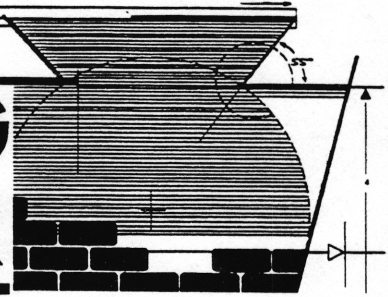




**BUILDING
A BETTER**



PENNSYLVANIA

TOGETHER

**A STATEWIDE TOWN MEETING
ON THE 1994 - '95 BUDGET**

**State Rep. Italo Cappabianca invites you to a
statewide town meeting
on the 1994-95 Pennsylvania budget:
Thursday, June 16 from 7:15 p.m. to 9:30 p.m.
at St. Vincent's Health Center, Amphitheater,
232 W. 25th St., Erie**

The goal of the town meeting is to inform you about the 1994-95 budget, answer your questions and listen to your comments. Few things the General Assembly does in Harrisburg are more important than drafting the state's annual budget. We want to hear your ideas and opinions about the budget. At the same time, you will be able to hear from people gathered at more than a dozen locations throughout Pennsylvania. Citizen input is crucial to the development of the state's spending plan. Please join us on the 16th and bring your friends.

QUESTIONS? — CALL 717-783-1588

LAW OFFICES
CALKINS & CAMPBELL

223 NORTH FRONT STREET
P. O. BOX 1188
HARRISBURG, PENNSYLVANIA 17108
(717) 234-8281
FAX (717) 232-8441

REESE & SHAFFER
(1941-1956)
REESE, SHAFFER & CALKINS
(1956-1962)
SHAFFER, CALKINS & BALABAN
(1962-1980)

J. SCOTT CALKINS
LOUDON L. CAMPBELL
DONALD J. MURPHY

May 6, 1992

Honorable Italo S. Cappabianca
Room 30, East Wing
PO Box 73
Harrisburg, PA 17120-0028

**RE: Pennsylvania Funeral Directors Association
Wednesday, May 20--1:00 p.m.
Cocoa Ballroom, Hershey Motor Lodge**

Dear Representative *Cappabianca* Cappabianca:

As previously discussed with your staff and confirmed with you, the Pennsylvania Funeral Directors Association is planning to make a special presentation to you at its annual convention at the Hershey Motor Lodge on Wednesday, May 20 at approximately 1:00 p.m. in the Cocoa Ballroom.

Representatives from the Erie County Funeral Directors Association led by Sam Steff will be in attendance to assist in the presentation. As expressed to your staff, this presentation is being made in special recognition for your interest in and assistance to the funeral directing profession of Pennsylvania.

I have been asked to have you available in the Cocoa Ballroom between 12:30 and 12:45 p.m. on Wednesday, May 20 so that we both will be prepared and available to go on the "stage" for the presentation at 1:00 p.m.

In addition Cappy, I would hope that you would be able to attend our Legislative Committee Meeting which will be held immediately after the special presentation to you. I would appreciate it if you could say a few words to our committee members from the various county associations from throughout the Commonwealth. Hopefully you will encourage them to participate on the grass roots level in politics, to become interested in the candidates and support and assist those candidates of their choice that are running for office.

Honorable Italo S. Cappabianca
May 6, 1992
Page Two.

I will be at the Hershey Lodge for meetings during the morning of May 20 and therefore unable to pick you up and drive you down in my car. If you need transportation down and back, please let me know and I'll make arrangements.

I look forward to your receipt of this presentation. You deserve recognition from this association for your efforts, especially regarding the Funeral Procession Law and other matters affecting funeral service throughout the years. I also look forward to having you make a few remarks to the Legislative Committee meeting and promise that you will be able to leave Hershey by 1:30 p.m.

Sincerely,

CALKINS & CAMPBELL



J. Scott Calkins, Esquire
Counsel, Pennsylvania Funeral
Directors Association

JSC/mel

cc: PFDA Officers & Board of Governors
John W. Eirkson, Executive Director, PFDA



PANPHA

Our Bottom Line is Caring

Pennsylvania Association of Non-Profit Homes for the Aging

3425 Simpson Ferry Road • Camp Hill, PA 17011 • (717) 763-5724

June 16, 1992

Honorable Italo S. Cappabianca
Pennsylvania House of Representatives
Main Capitol Building
Room 30, East Wing
Harrisburg, PA 17120

Dear Representative Cappabianca:

On behalf of the Pennsylvania Association of Non-Profit Homes for the Aging (PANPHA), I am pleased to invite you to participate in a panel discussion on the issue of Tax Exemption for nonprofit organizations.

Our 1992 Public Policy Forum is scheduled for September 22-23 at the Harrisburg Hilton Hotel. We would like you to be a part of a three-person panel discussing the tax exemption issue on Wednesday, September 23 from 10:40 - 11:50 a.m. We would like you to provide the legislative perspective of why this issue is important and what needs to be done. Your viewpoints are most important in helping our members understand this issue. Other panelists will include Ed Weisgerber, Esq., and Ken Wickham. Each panelist will have approximately 12-15 minutes to present their viewpoints, then questions to the panelists from the audience will be taken for the remainder of the time allotted.

