job training is
9 what is important. This OIC program that you have here
10 is important. The Reverend Leon Sullivan's program is
11 important. Let me tell you what he did up in Philadelphia
12 with little or no cooperation from anyone except the
13 Chamber of Commerce. It was able to add, in one year,
14 \$500 million to the Philadelphia payrolls.

15 Let me tell you of an experience in Detroit
16 with its problems where 1,250 hard core unemployed were
17 put to work and taken off welfare. The cost of ~~welfare~~ ^{training}
18 was \$850,000. In the first year of their employment ~~we~~
19 ~~collected \$890,000 in taxes from them.~~ ^{The taxes they paid plus welfare saved came to \$1,890,000} Do not worry,
20 we get our money back. We have a salami system, just cut
21 a little withholding. Every dollar you put in training,
~~it~~ it will come back. The only time you cannot tax anybody

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1 is when they are on welfare and they are not very good
2 customers and they surely are not taxpayers.) So, when
3 we can make it possible for a man or a woman or a young
4 person in particular to become a productive citizen, it
5 costs you not one living nickel. You make money out of
6 it for the business, for the community, for the city,
7 the state and the nation. So, we need on the job training.

8 Let me say to you businessmen here, and Mr.
9 Lee mentioned the fine program you did at the plant, it
10 has been done just beautifully here. I have done so on
11 national television to compliment your city. It was done
12 in Omaha. It was done in Houston, and businessmen ought
13 to look ahead, go into the slum neighborhoods as we call
14 them, to recruit. You have the personnel officers, and
15 you do not need to build up another federal bureauacy. We
16 are going to see the employment service is going to
17 cooperate with you and I might add it needs a lot of
18 retraining also and we are working on it. We want you
19 to do the recruiting with your personnel officers and you
20 do the supervising, you hire them. We will try to work out
21 with you the contracts, federal surplus properties that

1 can be made available and more importantly, if you will
2 do the on the job training, we will work out with you
3 a grant type of program to you to pay for some of the
4 costs of training until that worker is a productive
5 worker.

6 Then, when he gets to be productive, you
7 ~~collective~~ ^{collectively} bargain with him. He will want a little more
8 money and that is the way it ought to be. We will have ^{still}
9 institutional training like manpower training and develop-
10 ment, the Job Corps. These things are all very helpful,
11 but the big job of training and employment should be in
12 private industry and we want you to come on over.

13 We have a man in Washington now, the Vice
14 President of Aerojet General, Mr. ^{Zisch} ~~Fish~~. You come out
15 and see that young man and you will have a deal worked
16 out. Be a salesman a little while for your city. Say,
17 ^W Look, I think I can hire at least 100 hard core employees.
18 They want \$2 an hour, but they are only worth 50 cents. ¹¹

19 Let me tell you that I had to hire two pharmacists
20 in our drug store and I overpay them. They have never
21 waited on trade in their life. They are over-educated

1 pharmacists, but we have to teach them to sell something
2 else in the drug store. You have to pay them a minimum
3 of \$200 a week. I have a little business, you know, and
4 it is going to stay there as long as it is a Humphrey
5 around. My dad started it, but the last two we hired,
6 they are wonderful fellows, they are well educated, they
7 are practically doctors almost -- we don't let them
8 practice medicine -- they are great, but they have never
9 sold a box of aspirin in their life.

10 Now, after I do get them all trained down and
11 get them all curried down as we say out in our part of
12 the woods, they will get around to where they can earn
13 \$225 a week. We will still pay them \$200 for awhile, but
14 if that is true of a professional person, and it is,
15 what about the person who has never had a job, an
16 education, filled with despair, bitterness, no background?
17 That young man or woman, or person may be worth 50
18 cents an hour to you. Come down and negotiate with
19 us and say we are going to need \$1.50 an hour for the
20 first three months; the second three months we will need
21 \$1 an hour; the third three months we will need 50 cents

1 an hour from you and the fourth three months, it is
2 ours!

