

EAST WEST REPORT

UNITED STATES PAN ASIAN AMERICAN CHAMBER OF COMMERCE

Winter 1995

Congressman Sees Republican Congress Impacting China, Taiwan Trade Relations

The new Republican Congress will have a major impact on trade relations with Asia. That's the view of U.S. Representative Jay Kim (R-Calif.), as conveyed by Kim's chief of staff, Matthew A. Reynolds, at a January USPAACC business luncheon.

Kim, who was recently appointed to the House International Relations Asia and Pacific Subcommittee, believes that America's best trade opportunities lie in Asia. The new Congress will work to improve those opportunities, Kim said through his aide. Other items high on the Republican's "Asia Agenda" are developments in South and North Korea and U.S. relations with the



Matthew A. Reynolds (l) and his boss, Congressman Jay Kim (R-Calif.) discuss policy strategies for the new Republican Congress. Kim expects the Congress will have a major impact on Asian trade issues.

People's Republic of China and Taiwan.

"The Agreed Framework with

North Korea has already come under intense scrutiny and Congress is already exploring responsible ways to

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USPAACC Publishes Asian American Directory

USPAACC is publishing a national directory of Asian American organizations, the most extensive state-by-state listing of its kind.

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Asian American Impact In Nation's Capital

How much influence will Asian Americans have under its new mayor, Marion Barry?

Plenty, if a one-hour debate held the afternoon of November 2 between the mayor-elect and his challenger, Republican Carol Schwartz, is any indication. The debate, held at the University Club in downtown Washington, D.C., was sponsored by the United States Pan Asian American Chamber of Commerce (USPAACC).

Virtually the last major confrontation between the two candidates, the debate had a standing room only crowd.

"We wanted the debate to focus on the plans each candidate had to solve the basic problems confronting Washington: crime, the exodus of the middle-class from the city, a shrinking tax base, and deteriorating business conditions," Susan Au Allen, USPAACC president, said. "Both candidates did an excellent job responding to the theme we proposed, and both said Asian American concerns would be given high priority. I think this is the first time any candidate, let alone two, have given this type of assurance during a campaign," Ms. Allen said. "I have high hopes," she added, "that Mayor Barry will appoint an Asian American to a high administration post."

The entire one-hour debate was broadcast live by the local NBC affiliate, WRC, and rebroadcast again in its entirety on Sunday. In addition, the debate received page one treatment by the Washington Post, and extensive coverage by the Washington Times in its metro section.

USPAACC President Allen said the debate helped to make the candidates more aware of Asian American concerns. "Because of its success, I think we'll hold a number of them in 1996," she said.

A number of observers said that the debate was the highlight of the race, giving Washington, D.C. voters a fairly deep insight into the views of both candidates. Opinion varied as to who actually won. Some viewers thought Ms. Schwartz lost points because of her aggressive, "no prisoners taken" style. Others thought her criticisms right on target, and were a major factor in what turned out to be a relatively tight race.



Marion Barry (l) clocks Carol Schwartz's time at USPAACC's debate between the two candidates for mayor of the District of Columbia. In the center is WRC/NBC moderator Shari Macias.

Allen is Panelist On TV Talk Show

Susan Au Allen, USPAACC president, will be an ongoing panelist on the PBS program, "To The Contrary."

The program features four prominent women who discuss major events of the day. It is seen on all of PBS's 250 stations, usually on Friday, Saturday, or Sunday, reaching one million viewers.



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Los Angeles Chapter Holds Trade Seminar

Asian Americans, more than any other minority group in the United States, have a vast opportunity to capitalize on the burgeoning U.S. trade with Asian nations.

That, says Krisna Tepsiri, president of the Los Angeles Chapter of the United States Pan Asian American Chamber of Commerce (USPAACC), is why her organization sponsored a morning long export

seminar January 18th at the Union Bank's Volk Center in Monterey Park.

"An American without Asian roots simply can't go into China, Japan, Vietnam, Taiwan, South Korea, the Philippines, or any of the Asian nations and hope to establish the same type of relationship overnight that an Asian American can," Ms. Tepsiri said. Further she added, an Asian American is often thoroughly familiar with the culture of a future

Asian trading partner, thus proving an important hedge against future problems."

However, Ms. Tepsiri said, many Asian Americans simply don't know how to capitalize on the opportunities available. The seminar at the Volk Center, she said, helped rectify that problem.