The audience will consist of administrators, CEOs, and other management staff of our member long term care facilities (including nursing homes, retirement communities and personal care homes). We expect nearly 200 attendees.

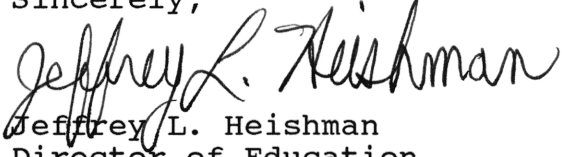
As we will be submitting an application for continuing education credits, please complete the enclosed Presenter Information Form and fax it or a biographical sketch to me by June 22. We apologize for the short time frame for this request, but the continuing education application process requires we include biographical sketches on all speakers. Our fax number is 763-1057.

Hon. Italo Cappabianca
June 16, 1992

Page 2

Please feel free to contact me if you have any questions. We look forward to having you with us in September.

Sincerely,


Jeffrey L. Heishman
Director of Education

JLH/blc
Enclosure

CUSTOM CONFERENCE
Development

April 16, 1992

Representative Italo S. Cappabianca
PA House of Representatives
P O Box 73
Harrisburg, PA 17120

Dear Representative Cappabianca;

Thank you for agreeing to participate in our *Second Annual Conference, Workers' Compensation : Solutions to Skyrocketing Costs*. The conference will be held June 18-19 at the Erie Holiday Inn South.

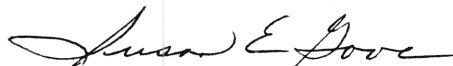
The enclosed brochure will provide an overview of the entire program. As you can see, we will be covering many current topics and have assembled an exceptional group of experts to speak.

As we discussed, we would like you to participate in the session entitled *Legislative Issues*, which is scheduled for Friday, June 19, from 10:40-12:30. The group should discuss how the legislative system functions, strengths of the PA workers' compensation systems, where changes are needed, and changes that have recently been suggested. There should also be some time allowed for audience questions. The others on your panel include:

John C. Brydon, Esq. (814)456-5301
Peter J. Belott, Jr., Esq. (814)454-7455
Rep. James R. Merry (814)683-5821 or (717)787-2559
Rep. Thomas J. Scrimenti (814)725-8664 or (717)7879475

Please contact us if there is anything you will need for the conference. We invite you to assist us in notifying the employers of your area, and we would be happy to send literature to anyone whom you suggest to us.

Sincerely,


Susan E. Gove, Ph.D.



NON-PROFIT ADVOCACY NETWORK

Gary M. Grobman, *NPAN Chairman* *
PA Jewish Coalition

Steering Committee:

Margaret S. Bauer
PA Library Assn.

George Bell
Morgan, Lewis & Bockius

Joan L. Benso
PA Assn. of Child Care Agencies

Jan Loeffler Bergen
PA Assn. of Rehabilitation Facilities

Anne Crawford
Visiting Nurse Associations in PA

Raymond Flynt
Citizens for the Arts in PA

Rev. Dr. Paul D. Gehris
PA Council of Churches

Helen Grott
PA Council YWCAs

Nevin H. Hollinger
PA Easter Seal Society

Frank Martin
Head Trauma Family Network

E. Phillip McKain
PA Directors' Assn. for Community Action

Robert Mills
McNees, Wallace & Nurick
Counsel for YMCAs of PA

James Redmond
Hospital Association of PA

Sister Clare Christi Schiefer
PA Catholic Health Association

Kathleen Steigler
PA Girl Scout Legis. Monitoring Network

Victoria Tsukahara
League of Women Voters of PA

Anne Vernon
PA Council of Family Agencies

Raymond R. Webb, Jr.
PA Assn. of Comm. MH/MR Providers

Valerie N. Weiner
PA Assn. for the Blind

Ken Wickham
United Way of PA

**also serves on the steering committee*

Kathleen Steigler
Administrative Consultant

April 20, 1992

The Honorable Italo S. Cappabianca
House of Representatives
P.O. Box 73
Harrisburg, PA 17120-0028

Dear Representative Cappabianca:

On behalf of the Non-Profit Advocacy Network, we would like to thank you for agreeing to be a panel member at NPAN's conference, "PA Non-Profits--Challenges for the '90s," at the Penn Harris on May 13.

To accommodate the selections of participants and to keep the size small, your workshop will be offered twice. Workshop C-Competition Between Non-Profits and Small Business is scheduled for Round II (2:00-3:15 p.m.) and Round III (3:30-4:45 p.m.). As of today, there are a total of 40 people registered for your workshop. A final count will be available closer to the conference.

We would like you to be our guest for the luncheon. Also, you are welcome to attend any workshop scheduled during the other round. A conference brochure is enclosed.

