

*One I know well
are I did it* *Think B2 is a person
I've got a fighter* *anyway I'll
be in B2* *may/min
B2 in center of
party* *TG on left*

Jim Greenwood - Philadelphia - November 4-5, 1994

- Rob, Tim, Gail Shevlin and Gail Haurainy, Shawn Slack, Pete Kraus and Jocelyn (works for State Sen. Hecker)
- *four day
trip &
19 1/2 years
in atmosphere* I'm at headquarters on the 4th, 3:00 p.m. Yesterday, I flew from Cleveland to Pittsburgh to Philadelphia. The flights took about two hours; but the drives to the Cleveland airport and from the Philly airport to Doylestown took me from 9:15 till 4:45!
- When I left Cleveland, I called here and left message with Tim, for Gail, "I'm all set and I'll be at the Court House Motor Inn about dinner time." There was no message waiting for me. None came last night. None came this morning. It turns out that Jim was out campaigning all day! They did not want me with him, I guess. Which fits with my sense, from Rochester, that "scheduling" was a major operation for them. So I just called the headquarters this a.m., about 9:30, and said, "I'm coming down to say hello!" I did and here I am looking at clips and pretending to be busy.
- *Friday* I helped stamp some mailings for a while and Rob, Tim and I went out for lunch. We ate outdoors--it's a gorgeous day. They talked some about Jim and the campaign.
- It's culture shock coming from Fingerhut's busy and uncertain campaign. Jim has no serious opponent. He's got a labor leader Dem on his left and an independent party guy on his right. They debate, but there's very little heat. I haven't seen the ads or heard about them. But they've done several mailings and some special phoning. But it's pretty quiet.
- Rob worked for Jim in this area for a while after 1992. Then he did some races in New Jersey. Then he worked for Mark Schweiker who's running for Lieut. Governor. Then in January, he came on as campaign manager. Tim and Rob are boyhood friends, from this area, and Rob asked Tim to come on in August.
- This headquarters was Jim's in 1992. And I think Doylestown was the center of his Senate district. I don't know about the house district. (I'll have to find out.) Rob went to Dickinson College--as Jim did.
- *(getting)* In terms of some grasp of the heterogeneity of the Congress, the trip from Fingerhut to Greenwood is one way of grasping it.
- "Send Greenwood back to Congress." Bucks County Courier Times endorsement 10/28--theme that he did what he said he'd do, "he vowed to make debt and spending reduction his #1 priority, and

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-1

boldly told voters, "If I haven't delivered in two years, throw me out." Well, he's delivered. Here's one incumbent who is part of the solution to what ails government, not part of the problem. He deserves to be returned to the House."

- "Although a freshman, he became a player in the health care reform debate, working toward a realistic alternative that serves the public needs without a big government, big brother approach. He does not just jump on the popular 'tough on crime' bandwagon, but seeks to address the root causes of dysfunctional families through welfare reform and breaking the cycles of dependency and dysfunction."
- "As a former social worker... Greenwood has been active in causes close to his heart: advancing constructive approaches to welfare reform, health care and the crisis of pregnant teenagers."
- He's one of fewer than 5% of members who refuse PAC contributions.
- His last brochure of the campaign has this heading: "I went to Congress to spend less, not more. To tax less, not more. I went there to change the old way of doing things."
- Local accomplishments: (1) limiting flow of trash into Bucks County, (2) turning lost jobs into new opportunities at Naval Air Warfare Center in Warminster and USX site in Falls, (3) personal role in fighting drugs and crime, (4) economic development of Bristol Township and Borough.
- Inquirer story of race 10/27/94.
- JG calls self "mainstream" who "avoided the extreme voices in our community."
- Raised \$195,000.
- "Self-proclaimed moderate"--he voted for crime bill, "the most attention-getting vote of his first term," "alienated the conservative wing of the Bucks County Republican Party."
- Dem opponent, John Murray, can't get a fix on him. "He hasn't painted a stripe on himself. He doesn't have a bulls eye on his back. I can't get at him."
- Another opponent is anti-abortion--Independent John Cash.
- Campaign is so low key that LWV bussed in some few 1,000 to make an audience for debate--a great change from 1992.
- Doylestown Intelligence 10/27, Bruce Ticker, "Candidates are

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-2

talking in debate, Greenwood "called for means, testing citizens born after 1950 and give them 25 years to prepare for lower (soc sec) payments by loosening restrictions on IRA contributions."