For more details, call Ms. Tepsiri at 805-255-2455.



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Northwest Chapter Inducts New Officers

Over 60 Asian Americans, friends and supporters showed up at the Filipino Community Center in Seattle December 18 for a luncheon inauguration of the 1995 officers of USPAACC's Northwest Chapter.

"This is simply terrific. We couldn't ask for a better response from our community," said Josie Theaker, president of the chapter.

Susan Au Allen, USPAACC President, flew to Seattle to inaugurate the new officers. "In 1995, we will be opening other new chapters, and I am going to recommend that they look to the Northwest Chapter for a good example of how to get a new chapter off and running," Ms. Allen said.

The inauguration ceremonies featured music by Lee Villota and his band, and a special dance presentation by Susan McLhiny and Company. Deo Reyes, special trade representative for the Republic of the Philippines, also attended the ceremony.

Installed as new officers were Richie Gillespie, Vice President, Operations, Ted Dang, Vice President, Public Relations, Tessie Dizon, Treasurer, and Michael Ham, Vice President, Communications. May Victoria Alipo was installed as Secretary, Carmen Pelayre as Assistant Secretary, Danette Dizon as Assistant Treasurer, and Linda Madan-Duce as Vice President of Community and Training Resources.

Named as directors were Vichai J. Lim, Floyd Lee, Mary Floyd, Dory Hao, Zles Hao, B. Arbara She, Josie Eulin, Lee Villota, Dr. Lincoln Kamell, Judy Fallarme, Susan McLhiny, Victoria Brill, and Ed Sanger.



The Seattle Chapter had a grand Inauguration Day at the Filipino Community Center. In the front center is the chapter's first president, Josie Theaker. To her right is vice president Richie Gillespie. USPAACC president Susan Au Allen is right behind Ms. Theaker.

National Directory

(Continued from page 1)

"There's been a need for this directory for years," USPAACC president Susan Au Allen said, "and thanks to the financial support of a number of organizations, we finally have the resources to develop it."

The directory will serve a number of worthwhile purposes. It will enable government, business and community organizations to know where they can reach Asian American vendors, subcontractors, suppliers and workers. It will give Asian Americans access to organizations available in major metropolitan areas. And it will also allow USPAACC to communicate important news to Asian American leaders throughout the United States.

The directory will be published in February.

To purchase a directory, send a check for \$8 to USPAACC with your name, address, and telephone number.



USPAACC NATIONAL ASIAN AMERICAN DIRECTORY

Name: _____

Address (Street): _____

City: _____

State: _____ Zip: _____

Republican Congress To Affect Asian Trade

(Continued from page 1)

fix this lopsided, pro-Pyongyang deal," Reynolds said.

Congressman Kim is also concerned about ensuring that South Korea remains a direct player in negotiations. "Clearly, North Korea wants to deal only with the United States at the expense of Seoul. It is imperative that the United States stand firm in defeating this strategy by the North," Reynolds said.

Reynolds explained that there has been continued disagreement between

Congress and the Executive Branch over the extent of what security, political, and economic relations with Taiwan are permissible under U.S. law, specifically the Taiwan Relations Act. This will most likely result in congressional action requiring the Clinton Administration to adopt Congress's broader interpretation of the Act.

That will upset Beijing. What the exact impact on U.S. - PRC trade will be is hard to tell and is dependent upon a number of complex factors

including internal Chinese politics as that country makes a transition into the post-Deng era, Reynolds said.

Reynolds said that prior to the November elections, the Clinton Administration gave the People's Republic of China (Beijing) virtually everything it wanted, while it snubbed Taiwan and its president, Lee Teng-hui, not even allowing him to enter the United States unofficially while traveling to Central America.



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Accomplishment? FBI Special Agents accomplish more in one year than most people do in an entire career. The service they perform for their country and their community bring a satisfaction few other jobs can

match. In addition, FBI Special Agents earn an excellent salary, benefits and retirement package.

Are you interested in a career with the FBI? Right now, we're looking for men and women, across the country, to become FBI Special Agents. Among the basic qualifications: a college degree, availability for assignment anywhere in the Bureau's jurisdiction, must be at least 23 years of age and not more than 36, and be in excellent physical condition. If you're interested in working for the world's most sophisticated law enforcement agency, contact your local FBI office. An equal opportunity employer



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SBA's Pulley Says Minority Programs Will Be Overhauled To Make Them Responsive

The Small Business Administration is now putting into effect a number of reforms that should pay off handsomely to minority and women small business owners, Cassandra Pulley, acting administrator for the Small Business Administration, told a business luncheon meeting of the United States Pan Asian American Chamber of Commerce (USPAACC).