We would appreciate receiving the following information by May 1:

- * biographical paragraph for introductions;
- * materials you would like us to copy for the workshop;
- * audio-visual equipment needs; and
- * registration form with luncheon reservation.

Once again, thank you. If I may be of assistance, please do not hesitate to contact me at the address and telephone number listed below.

Sincerely,

Kathleen L. Steigler



NON-PROFIT ADVOCACY NETWORK

*Melina
2/25 -
will participate
called
Kathleen
Steigler
1-7-92
JL*

Gary M. Grobman, NPAN Chairman *
PA Jewish Coalition

Steering Committee:

Margaret S. Bauer
PA Library Assn.

George Bell
Morgan, Lewis & Bockius

Joan L. Benso
PA Assn. of Child Care Agencies

Jan Loeffler Bergen
PA Assn. of Rehabilitation Facilities

Anne Crawford
Visiting Nurse Associations in PA

Raymond Flynt
Citizens for the Arts in PA

Rev. Dr. Paul D. Gehris
PA Council of Churches

Helen Groft
PA Council YWCAs

Nevin H. Hollinger
PA Easter Seal Society

Frank Martin
Head Trauma Family Network

E. Phillip McKain
PA Directors' Assn. for Community Action

Robert Mills
McNees, Wallace & Nurick
Counsel for YMCAs of PA

James Redmond
Hospital Association of PA

Sister Clare Christi Schiefer
PA Catholic Health Association

Kathleen Steigler
PA Girl Scout Legis. Monitoring Network

Victoria Tsukahara
League of Women Voters of PA

Anne Vernon
PA Council of Family Agencies

Raymond R. Webb, Jr.
PA Assn. of Comm. MH/MR Providers

Valerie N. Weiner
PA Assn. for the Blind

Ken Wickham
United Way of PA

**also serves on the steering committee*

Kathleen Steigler
Administrative Consultant

December 19, 1991

The Honorable Italo S. Cappabianca
House of Representatives
P.O. Box 73
Harrisburg, PA 17120-0028

Dear Representative Cappabianca:

On behalf of the Non-Profit Advocacy Network, we cordially invite you to be a member of a panel on a workshop entitled, "Competition Between Non-Profits and Small Business" at the NPAN conference on Wednesday, May 13, 1992 at the Penn Harris.

The workshop is an overview of the entrepreneurial activities of non-profits which may be competitive with small business. Other panel members include Ken Wickham of the United Way of Pennsylvania and Robert Mills of McNees, Wallace and Nurick, legal counsel for the YMCAs.

The day-long conference, "Pennsylvania Non-Profits-- Challenges for the 90s" will focus on issues of concern to non-profits. Other workshops include: Tax Exemption Issues, Responding to Tax Challenges, Lobbying and Advocacy by Non-Profits, Solicitation of Funds by Charitable Organizations, and Grant Writing for Non-Profits. We expect approximately 100 people to attend the conference and would like to offer each workshop twice.

We hope your busy schedule will allow you to join us for what promises to be a very informative day. We look forward to hearing from you. Please contact us at the address and telephone number listed below.

Sincerely,

Gary Grobman
Gary M. Grobman
Chairman

Kathleen L. Steigler
Kathleen L. Steigler
Administrator

*Italo - if you can participate, we'll schedule the session(s) to accommodate your schedule
KJ*

The Non-Profit Advocacy Network is an informal network of over 50 major state-wide charitable organizations in Pennsylvania. Started in 1987, NPAN's purpose is to protect the interests of Pennsylvania's non-profits and coordinate the interests of participating groups. NPAN may be contacted by writing to: NPAN; c/o Kathleen Steigler; 3505 N. 4th Street; Harrisburg, PA 17110; Tel: (717) 236-0043.

NFIB Pennsylvania



September 28, 1988

Honorable Italo Cappabianca
House of Representatives
P.O. Box 73
Harrisburg, PA 17120-0028

Dear Italo:

Thanks for agreeing to speak at our NFIB/PA Guardian Meeting on Wednesday, October 5 at the Holiday Inn, 2nd & Chestnut Streets, in Harrisburg. Enclosed is a copy of the tentative agenda.

You will be on a panel of 3 legislators and we hope you will speak for approximately 10 minutes between 9:35 and 10:35 AM concerning the present status of the Small Business Representative before the PUC and H. 2344, the non-profit reporting bill.

Since this is a session day, we will try to get you on right away, answer questions and try to get you back up on the hill.

For introductory purposes, please forward a copy of your biography.

Any questions, please give me a call.

Sincerely,

A handwritten signature in cursive script, appearing to read "J. Buente".

James S. Buente
Director, Government Relations
NFIB/PA

JSB/blv
enclosure



December 3, 1987

Robert P. Casey, Governor
COMMONWEALTH OF
PENNSYLVANIA

The Honorable Italo Cappabianca
House Post Office
The Capitol
Harrisburg, PA 17120

My Dear Representative Cappabianca:

Pat Lee Langiotti
Director

Thank you very much for meeting with the Guardians of the NFIB yesterday. I thoroughly enjoyed your presentation.