- Of the debate, "they all favored eventual cuts in social security benefits because the money available for payments is expected to dwindle in future years."
- Joseph Ferry, The Morning Call, "Candidates debate social security." "US Rep JG said last night he favors means testing as a way to keep the social security system solvent."
- A poll came in today, 11/4, that said United We Stand (which has 4,000 members in Bucks County) was 80% for JG.
- Greenwood attendance record 1994, 96, 97%.
- Julie Knipe-Brown, "Candidates condemn, accept special int funds," BCC Times 10/23.
- An article in which Common Cause person says that even though JG doesn't accept PAC money, he accepts money from people with an interest in health care. "This is a case of the kettle calling the kettle black. They are both beholden to special interests." Mike Myretetus is CC person "he pointed out that Greenwood still holds on an important position in the health care debate and, therefore, shouldn't be taking money from doctors or executives who have a stake in health care reform."
- HR pulled out the compliance section from reform bill HJ Res. 578.
- JG preferences on health care reform-Intell. 10/21, "Prohibit insurance companies from discriminating on the basis of pre-existing conditions; limit medical malpractice awards; restructure Medicaid to a private insurance system and make it available to the working poor." Another article says he opposes universal coverage. Julie Knipe-Brown, "Candidates politely talk trash, other issues", BCCT 10/23.
- Greenwood sponsored a bill to give state and local governments more power to limit out of state trash. He says he'll reintroduce the bill next year.
- Leslie Klein Funk, "Unions make up two-thirds of money for Murray campaign." The Morning Call. She, too, speaks of "the quieter pitch of this race" compared to 1992 when two million was raised by candidates.
- "Greenwood, who represents the 8th District and is taking no contributions from special interest political action

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-3

committees, raised little in comparison to the large sums raked in and spent in the 1992 campaign." JG total is \$199,270. John Murray total is \$25,873.

- At lunch, Rob went through the mailings--in chronological order:

✓ (1.) "Loves Bucks County on cover," sent to Republicans and Independents in that part of the county. It is Democratic and was Kostmayer's stronghold. Also Jim is not well known there, because it was not in his senatorial district. There is also a hot state senatorial race going on there (Tomlinson) and the Republicans have a chance, which is an added reason for them to concentrate there. Rob says that they have spent more time there.

(2.) Blue front: sent to Central and Upper Bucks to Republicans and Independents. He describes Central Bucks as middle class, moderate and some affluence. Upper Bucks, he says, is old farms, pro gun.

(3.) Yellow: went to R, D and I in the 6th Senate District--it's a Greenwood, Tomlinson flyer.

(4.) Blue: two pics on cover. Went to R, D and I in upper and central Bucks. The county is 52% R, 38% D, and 10% other by registration.

(5) Family on cover: to R, I and D in 6th Senate District.

- He says they made 9,000 phone calls to Democratic seniors--over 55 years "to begin to add to Jim's base." If they said they were not for Jim, they did nothing. If for Jim, they followed up with a postcard urging them to vote and they'll send another one just before election day reminding them to vote.
- If they were leaning toward Jim, they were asked which of five issues interested them the most (I think the five were jobs, taxes, auto emissions, seniors, deficit) and then they got a letter with Jim's position on that issue.
- Re Kostmayer: Jim's first worry was that Peter might run again. But he got job as regional director of EPA. According to Rob, they weren't worried about anyone else.
- The sense I get from out lunch talk is that Jim fits the district nicely and the key is moderate. The earlier opponents of Kostmayer were too conservative says Rob. "The mail he gets are of two kinds: 'Jim, you're too conservative' or 'Jim, you're too liberal.' So he must be doing something

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1) -4

right."