Pulley said President Clinton gave the SBA four primary objectives: increase capital availability, reduce paperwork, reinvigorate the agency, and become the eyes and ears of the President on small business issues.

As part of its reform efforts to reach these objectives, Pulley said the SBA had instituted the Low Doc, or low documentation program, a one-page loan guarantee application that can be turned around in as little as two days. Low Doc focuses on hard-to-get loans under \$100,000. Under the program, which went nationwide last July, loans to minority business owners have increased sharply.

The SBA has also implemented the "GreenLine" program for a revolving line of credit guarantee, and the Women's Prequalification Project to help women business owners get loans. Another new program, an export working capital loan program, is expected to come on line later.

Pulley said the SBA also is implementing a "major overhaul" of its Minority Enterprise Development program. The changes in what is commonly known as the 8(a) program will help disadvantaged business owners develop the skills and infrastructure necessary to thrive in the mainstream economy by utilizing

a combination of advisory and technical assistance programs and government procurement contracts.

Changes in the program, announced in August, will be phased in 1995, Pulley said.

The SBA will also participate in the Empowerment/Enterprise project scheduled for the coming year. Under that program, SBA will set up One Stop Capital Shops in 11 as yet unidentified urban and rural areas to be chosen as Empowerment Zones for local business and economic development.

Another new wrinkle at the SBA is On-Line, a computer accessible bulletin board that will allow business owners to access information about

business management issues, the SBA programs, regulatory affairs and Congressional activity relating to small businesses.

Pulley was asked by Tom Le, USPAACC member, whether SBA had interpreters to reach various Asian American communities. Le said new immigrants had language and cultural difficulties, and interpreters would help overcome these barriers. Pulley said the SBA did not at the present have Asian interpreters. Susan Au Allen, USPAACC president, said the Chamber would be glad to work with SBA to find qualified interpreters to reach the Asian American market.



USPAACC business lunches are held the last Wednesday of every month at Charlie Chiang's restaurant, 4250 Connecticut Avenue, N.W. Above, USPAACC members at the January feast.

Executive Intern Program May Involve Several Asian Nations

The graduate student from George Mason University was given an unusual assignment: Browse through the library, and find "Stories from Hell" -- articles where American business executives have made gross miscalculations on an investment in Asia or a joint venture in an Asian nation.

In no time at all, the student completed his assignment, and Trade Hell it seems, it's filled with such respectable giants as McDonald's, General Electric, AT&T as well as small businesses such as the small mail order firm in China owned by Stacy and Paul Cordell.

As one move to prevent future American businesses from ending up in a warm place, USPAACC and two partners -- the Society for Human Resource Management (SHRM) and George Mason University -- are developing an executive intern exchange program.

As now envisioned, the program will be for mid-level managers with executive potential. They will spend a predetermined period in an Asian nation, including time at a university site, and at a compatible Asian firm.

At the same time, mid-level managers from Asian nations will spend an equivalent amount of time studying and working in the United States.

The initial targeted Asian nations are China, Japan, Taiwan, South Korea, and Indonesia.

By giving mid-level managers front line experience and a solid academic education, the exchange program will hopefully provide the experience necessary to prevent trips to Hades.



The Los Angeles Chapter had an impromptu meeting when USPAACC president Susan Au Allen visited this past December. From left, Joseph Ciganek, Ernesto Cortez, Krisna Tepsiri (Chapter president), Stephen Chou, Ms. Allen, and Martin Reiner.

Job Bank News:

FBI, Post Office Want Asian Americans For Careers

Both the Federal Bureau of Investigation and the United States Post Office are actively seeking Asian Americans for career openings.

That's just two of the highlights in USPAACC's February Job Bank.

The February Job Bank has 46 high level or executive positions paying \$50,000 or more. Thirty-nine mid-level positions paying between \$30,000 and \$50,000, 20 entry positions paying under \$30,000, and 8 positions where the salary was not stipulated.

Susan Au Allen, USPAACC President, received a personal letter from FBI Director Louis Freeh for her assistance in finding Asian American agents.