THE WORKING GROUP:

Mary Del Brady
James S. Buente
Earl H. Hess
Jack Holefelder
Clifford L. Jones
John E. Knoell
Karl Krieger
Wayne Leevy
Leo McDonough
Joseph McEwen
John Molinaro
Larry Myers
James E. Panyard
R. Lance Shaeffer
Geri Swift
Raymond G. Weber

Let me take this opportunity to make sure that you are aware of the upcoming 1988 Governor's Conference on Small Business. This event is scheduled to take place April 10-11-12, 1988 at the Sheraton Valley Forge Convention Center in King of Prussia. Representatives of all of the major small business organizations in the state are working together to plan what I am hopeful will be a meaningful and memorable event which will lead to the development of an effective small business agenda for Pennsylvania.

Governor Casey will be receiving the recommendations of the Conference on Tuesday evening, April 12th during the Governor's Banquet. Members of the House and Senate will be invited that evening as well. Please make plans now to attend. This will be an excellent opportunity for you to observe first-hand Pennsylvania's small business population (collectively) at work.

If you have questions about the Conference, please don't hesitate to contact me. Within the next few weeks, I will be mailing promotional materials to all legislators.

**CONFERENCE
MAILING ADDRESS:**

26 E. Lancaster Ave.
Reading, PA 19607
(215) 775-9438

Sincerely,

Pat Lee Langiotti
Director

PLL/j

NFIB Pennsylvania



November 18, 1987

Honorable Italo Cappabianca
House of Representatives
P.O. Box 73
Harrisburg, PA 17120-0028

Dear Italo:

Thanks for agreeing to serve on a panel at the upcoming NFIB/PA Guardian Meeting on Wednesday, December 2 at the Holiday Inn Town in Harrisburg.

As you know, the NFIB Guardians are our most active members throughout the state. We anticipate approximately 50 Guardians in attendance.

As you can see from the enclosed agenda, we would like you to serve on a panel between 10:15 and 11:00 AM. Specifically, we would like you to speak for no more than 10 minutes to give our attending members an update on the Small Business Representative before the PUC, nonprofit competition, data bank and any other small business issues you would like to discuss.

Please take this opportunity to encourage the attending small business owners to get behind your legislation and try to be specific on the best ways they can do that.

We want to keep all three panelists' remarks to 1/2 hour so there will be 15 minutes for Q & A.

Please forward us a copy of your biography for introductory purposes.

Look forward to seeing you on December 2nd.

Sincerely,

A handwritten signature in cursive script that reads "Ja Buente". The signature is written in dark ink and is positioned above the typed name.

James S. Buente
Director, Government Relations
NFIB/PA

JSB/blv
enclosure

QUINN·GENT·BUSECK & LEEMHUIS·INC.
Attorneys At Law

John G. Gent
John M. Quinn, Sr.
Donald C. Buseck
John P. Leemhuis
James F. Toohey
Frank L. Kroto, Jr.
I. John Dunn
Paul F. Burroughs
Lawrence C. Bolla
James K. McNamara
Jonathon Alberstadt
John M. Quinn, Jr.
J.W. Alberstadt, Jr.

George Joseph
Natalie A. Dwyer
Michael S. Jan Janin
Darlene M. Vlahos
Kenneth W. Wargo

Frank B. Quinn (1889-1964)
Raymond P. Leemhuis (1896-1972)
Alban W. Curtze (1901-1976)
Bernard F. Quinn (Retired)

October 26, 1987

Refer To: JKM

Hon. Italo S. Cappabianca
Room 329, Main Capitol Building
Harrisburg, PA 17120-0028

Re: Dialogue on Nonprofit Questions
Thursday, November 12, 1987, 3:00 p.m.
Bel Air Hotel, Erie, Pennsylvania

Dear Italo:

Just a brief note to thank you for accepting my invitation to be the featured speaker at the Dialogue to be held at the Bel Air in Erie on Thursday, November 12, 1987, at 3:00 p.m. You can anticipate a format very similar to the one you encountered when you spoke on October 15 at the Duquesne Club in Pittsburgh. I was present for part of that presentation and found it very helpful.

In much the same way that Ed Weisgerber had some handout materials at his affair, I would like to distribute some materials as well. I thought one of the things that I might include in that packet would be a short question and answer session with either you or Ida Stabinski of your staff. I am thinking that it would be something that would be three or four pages in length when typed up. I would telephone you or Ida with the questions within the next week or so and then solicit your answers to them. I would then type up what that conversation consisted of. If you'd like, I'd have you or Ida look it over before I made it a handout. Would that be acceptable to you?

I am also awaiting some material Ida said she'd send about a week ago.


Hon. Italo S. Cappabianca
October 26, 1987
Page Two

Would either you or Ida be good enough to get back to me on this?
Thanks very much.

Very truly yours,

QUINN, GENT, BUSECK AND LEEMHUIS, INC.