- Linda Franklin has been Jim's Executive Assistant since he was in the PA House. He has always had Doylestown in his district. His Senate district was all above Route 1. He's had the same office (which Gail Haraine? and I visited) since he's been in State Senate.
- Volunteers made calls to Warrington because it was Republican, but ^{for} Kostmayer, ~~and~~ they think it should be for Greenwood. Those are the cards I stamped (I've Xeroxed a copy of the back).
- They have used no TV this time--none! Now that's another world from Cleveland.
- At this point the two big problems in the Greenwood office are Jim's "schedule" for Sat. and Sun., and name tags for a fundraiser on Sunday. That's what the conversation is about. The contrast between this and getting people out on the street to door knock and poll watch and trying to raise money to put on a radio ad, all that is a different world--between when you know you're going to win and when you are afraid you're going to lose.
- At the dinner, party chmn says, "Jim doesn't have anything to worry about," and Jim waves his hands (like an out of bounds call in football) like saying, "No, no don't say that."
- I met Jim about 4:00 in the afternoon. He came in and came over to shake hands. "I haven't been able to spend much time with you," he said. "Thanks for letting me come," I said. He went into his office to telephone. Later he went up to shave; and the next time I saw him he had come down stairs from shaving, the screen had been damaged and he had cut a nice 2" gash on his cheek. He was holding a napkin up to it, joked about it, but was not happy. He dabbed at it for an hour.
- As we walked to his car, he asked me, "What's your name?" (Pete Kraus) was driving. Pete said to me, "We're going to a Rick Santorum town meeting. The political irony is that Jim votes pro-choice and pro-gun control and Rick votes pro-life and pro-guns."
- When we got on the road, Jim began questioning me. "I don't mind you're studying me as a congressman. But frankly, there is nothing in it for me. And, politically, it could be a risk. What are you doing? How did you choose the people?" Pete jumped in, "Is this your first book or second or what? Who publishes them? How are you funding your travel? What are the ground rules?" The last question was the one that worried him and we went around and around on it for some time-

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-5

-more than with any person I've ever been with. I tried to reassure him with right to revise, my reputation, my scholarly audience etc. Finally he said, "This is what I want the ground rules to be. Anything I say in public is fair game. Everything I say in the car is off the record, for your use anecdotally and for background--unless I say it is on the record." I said, "fine, provided that if I come to you with something said off the record, and ask you explicitly if I can put it on the record." And he said, "Yes, if I give you my permission."

- And he then proceeded to take up most of the long ride talking with Pete about his staff problems.
- Walking into the Santorum event, where he wanted to appear, he said, "I vote pro-choice, he votes pro-life; I voted for the Brady bill and the crime bill; he voted against both of them. Despite our differences on those two issues, I'm supporting Rick because I believe, at this juncture in our history, it is very important for the Republicans to take control of the Congress."
- To group he said, "I want you to work twice as hard for Rick as you have for me, and I know that for some of you that will be easy." (laugh) It was his only memorable line--except that he described Rick as "my best friend in the Congress," which seems very unlikely to me. (He said it again at the dinner and again when he lumped Rick with Bob Franks as his "best friends in Congress.")
- From there we went to Planned Parenthood. Walking in here he said, "This should be a good group for me. I have been strongly and totally pro-choice through my career in the House. I voted against the Hyde Amendment. These people were for Kostmayer. Now, I ought to pick up support. The first guy we met said, 'I voted for you already. I'm a Democrat but I voted for you for the first time. There was no choice, so I voted for one Republican.'" It was not a ringing endorsement and certainly no promise of support--but it was something.
- Anne Yardley and Bill Mundell took me under their wing.
- Tina Greenwood met us there. She's had a previous marriage; I'm not sure he has. But on the next lengthy leg of the trip--to the Bucks ^{role} County Republican dinner--she, Pete and Jim discussed the ^{role} vote of the federal government and the need to devolve more responsibility ^{to} in the local government while keeping the federal government as a leading, moral force. I shut up.
- Then we got to the dinner--800 people and I never saw Jim to

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-6

talk to after that. The dinner was--as they always are--the most boring and unproductive event I can imagine. Pete drove me home--with his wife, Judy.