FBI applicants must be United States citizens, be available for assignments anywhere in the FBI's jurisdiction, have reached their 23rd birthday, but not their 37th birthday, have a valid driver's license, and have a four year college degree from an accredited college or university. Positions are in the mid-range category or M.

Among the top paying jobs listed in the Job Bank are an opening for a Human Resource Generalist to travel around the world on behalf of a major Fortune 100 firm, and a director of compensation and benefits for a major international firm, and a health patient specialist.

The Job Bank is published at the end of every month. Only USPAACC members can use the service.

USPAACC members who are actively seeking a new position may call the Job Bank at 202-296-5221 to learn of new postings that have arrived since publication of the last issue.

Firms who list their openings with USPAACC are actively seeking Asian American employees.

Member News:

Ed Kim Appointed To Flag Alliance Post

USPAACC member Ed Kim has been appointed a director of an advisory group to the Citizens Flag Alliance (CFA).

CFA's objective is to pass a Constitutional Amendment which will prohibit flag burning and other acts of destruction against the American flag.

For more information, or to become involved with CFA, please contact Ed at USPAACC Washington headquarters.

Member has Lease Evaluation Service

USPAACC member Sonny S. Bloom offers a service which many business members in the Washington metropolitan area might find useful.

Working strictly on a contingency basis, Sonny will evaluate a current commercial lease to determine whether there are any unnecessary or unwarranted charges.

Sonny can be reached at 301-340-2002.

New Journal on Asia Business Available

A new scholarly quarterly "Journal of Asia-Pacific Business" is being published by the Haworth Press, Inc., 10 Alice Street, Binghamton, NY 13904.

Subscription rates are \$40 a year.

The editor of the Journal is Zahir A. Quraeshi, Ph.D., professor of marketing and international business at Western Michigan University.

The Journal also contains book reviews of current works affecting trade.

"It's one of the best products of its kind I have seen," said USPAACC's executive director, Joseph Dawson.

Excellence 2000 Scholarships Forms Are Available Now

Know any Asian American high school senior who needs scholarship help for college?

If so, tell that young person to send a self-addressed envelope to the Asian American Scholarship Fund (AASF) at 1329 18th Street, N.W., Washington, D.C. 20036. He or she will receive an application for an Excellence 2000 Scholarship for 1995.

At least five scholarships will be awarded on May 2, 1995, the evening of the Excellence 2000 Awards banquet.

In addition, the Bruce Lee Scholarship Award will be given to a high school student who has overcome a great deal of adversity to achieve academic excellence. The Bruce Lee Scholarship application is also available from AASF.

Excellence 2000 Nominations Are Wanted Right Away

Who is your favorite candidate for an Excellence 2000 Award? Someone in science, the arts, a politician, teacher? How about a philosopher?

No matter who it is, write the name down, then write a few sentences as to why that person deserves the award, and then send that piece of paper to Excellence 2000 Awards Nomination Committee, 1329 18th Street, N.W., Washington, D.C. 20036.

If your candidate is selected, USPAACC will take a picture of you with your nominee the night of May 2, 1995, at the awards banquet in the Washington Grand Hyatt.



IRS: Tax Breaks May Mean Extra Income To Asian Americans

Want more money in your paycheck? The Internal Revenue Service has good news for employees who expect to earn under \$24,396 in 1995 and have a child at home. Those that do can get up to an extra \$105 per month in their paycheck, and it doesn't cost employers a cent. The employer never has to go into his or her own pocket.

The extra income comes from what is known as the Advanced Earned Income Tax Credit (AEITC), and the IRS has asked USPAACC to make the details of AEITC available to as many Asian Americans as possible.

Basically, here is how it works:

If you are an employee with a child and earn under \$24,396 a year, you have to obtain from an IRS office a Form W-5, Earned Income Credit Advance Payment Certificate. Your employer needs to obtain Publication 15, Circular E, which explains how much extra income or AEITC you are allowed each month. The employer then reduces the amount of tax taken out of your check for the IRS and gives it to you. In other words, the employer simply reduces the amount sent to the IRS and increases the amount given to you.

Asian American employers receive credit for AEITC by entering

the AEITC payments to you on Quarterly Form 941, line 12.

Asian American employers can obtain more information by calling 1-800-829-3676 and asking for Publication 15, Employer's Tax Guide and Form W-5 by calling the IRS on 1-800-829-1040.