By


James K. McNamara

JKM:2910H/cjd

cc: Hon. Italo S. Cappabianca
1216 West 26th Street
Erie, PA 16508

Ida L. Stabinski
Office of Hon. Italo S. Cappabianca
Room 329
Main Capitol Building
Harrisburg, PA 17120-0028

NFIB Pennsylvania



August 20, 1987

Honorable Italo Cappabianca
Room 329
House Post Office
Main Capitol Building
Harrisburg, PA 17120

Dear Italo:

Thanks for agreeing to meet with representatives of the PA Civil Justice Coalition on Friday, September 11 at 8:15 AM to 10:00 AM at The Holiday Inn - Downtown, 18 W. 18th Street, Erie. Enclosed is a list of others who are expected to attend.

The PA Civil Justice Coalition is a group of over 100 business, professional, nonprofit and local government associations who are interested in the liability issue.

The purpose of the meeting is to review draft legislation concerning the liability issue. Prior to the meeting, we will be sending you copies of the draft bill and synopsis

Besides myself, attending the meeting will be a member of NFIB, the State Chamber, the Medical Society and one of the local government groups. In most instances, these people will be your constituents.

Look forward to seeing you on Friday, September 11th!

Sincerely,

A handwritten signature in cursive script that reads "James S. Buente". The signature is written in dark ink and is positioned above the typed name and title.

James S. Buente
Director, Government Relations
NFIB/PA

JSB/blv
enclosure

P.S. Please fill out and return the enclosed return form.



110 North Lime St., Lancaster, PA 17602

(717) 393-1735

April 8, 1987

Honorable Italo Cappabianca
Room 323
House Box 73
Main Capitol Building
Harrisburg, PA 17120

Dear Representative Cappabianca,

Thank you for agreeing to speak to the Pennsylvania Council of YWCA's on Wednesday, June 3rd at 3:30 p.m.

We have planned one hour for your presentation including questions and answers and are looking forward to discussing the findings of the Select Committee on Business Activities of Non-Profit Corporations. Many of our associations are concerned about the effect of new legislation and/or regulations on our existing programs.

Please call me at (717) 393-1735 if you have any questions regarding our plans for June 3rd.

Sincerely,

Rhea Starr
Rhea Starr
Program Coordinator

A United Way Agency

222 North Third Street
Harrisburg, Pennsylvania 17101
Telephone (717) 255-3252



PENNSYLVANIA
CHAMBER OF
BUSINESS AND
INDUSTRY

April 3, 1987

The Honorable Italo S. Cappabianca
PA House of Representatives
Room 323, Main Capitol
Harrisburg, PA 17120

Dear Representative Cappabianca:

Thank you for agreeing to speak at the Pennsylvania Chamber of Business and Industry's conference on "Unfair Competition." The conference is scheduled for Thursday, June 4, 1987, at the Holiday Inn of Harrisburg.

We have scheduled you to speak for 45 minutes, from 1:15 - 2:00 p.m. This also includes time for questions from the audience. I understand that you will discuss perspective legislation on the state issue of unfair competition.

Enclosed is a speakers' form that asks for your audio-visual equipment needs, overnight room reservations, handouts, and a biography we can use to introduce you. Please return this form by April 20, 1987.

Again, thank you for speaking. I will call you a week before the conference to review final details and give you the attendance figure.

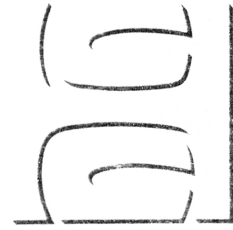
Sincerely,

Susan E. Smith

Susan E. Smith
Director
Chamber Services

SES/jmb
Enclosure

CENTRE COMMUNITY HOSPITAL
1600 EAST PARK AVENUE
STATE COLLEGE, PENNSYLVANIA 16803



May 1, 1987

State Representative Italo S. Cappabianca
Room #329
Main Capital Building
Harrisburg, Pennsylvania 17120

Dear Representative Cappabianca:

Thank you for accepting my invitation to speak to our Medical Staff at our Annual Medical Staff meeting on Thursday, June 4, 1987 regarding the role of non-profit medical institutions.

I have scheduled your presentation to begin with a buffet dinner at 6:15 P.M. in the Hospital's conference rooms on the ground floor.

I have also invited the Hospital's Board of Trustees, Senator Doyle Corman and House of Representatives Lynn Herman and Ruth Rudy.

If you have any questions prior to the meeting, please do not hesitate to give me a call.