- I write all of this Sunday morning, in the car in the parking lot of the headquarters as I wait for Jim to get here and take off on the next trip.
- I asked him about the mood of the voters. "I think there was more anger two years ago than there is this year. There was the bank scandal heating things up, there was the Perot factor and then Kostmayer and I were whipping up the atmosphere here. Thursday, I spent eight hours in shopping centers, and didn't get any hostility directed at me. I do get some anti-Clinton sentiment. One thing people are fed up with is negative campaigning. And I'm afraid that attitude might affect turnout. (How about taxes?) One guy complained about taxes, but he was the exception. Most of the complaints about taxes include school taxes and people know that isn't my responsibility." He goes into local case--Bristol.
- Are people patient with you, do they expect you to do more than you can or do they call you to account for what you promised? "The general reaction I get is that you did what you said you were going to do and we like what you're doing. I think they like the idea that right off the bat, I said I would not take PAC money. They look upon that as following the theme of my campaign. And they know I have a record as a fiscal conservative. The National Taxpayer's Union says I vote more conservatively than 90% of the members of Congress."
- "I don't think people expected me to make a big change in the Congress. I do think they expected me to be a different kind of congressman. And I have done that. Pete Kostmayer was a classic liberal. He voted regularly for the budget of the Black Caucus which, as you know, was always the biggest spending budget. The National Taxpayers Union says I have a better record on spending than 90% of my colleagues. He took loads of PAC money. Every year, his PAC contributions would be listed in the paper, cut-up in a pie-type diagram, and they always went up." (Can't recall the rest, should push comparisons with Kostmayer later)
- I asked about the contrast in constituency service. "Pete Kostmayer had a great reputation for constituency service. I think he realized from the beginning that he had a Republican district, that it was a bad marriage and that the only way he could hold it was through constituency service. The first thing I told my staff after the election was that the worst thing that could happen to us in the next two years would be to have people say we did not come up to the standard of constituency service set by Pete Kostmayer. But I also told

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1) -7

my staff that I had a different philosophy of constituency service. To give you an idea, he would go around to the shops in the mall where he had his office and solicit gifts which he would put on a Christmas tree in his office. Constituents would come in and take a gift--the congressman as Santa Claus. If someone called to say they had roaches, he would send someone over to get rid of the roaches. My philosophy is that wherever possible, we should empower people to do for themselves--tell them where they can go to get the help they need. After sixteen years--minus two when he was out of Congress--his staff became very expert at constituency relations. Our staff is new and we have been undergoing some on-the-job training. After sixteen years, people get accustomed to a certain kind of response. Our philosophy of empowerment will require a slow process of reeducation. You can't ask people to go take a cold shower. So it will take time. I tell my staff that I want to bring new leadership to this district, but I don't want to look around some day and find that nobody's following me."

