

6/11/91

Bill Johnstone: May 15, 1991

- We walked down to the cafeteria to talk.
- We talked some about the ground rules and negotiated--without any commitments. He said Fowler was "intrigued by the idea," but was worried about "what the impact on us would be."
- "He is aware of your reputation. And he isn't worried about what you will have to say about the outcome. He is not worried about the effect on him. He's worried about the inhibiting effect your presence might have on the process. What would be the effect, for instance, on our consultants if you were in the room while they were talking about some nasty ad that we might be thinking about running against someone. Would they think they were speaking for posterity and decide not to say what they wanted to say?"
- I acknowledged that "what you are worried about is exactly what makes my research special."
- When we sat down in the cafeteria, he asked me to "go ahead and tell me your ideas."
- I began by saying that "this is the one part of the process I've never been able to research and I want to research it. I wanted to find a race that would be close. I didn't want a lopsided, walk-away race. I also wanted a senator who would be willing and able to articulate what he was doing, and someone who ^{was} not uncomfortable with academics. Some legislators just don't feel comfortable around academics. Also, I had a little experience tagging along with a Georgia congressman in the mid 1970 race and I enjoyed it. I am free until the fall of 1992 to do it. I haven't written to anyone else or thought of anyone else but you.
- He wanted to know whether I wanted to do the research "by interviews after things had happened or by sitting in on closed meetings. For example, I had a conference the other day with our media consultant planning our media buys. Would you want to sit in on things like that?"
- I said that I would abide by whatever ground rules the senator set, that I hoped I would, in time, get to sit in on some planning meetings, that we would work things out as we went along. I told him that "I'll be taking a risk just as you are taking a risk.
- He nodded through all this, and said, "He would be very reluctant to have you in some meetings with our consultants." And I said, "If there are meetings he does not want me to attend, of course, I will not do it. I won't stand outside, holding my breath, and turn blue. On the other hand, I would hope that I could do it some with interviews and some with meetings.
- That didn't seem to bother him.

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- He asked me about my timetable and he mentioned that I had said nothing before the years.
- I told him, "I won't publish anything for at least two years and I will let you see any manuscript before I publish it."
- He wanted to know when I wanted to start and he went into things they had done so far. (More about that later.)
- I said I thought that at the end of the summer or in the fall I'd like to begin with a visit to Georgia and to D.C.
- He asked me how often I would want to be around. I said, "for two or three days at a time. I can't take any more than that. It's so hectic, I have to stop and figure out what I've seen."
- He said, "So it would be three days a month and then more near the end." I said yes.
- And again, I said that "It is important to what I'm doing that I have some kind of access to your consultants and to other people during the planning. If it turned out that your consultant felt it was ~~verboten~~ to have me talk with them and wouldn't agree to having me around, then I couldn't do it."
- He said, "That won't be a problem with our consultant. He likes to talk. We sometimes think he gets too much ink. He ran weekend talk shows and things like that. He doesn't come to his job from advertising. He was a press secretary, and so he understands the process and likes to talk about it."
- He asked me when I would have to make a decision. I first said, "in a couple of months, because if it doesn't work, I'll have to try someone else."
- He interjected, "Will you be studying the opposition, too?" I said no, that I had never done that, that my loyalty to one side was total. He said, "that would have complicated things."
- Then I came back and mentioned the campaign school by Campaigns & Elections, and that an early decision by Fowler would effect my decision "to go and soak in that atmosphere."
- He said he thought they could decide by the end of May whether we should move "to the next step" which would be an interview with Fowler. "I'm sure he will want to talk with you directly." I said, "I would want to talk with him." He said that he'll call and tell me how they were leaning, yes, no or undecided. And if yes or undecided, he would set up an interview for me.
- We started walking back upstairs.

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- He asked me where I would be; I said Rochester till the 31st and then Cape Cod.
- "Maybe he'll want to come up and have this interview there. He likes Boston." I said, "Tell him to bring his bathing suit or whatever and we'll do it." He said, "I've been on a few forays to Boston, to the ball park." So we talked about getting tickets. He and I agree its one of the few parks we get that are worthwhile.
- I talked about "growing up in the bleachers, for \$.90 a seat on the benches," - etc.
- He talked about the new Baltimore stadium - natural grass (Ripken and Murray had it in their contracts that they would only play on natural grass) how its coming along.
- We parted at the door of 204 RSOB, and I went up to Pryor's office to see how he's doing after his heart attack.
- Not alot of planning has been done - he's worked on a budget. He's met with consultant to see if they can do what the consultant thinks is necessary. They are thinking about fund-raising, but its not clear what they have done. They have "a one-person campaign still in Georgia. She's essentially a bookkeeper. She keeps our campaign lists up-to-date. (Donors, I guess.) We will open a campaign headquarters in January or February - as late as we can put it off." Further, we'll spend eight days in Georgia over Memorial Day, but they don't plan too many of those. He will be included in fund-raising from now on, "but it will not preoccupy him this year. Most of what he will do for the rest of this year is respond to proposals."