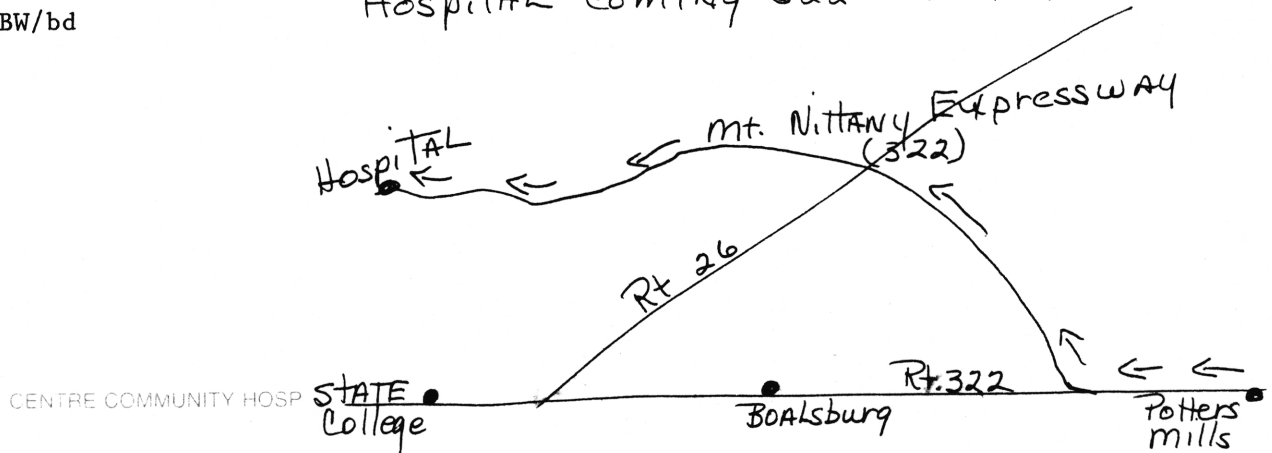
Sincerely,

Handwritten signature of David B. Werner, M.D. in black ink.

David B. Werner, M.D.
Chief of Staff

DBW/bd

DIRECTIONS TO CENTRE COMMUNITY
HOSPITAL coming 322 via 7 mts



PENNSYLVANIA HEALTH COUNCIL, INC.



P.O. BOX 497, MIDDLETOWN, PA 17057-0497 • Telephone: (717) 939-7801

April 21, 1987

The Honorable Italo S. Cappabianca
Pennsylvania House of Representatives
329 Main Capitol Building
Harrisburg, Pennsylvania 17120

Dear Rep. Cappabianca:

On behalf of the Pennsylvania Health Council, Inc., I wish to take this means of thanking you for taking time from your busy agenda to be with us on Monday, May 11, 1987 to discuss the emerging concerns of unfair competition between the for-profit and not-for-profit sectors of our society; also, to share the Subcommittee on Non-Profits' concerns relative to the State Government's inability to identify and "track" the inter-relationships of non-profits and their proprietary subsidiaries.

If there is anything we might do to assist you in preparing for this forum, please don't hesitate to contact me.

To reaffirm: Meeting Place - Embers Convention Center
Carlise Pike, Carlisle, PA

Date - Monday, May 11, 1987

Time - 10:00 A.M.

Again, many thanks; we realize this is an extra burden on your heavy work day.

Sincerely,


William E. Graffius, Chairman
Conference Committee

cc: Catherine Bauer, President
Sue Kohr, Executive Secretary

PENNSYLVANIA HEALTH COUNCIL, INC.

P.O. BOX 497, MIDDLETOWN, PA 17057-0497 • Telephone: (717) 939-7801

Recd Sent Sue Kohn
4-29-87
PHC

February 10, 1987

The Honorable Italo S. Cappabianco
Pennsylvania House of Representatives
329 Main Capitol Building
Harrisburg, Pennsylvania 17120

Dear Rep. Cappabianco:

The Pennsylvania Health Council, particularly the voluntary health agency membership, has been following your activities regarding the non-profit sector with interest. We believe there is merit to your concern and wish to be full participants as you unravel a very complex relationship.

To this end, we cordially invite you, or your designee, to address the annual conference of the Pennsylvania Health Council scheduled for Monday, May 11, 1987 at the Embers Convention Center located just east of Carlisle on the Carlisle Pike.

The purpose would be to afford you an opportunity to advise the Council membership of your posture on the issues being addressed in your legislative proposals.

At this writing, pending your availability, we would schedule your presentation for 10:00 a.m. to 12:00 noon, allowing time for a question and answer period.

Kindly advise at your earliest convenience.

Sincerely,

Catherine B. Bauer

Catherine B. Bauer
President

CBB/sk

cc: William E. Graffius, Chairman, Conference Committee

UNIVERSITY of PENNSYLVANIA

PHILADELPHIA 19104

The Wharton School

THE PENNSYLVANIA
SMALL BUSINESS DEVELOPMENT CENTERS
SUSAN M. GARBER, *State Director*

A UNIT OF THE
WHARTON ENTREPRENEURIAL CENTER
Suite 3200
Steinberg Hall-Dietrich Hall/CC
(215) 898-1219

April 24, 1987

The Honorable Italo S. Cappabianca
Main Capitol Building, Room 329
Harrisburg, PA 17120

Dear Italo:

This is to confirm our breakfast meeting at the Sheraton East on Wednesday, April 29 at 8:30 a.m. I want you to know how much I appreciate your setting aside the time to meet with the review team. I know that they will want to hear your perspective on how the PASBDC program serves to implement the economic development goals of the state. (Incidentally, Bob Stewart will join us as well.)