- When Pete Biester decided to quit--a moderate says JG--Remminger ran for seat. Jim was his campaign manager and he recruited Pete Kraus to be his phone bank head. They lost by 1,300 votes; an independent got 3,000--to Kostmayer. "Pete and I go back a long way." Pete worked eight years in economic development for Thornburgh--went into private business doing consulting on development and now is back as Jim's chief of staff for district--four people in Doylestown and four in Lönghorne.
- I asked him why and how he got on Energy and Commerce. "As usual, I'll give you the long answer. Pam Kostmayer (Pete's ex-wife who helped Jim in his campaign) was dating former congressman Gary Lee. Gary called me the day after the election to congratulate me. He said, " You have to win three campaigns to do this job. The first is the primary and you have won that. The next is the election and you just won that. The third is to get your committee assignment. And while the other 109 newly elected members are yawning and lounging around, you should get on the plane to Washington and start campaigning for your committee assignment. He had been on the E&C committee and we talked about it and its broad jurisdiction. When Newt Gingrich called to congratulate me, I talked to him about the E&C committee. He said it was one of the best committees from which to get PAC money. Did you ever see the Eddie Murphy--Distinguished Gentleman? He discovered PACS. And the best was 'Power and Industry.' Well, that was E&C. He also told me that the Republicans ranked committees red, white and blue and that the three blue committees were the most asked for--Appropriations, Ways and Means and E&C. So I went right to Washington to make my pitch for E&C. I did this because of its broad jurisdiction and

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-8

because I like the legislative part of the job. I like the substance of legislation. And I had been interested in environmental and health legislation. I went to see Joe McDade, the leader of our delegation. I wrote a letter to every member of the Committee on Committees and I went to see every member of the Committee on the Committees. My pitch was that I had defeated Kostmayer, that he was a member of that committee, and that left Pennsylvania without membership; that Kostmayer had come back from defeat once before and that he might very well try to come back again and that I would be helped greatly in holding the seat if I could be a member of that committee. I think the Republicans considered the defeat of Kostmayer and Downey to be the two biggest upsets of the year. I also told them I was qualified by my 12 years on the environmental committee in the Senate. I talked to people in the associations I had worked with in the Senate. I knew I would have trouble with the Texas guy, Archer, because the energy states don't like northeasterners on that committee. So I asked the Sun Oil ^{to} tell him that 'Greenwood is OK.' And I asked for help from people in the health industry--people with whom I had worked closely in the state senate. And Joe McDade was a good horse trader. Rick Lazio of New York wanted Ways and Means. The irony was that after I got on the committee, I pledged not to take a dime of PAC money. Newt Gingrich said to me, "We gave you the best committee for PACs and you gave it away." It was a full scale campaign." He said Bob Franks of NJ wanted it badly. And he said Franks and Santorum were his "best friends" in Congress.

- I said I'll bet the PACs want to give you money. He said, "We do get their checks every now and then and we send 'em right back."
- He said he was very happy with his choice. And he talked in a little detail about his bill on trash--he thought it a great accomplishment--though the House and Chafee blocked it.
- Re 1992, "Fifty percent of my battle for the seat took place during the fight to preserve the Bucks County district during the 1991 redistricting by the state legislature. (He had four campaigns!) Kostmayer and Don Ritter, who had the district next door, cooked up a plan that would give each of them a safe district by dividing Bucks County. Kostmayer would get a river district--all the way to the Pocomos--that would cut out all of upper and some of Central Bucks County and Ritter would get three Republican areas in exchange for some Democratic areas along the river. As someone who represented much of Bucks County, I did not want it cut up. And Paul McHale, who eventually defeated Ritter and who served with me in the legislature, did not either. He was in Desert Storm, but his wife had been elected in his place. We worked together. The Democrats told the Republicans they could do

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-9

anything they wanted in redistricting if they would just give Kostmayer a safe seat. It was a hellish, brutal war that went round the clock till we won."