3 That, my friends will save the government money.
4 I want you Congressmen to hear this. I think that is
5 the way we ought to do it. We will still have manpower
6 training programs, but if a man is in your factory, ware-
7 house or retail establishment, trained by you, he has
8 a job. He is not getting a government check but a check
9 from Westinghouse or a check from a shipyard or a check
10 from a retailer or from a plant and he feels a part of
11 the real life of America. Now, that is his job. We
12 are emphasizing that kind of a job, and we need it.

13 You know, if we can get 300,000 jobs, and that
14 is all -- 300,000 jobs next Summer for the adult males
15 in this c ountry, we will have broken the back of ghetto
16 unemployment.

17 Now, my goodness, ~~if we can do that,~~ we can
18 *provide* ~~prove~~ 1.5 million jobs naturally, just by the expansion
19 of industry, ~~and the population growth.~~ We need 300,000
20 more; and that is the little extra that we are asking
21 for, ~~and~~ do not have the government hire them. You hire
them. Work out a proposition with us and we will help

1 you.

2 The Vice President is here to tell you this,
 3 also. We want a tax bill and I have to say this to my
 4 friends in Congress, if we ~~do not~~ get a tax bill, the
 5 interest rates are going to go sky high on housing, and
 6 if the interest rates go sky high, we will not get
 7 houses. We need the tax bill for two purposes -- for
 8 revenue, which we are plenty short of, ^{housing!} and ~~if~~ the federal
 9 government has to ^{step into} ~~step in~~ this market to borrow \$25 billion
 10 to \$30 billion, you are not going to build any housing.
 11 That is simple economics. I did not have to go to
 12 Harvard to get that. If we do not get it, the interest
 13 rates will be prohibitive and who will suffer from this?
 14 It will not be Hubert Humphrey, ~~as~~ I have a house. You
 15 are not going to suffer; you are all right.

16 Who is going to suffer, gentlemen? The people
 17 I visited this morning, the poor people, white or
 18 black; It does not make any difference what your color
 19 is if you are poor, you are poor.

20 Now, we have no right, those of us that are
 21 well off to penalize the poor by our unwillingness to

1 come to grips with a basic decision.

2 We are not asking for much. ^{Chuyos} Every banker,
3 every economist in this country knows what I have said
4 is the truth and if you do not do it by a tax bill you
5 will pay for it in inflation and higher interest rates.

6 So, let me put my plug in. I do not like to
7 pay excessive taxes, but I have to pay taxes just as
8 you do. That tax bill exempts everybody under \$5,000
9 a year. That tax bill makes it possible to build low
10 income housing and build middle income housing, makes it
11 possible for the Greater Baltimore Housing ^{Development} Authority
12 to borrow the money and if you cannot, if you start to
13 borrow money at 5.5 percent, 6.5 percent, or 7 percent
14 for housing you are not going to get it. ^{And} Then you have
15 points besides that interest.

16 ~~Well, I guess I have to go. Sit down, Edgar,~~
17 ~~we are all right. Edgar is getting restless.~~ I wanted
18 to bring this to your attention because all these dreams
19 and plans, my fellow Americans, are not going to work
20 out unless we are realistic. I do not think we benefit
21 ourselves or anybody else by a pie in the sky ^{attitude} and hopeful

1 dreams until we are willing to come to grips with the
2 reality of the fundamentals and those fundamentals have
3 been stated as jobs, housing, education based upon
4 partnership and cooperation.

5 ~~I want the Baltimore story -- not the~~
6 ~~Philadelphia story --~~ but I want to tell the Baltimore
7 story. I want you to tell it in the Nation's Capitol.
8 I want you to tell it in New York City. I want you to
9 tell it across this country, how the business and the
10 community has decided to pull together.

11 As your Chairman said here today, together we
12 can do it. That is the whole business.

13 Thank you, very much.

14 (Applause.)

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