At the time of reauthorizing the Small Business Development Centers program in 1984, Congress mandated that each SBDC must undergo a bi-annual peer review. Using standards established by the Association of Small Business Development Centers, the following team members will spend three days in Pennsylvania evaluating the program:

John O'Connor, State Director, Connecticut Small Business Development Centers (team leader);

Greg Higgins, State Director, Florida Small Business Development Centers;

Jack Spradling, District Director, Small Business Administration, Jackson, Mississippi;

Bob Henderson, Deputy District Director, Small Business Administration, Madison, Wisconsin.

One standard by which the SBDC is measured is evidence of commitment to the program from the State Legislature. We are pleased to have the opportunity to meet with you and discuss the long term relationship the PASBDC has had with the Commonwealth. The team will be interested in issues such as the state's commitment to continued funding and the ways in which the SBDCs serve Pennsylvania's small businesses at the local level.

The Honorable Italo S. Cappabianca
April 24, 1987
Page 2

Again, thank you very much. We are looking forward to seeing you on Wednesday. If you would like any further information, please do not hesitate to call.

Sincerely yours,



Susan M. Garber

SMG:trr



NFIB® National Federation
of Independent Business

The Guardian of Small Business.

April 9, 1987

Honorable Italo Cappabianca
Room 329
House Post Office
Main Capitol Building
Harrisburg, PA 17120

Dear Italo:

Thanks for agreeing to participate in our Guardian Meeting on Thursday, April 30 at the Holiday Inn Town (2nd and Chestnut Streets) between 10:30 and Noon. We would like you to meet with our State Government Regulations on Business Committee. As you can see from the attached agenda, we have also invited Rep. Don Dorr, House Small Business Sub Committee Minority Chairman and Senator Tim Shaffer, Senate Community & Economic Development Committee Chairman, to participate.

For this hour and a half session, we are suggesting the following format. We would give you a brief time at the beginning of the session (7 minutes) to discuss your role as Chairman of the House Small Business Sub Committee and a couple of key bills of interest to small business before your committee this session. Then our Chairman would give a brief overview of the issues we are interested in and then we would go around the table and ask each person to describe a particular problem they have. Finally, we would open it up for Q & A.

We believe this type of format will insure maximum participation by our attending members and give you an opportunity to hear, first hand, small businesses' concerns.

Please send us a copy of your biography for introductory purposes. Prior to the meeting, I will stop by to see if you have any additional questions. Enclosed is a list of issues that are under the preview of the committee you will be meeting with.

Sincerely,

A handwritten signature in cursive script, appearing to read "J S Buente".

James S. Buente
Director, Government Relations
NFIB/PA

JSB/blv
enclosures

NFIB/PENNSYLVANIA
Legislative Office
City Towers, Ste. 1211
301 Chestnut Street
Harrisburg, Pennsylvania 17101
717/232-8582

PENNSYLVANIA MEDICAL SOCIETY PMS

P.O. BOX 602
20 ERFORD ROAD LEMOYNE, PA 17043-0602
(717) 763-7151

April 9, 1987

Honorable Italo S. Cappabianca
House Post Office
Main Capitol Building
Harrisburg, PA 17120

Dear Representative Cappabianca:

We are looking forward to having you as a guest of the Pennsylvania Medical Society on Tuesday, April 21, 1987. Our reception for the members of the General Assembly will begin at 6:30 p.m. in the Aztec Room of the Hershey Lodge and Convention Center.

This will be an excellent opportunity for you to meet with physician leaders from your county and from across the Commonwealth. My colleagues and I are looking forward to a pleasurable evening in your company on April 21.

Sincerely,



R. Robert Tyson, MD
President

1316Dsb

cc: County Medical Society

ARTHUR ANDERSEN & Co.

FIVE PENN CENTER PLAZA
PHILADELPHIA, PENNSYLVANIA 19103
(215) 241-7300

April 13, 1987

The Honorable Italo S. Cappabianca
Main Capitol Building
Room 329
Harrisburg, Pennsylvania 17120

Dear Mr. Cappabianca:

Thank you for agreeing to be a speaker at the upcoming Philadelphia Chapter HFMA meeting on April 22, 1987. An agenda is attached. As indicated, the facility we will be using is the Marriott near the Philadelphia International Airport just off of Route 95 South of the City.

It is anticipated that your audience will consist of chief financial officers and controllers of hospitals and other healthcare providers as well as consultants, bankers and suppliers to the Healthcare industry. We expect 150 to 200 people to be in attendance. Please plan to arrive at least one hour prior to your scheduled presentation.

An overhead projector and a 35mm slide projector will be available. Our experience in the past has indicated that visual aids, including handouts, contribute positively to a speaker's presentation.

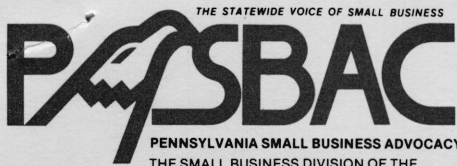
The moderator for the all day meeting is John Hlywak from Arthur Andersen & Co. If you have any questions regarding coordination, timing, etc., do not hesitate to call him at (215) 241-7363.