- "I had been watching Kostmayer for some time. When I talked to people about it they would say, 'If you do it, you'll only get bloodied and lose your good reputation. You don't have a single mark against you. Why get dragged through the mud. Wait and try for governor--or something.' But two things happened. First, Kostmayer opposed the Gulf War, which was fine, that was his choice. But as soon as the yellow ribbons came out, there he was leading every parade, riding in the open car waving. Then later he began to say why the hell did we go there anyway. It bothered me that he was so duplicitous. Then his former wife... said that she supported me; and she said that the thought of my running had given Pete nightmares for ten years." I believe that a decision to run is partly psychological, the feeling that you have an advantage and can win. I thought if I had been giving him nightmares for ten years, I could beat him. Before we announced, we took a poll. I was 12 points behind, 36-24, I think. With his reelected number below 50% and several months to go, we thought I could do it. So I jumped into the primary, and won. Guess what our post primary poll showed. We were behind by 19 points! When I saw that result, I was dumbfounded. I put it down and went straight to a shopping center to meet voters. I decided if I was going to win, I had to do it retail.
- I asked him how he explained the 12-19 drop. "I think he turned up his franking privileges full blast."
- Saturday, we talked some about gun control and his vote for the crime bill. "I still think it was the right vote." But it has given him the most trouble of any. His district is 7-1 for banning assault weapons. But at the K Mart and at the gun and ammo store where he talked with the woman owner, he was up against the gun people. "Greenwood? I would never vote for that bastard." "Well, I'm the bastard."
- "I know more about guns than they do. It's weird. I've been through it with them so many times I know just what they are going to say before they do. I watch it unfold--the same arguments every time."
- Media--he agreed it was adversarial and cooperative. BCCT cub reporter--doesn't know anything. "So naive she believes anything I tell her."
- The anger: I heard a guy in front of ACME say, "I'm not pissed off at the Republicans. I'm pissed off at all of them." So I went over and asked Jim how common that had been

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-10

in the 20 minutes we'd been there. "That's the first. Forty percent of the people say, 'I'm supporting you!' I had a reporter spend an entire 8-hour day travelling with me, listening to people and it wasn't till the first guy started haranging me late in the day that he took out his notebook and started writing it down. In his story, he played it as a challenge to the candidate of change." (I think the reporter was Markavitz.)

- After, we went to a house where 7-8 workers were getting ready. "It's a close call whether you go to cheer on your best supporters or go out to the shopping center to meet voters and change minds. Two years ago I sometimes felt like the party meetings were sucking the blood out of me. I'd keep asking myself, where are the voters. Why aren't I out there. With the party supporters, the problem is not the positive effect you get from going, it's the negative effect on not going."
- We spent Saturday in the lower part of the county. "Most of our emphasis during my first term has been in this part of the county, which was not in my Senate district. We've tried to take a special interest and do some special things for this area (the trash bill and the USX development of business). In the last part of the campaign, we've been concentrating our mailings and my campaigning in this area."
- In Lower Makefield where Planned Parenthood was: "In LM, there is a huge difference between a normal Republican vote and a good Republican vote. These people are affluent, well educated and they pay close attention to the issues. When I was in the Senate, I made a special effort to get a better than normal vote out of Lower Makefield. It was a mark of success when we did."
- One of Jim's characteristics is that he will talk at length with individuals. No matter how opposed they might be, he wants to talk it out, explain, educate. For this campaign, at least, he was never in a hurry, never too busy, for example, to go an hour out of his way to go to the gun shop in Croydon, as a favor to Harry Fawkes, Bucks County Chairman. ("Next to Kim ~~Lee~~ Sung, Harry has been the longest running leader in the world." 23 years.)
- Our shopping center stints (ACME, K Mart) produced two long conversations. The first was with a young man who could not even vote. He had just moved from LA--a head-hunter for insurance companies. He told Jim that he had noticed graffiti on the barriers along the highway; that the appearance of graffiti in LA had signalled the presence and control of gangs; he suggested that people volunteer to go out as soon as the graffiti appeared and spray paint over it to discourage

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-11

them. He volunteered to help do it. Jim took his name. But this conversation took 7-8 minutes as "voters" went by and he missed them.