Asian Americans who are concerned about potential language problems may call USPAACC at 202-296-5221. You will be put in contact with a translator who will relay your questions, and obtain answers. All communications with USPAACC are confidential.



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We Owe Much To Many

By Susan Au Allen
President

Thanks to the efforts of a number of very dedicated individuals, 1994 was an outstanding year for our chamber. Here's just a few of the members and supporters I would like to thank publicly for helping to make USPAACC a better organization:

- In Seattle, **Josie Theaker** and **Richie Gillespie**, president and vice president of USPAACC's Northwest Chapter, have simply done an outstanding job starting a new chapter from scratch and turning it into a dynamic organization. We can expect 1995 to be a super year in the Northwest!

- In Los Angeles, **Krisna Tepsiri**, president of the LA Chapter, put together a dynamite program to bring in new members. We are going to see considerable growth this year, and many new exciting programs for chapter members.

- In Washington, **Eleni Antoniou** of **USATREX International** and **Helena Rothenbach** of **All Nippon Airways** helped us develop an executive intern exchange program for American and Asian businesses. When it

is completed, USPAACC business members and sponsors will have growth opportunities they don't have now. We have two important partners on this development. **Patty Digh**, Vice President of International Rela-

mayor of the District of Columbia. To spread the word in the Asian American community, **Ed Kim**, president of Dymex International, translated the announcement of the debate into Korean language and **George Dang** at Equitable Insurance

changed English into Vietnamese.

Thanks to **Cynthia Tan**, and membership and program chair **Michelle Park**, we had a great Christmas party, capped by a great song feast.

I want to thank all of our sponsors, particularly the ones who have been with

us for years, giving us continual and dependable support. These include **Federal Express, General Motors, AT&T, MCI, Mobil, Fannie Mae, ANA, Northwest Airlines, J.C. Penney, Ford, Bell Atlantic, Citibank, D.C. Lottery, Signet Bank, Equitable Insurance, Anheuser-Busch, United Airlines, and Toys-R-Us**. Without their help, we could not have **Excellence 2000** or many of our other programs.

Michelle, Joe and I are now putting together our program for 1995. Please give us any suggestions or recommendations you have so we can make this year even better.

As you know, we held an important debate between **Marion Barry** and **Carol Schwartz**, candidates for



USPAACC's Christmas party at the Capital Hilton ended in a dancing/singing contest. Here, everyone has their own version of Rudolph the Red Nose Reindeer.

tions for the **Society for Human Resource Management**, and **Sandy Sweitzer**, Director of **George Mason University's Professional Center**, and **Marshall Ferrin**, Director of International Programs.

Eleni and Helena also helped us develop our National Directory of Asian American organizations, as did **Michael Chi** and **Rose Chou**. Michael is now trying to organize a credit union for our members and hopefully we'll have that program to offer to our members in 1995.





About USPAACC

USPAACC was organized to provide advocacy, education, information and network opportunities to its members; promote activities that will further the business and professional interests of its members; collect, evaluate and disseminate among members information of interest to them; represent, express and give effect to the

opinions of its members with respect to trade, finance, commerce, industry and related issues; and conduct charitable, educational and similar programs for the benefit of its members and the Asian American communities.

USPAACC members are Asian Pacific American business owners and

professionals, and others wishing to develop business ties with Asia. Current membership includes high technology and international trade consultants, retailers, government contractors, manufacturers, import and export traders, lawyers, medical professionals, Fortune 500 Companies, construction companies, etc.



Membership Application

Please remit application to USPAACC, 1329 18th Street, N.W., Washington, D.C. 20036 Tel (202) 296-5221 Fax (202) 296-5225. Please make checks payable to USPAACC.

☐ Yes, I would like to be a member of the U.S. Pan Asian American Chamber of Commerce.

☐ Enclosed is \$50.00 for a yearly individual membership.

☐ Enclosed is \$100.00 for a yearly corporate membership (for corporations with less than 10 employees).

☐ Enclosed is \$200.00 for a yearly corporate membership (for corporations with more than 10 employees).

☐ Yes, I would like to make a contribution in the amount of \$_____ to the Asian American Scholarship Fund
[contributions to this fund are tax-deductible under IRS Code 501 (c)(3)].

(Company/Individual's Name)

(Name & Title of Corporate Official)

(Street/P.O. Box Number)

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