If I can be of help to you prior to April 22, do not hesitate to call. We look forward to seeing you there.

Very truly yours,

Craig Kappel /dmc
Craig A. Kappel

/cr



PENNSYLVANIA SMALL BUSINESS ADVOCACY COUNCIL
THE SMALL BUSINESS DIVISION OF THE
PENNSYLVANIA CHAMBER OF COMMERCE
222 North Third Street
Harrisburg, Pennsylvania 17101
(717) 255-3281

Director:
GERALYN SMITH

March 20, 1987

Honorable Italo Cappabianca
PA House of Representatives
329 Main Capitol Building
Harrisburg, PA 17120

Dear Representative Cappabianca:

This is a note to confirm the breakfast meeting on April 7, 1987, at 7:30 a.m.
at the Penn Harris Inn & Convention Center.

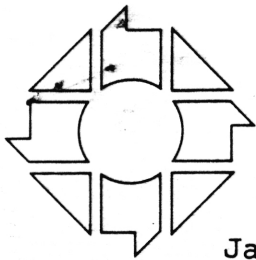
Cliff Jones, President of the PA Chamber of Business & Industry and Jeffrey J.
Burdge, Chairman & CEO of Harsco Corporation would like to meet with you to
discuss the Unfair Competition issue.

If you have any questions, please feel free to call me at 255-3252.

Sincerely,

Geralyn Smith
Director
PASBAC

GS/dmw



Pennsylvania Business Roundtable

January 23, 1987

Representative Italo S. Cappabianca
House of Representatives
329 Main Capitol Building
Harrisburg, PA 17120

Dear Italo:

I want to provide you with some feedback on two of your legislative proposals related to non-profits. This is the result of discussions I have had with a number of people, both tax managers within Roundtable companies and association directors.

First, in the case of HB 2883, the restriction on surplus and unrestricted funds is probably meaningless since the parent could accomplish the same objectives through management fee, payments for other services, etc.

Second, in the case of HB 2884, there is a concern that the Commonwealth might be collecting massive amounts of paper, plus additional authority, which could haunt even business entities within the state. The intent appears to be a mandate for a complete audit of income-producing activities of a non-profit corporation. Income-producing operations (and exemptions) are not clearly defined and could very easily be interpreted to include seminars of trade associations or other such entities where fees are intentionally set much higher than costs incurred to produce the program in order to provide a stream of additional, non-dues, income. This consideration, alone, could cause all such associations to rise up against the bill.

February 24
1:00 P.M.
Jim Bodfish
Re: Tax

Representative Italo S. Cappabianca
January 23, 1987
Page Two

Perhaps HB 2884 or HB 2883 objectives might be better served through the elimination of tax exemptions for property used in income-producing activities, plus the information (carefully-defined) which you seek.

I offer these comments for your consideration.

Sincerely,



Donald F. Mazziotti

VHA OF PENNSYLVANIA, INC. •

Voluntary Hospitals of America, Inc. •

Foster Plaza/Green Tree
415 Holiday Drive
Building 1, Third Floor
Pittsburgh, PA 15220
(412) 922-9124

February 10, 1987

Representative Italo Cappabianca
Room 329 - Main Capitol Building
Harrisburg, PA 17120

Dear Italo:

I want to formally invite you and thank you for agreeing to be a Special Guest Lecturer at the Health Care Administration Program of the School of Public Health at the University of Pittsburgh on February 17, 1987.

The course I teach is the only concentrated course available covering the strategy and planning related to multi-hospital systems. There are approximately 25 students in the class. Several are full-time students finishing the academic portion of their graduate degree prior to an administrative residency in a hospital or healthcare organization. Approximately half the students are part-time and are currently employed in a hospital or healthcare organization seeking to advance their careers by obtaining the academic standard necessary for advancement in health care administration.

Thus far, the class has discussed consolidation in other industries (e.g., banking, automobile, airlines) and the similarities and differences between these industries and the healthcare industry. We have also discussed the capital access and overall market supply and demand forces which have led to the creation of multi-hospital systems. I approach the subject at two levels -- one is a macro perspective dealing with large multi-hospital systems such as Hospital Corporation of America and Humana on the proprietary side, and VHA and America Healthcare Systems (AHS) on the not for profit side. I describe the micro level as the transformation of the community hospital from a single corporate entity into a multiple corporate healthcare organization. In anticipation of your lecture, the students will become versed on a typical reorganization by a single hospital into multiple corporate entities.

I am very pleased that you have agreed to journey to Pittsburgh for this special purpose. Maria will pick you up at the airport unless you prefer other arrangements. Please let us know.

Representative Italo Cappabianca
February 10, 1987
Page Two

As requested I am enclosing some overview information about Voluntary Hospitals of America. I am looking forward to seeing you on February 17th.

Sincerely and with appreciation,



Joel H. Ettinger
President

JHE:bb

Enclosure

cc: Maria Urbanowicz