- The second, longer conversation, 10-12 minutes, took place with the guy who, when Shawn gave him a flyer said, "Greenwood, I would never vote for that bastard." Jim heard this, went over and grabbed the guy's hand just as he was going into the store and said, "Here I am, I'm the bastard." The guy said Greenwood's name was on a billboard with the slogan, "Turn in your guns" and he was furious with Jim for taking away his right to own guns. They went at it--Jim trying to explain his vote against assault weapons, the gun guy making argument after argument. "He's a member of the Falls Gun Club, one of the more radical groups around. "I told him that my job was to represent the citizens of the district and that opinion in my district was 7-1 for banning assault weapons. He said he didn't believe it, that no one called him. I said that with a 400 person sample, the chances of reaching him were one in 2,000. I also told him that I was going to win on Tuesday by the largest margin in the history of Bucks County and that he was going to have to deal with me the next session too. I also said that even if the crime bill was the camel's nose under the tent, he shouldn't punish me for putting the head under, too. There may be a gun control bill sometime that I can't vote for. He apologized for his language. I said I'd come to his gun club some time." I took up the slack by handing out brochures.

- It may be that the best representatives will do this--take time with each individual if they want time. You never know how or when you will gain a life-long supporter--or worker. But you do lose the volume of contact you might otherwise get. The campaign trade-off.

- the 1st living room!*
- When we wandered all over looking for Kim's house and found it, there were 7-8 people getting ready to drop leaflets in an area. Three older women were at the dining room table. I went in, took a doughnut, sat down and we chatted. It was a tonic to listen. "I'm so excited I can't wait till Tuesday." "I know I wake up at night and I can't get back to sleep thinking about it." "I went out and raked leaves all day and I still couldn't sleep."

- With all the anger and disillusionment, here we're three people working the process, immersed in the process, excited about it and making democracy work. When I left they were getting into cars piled with literature that they were going to place in the front doors of some neighborhood.
- "There are not many African Americans in this district. But there is a small community of blacks in _____. They came

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-12

to us with a crime problem. They said the Democrats hadn't done anything for them. And, of course, the Democrats had taken their votes for granted. We are undertaking sort of a pilot program there to see if we can help. If we can't solve crime problems in a community of 400 people, we certainly can't do it nation-wide." (I need to check further on the exact nature of the project. I can't recall the details.)

- I don't think Jim ever mentioned the name of his Dem opponent till he showed me his literature on his way home Sunday. I mentioned the picture of Murray as a young firebrand. ^{Sunday} "Isn't that great? We hired someone to do some opposition research. And we found that picture in the files of a now-defunct newspaper."
- Of his two other opponents, he noted that pro-gun Russell was "crazy" and he thought that Cash and he might split the independent vote. He did say he hoped that Cash the Libertarian finished last "so that we'll have more bargaining power with them next time."
- It is of some importance that I came during the last week of the campaign--only 4-5 more days so I see end-of-campaign stuff. Especially, where do we want to concentrate our effort.
- Jim encountered a number of people during the two days who were worried about social security and had been scared by Wofford campaign and by Santorum's remark at LaSalle4, as portrayed by Wofford.
- Jim at a shopping center with shirt and baggy pants looks like Joe grab a sandwich--blue collar, approachable, one of the boys. He is short and anything but a prepossessing person physically. But he has a warm smile and a soft voice.
- When he left the office I thanked him, he said, "When will I see you again?" I said I'd be in touch. Considering how we began, I thought it was a good sign. I think he liked it.
- While I did ask him on Sunday, before my first question, "May I ask you a couple of questions on the record," he said yes. But whether things were on or off the record never came up again. He ended up talking to me and offering things just about as willingly as most other House members. So I remained in some quandry about what the state of play is. He certainly never said, "off the record." I do recall that during our conversation about the ground rules, that he had used as an example, "If I say fuck, I don't want that to appear in your book, or if Pete and I discuss a staff problem." If those are the kinds of things he's concerned about, maybe I can just proceed normally.

JIM GREENWOOD - PHILADELPHIA - NOV 4-5, 1994 (BOOK #1)-13