

JEFF GATES

Jeff Gates is an Athens native where he graduated from Athens High School. His father, Jim Gates, was for many years dean of the College of Business at the University of Georgia. After graduation from the University of Virginia with a B.A. in the Economics Honors Program (1968), he served in the U.S. Army, including a tour in Vietnam where he served as a convoy commander in Northern I Corps. He spent much of the 1970s in San Francisco where he graduated from Hastings Law School. After serving as in-house counsel to a benefits consulting firm, he was hired by U.S. Senator Russell Long of Louisiana where he served seven years as counsel to the Senate Finance Committee (1980-87) where he crafted much of the federal law on pensions and on employee stock ownership plans (“ESOPs”). ESOPs are now in place in approximately 10,000 U.S. corporations covering approximately 10 percent of the U.S. workforce, including United Airlines (55% ESOP-owned).

After leaving the Senate, he practiced law with retiring Senators Russell Long and Paul Laxalt, who chaired Ronald Reagan’s three presidential campaigns. After serving as special counsel to a New York-based investment banking firm, he joined the Washington office of Powell, Goldstein, Frazer and Murphy, the Atlanta firm, where he was a partner. In 1992, he began an international consulting firm and has since advised in 30 countries on various aspects of ownership design. In 1998, he published the popularly acclaimed book, *The Ownership Solution – Toward A Shared Capitalism for the Twenty-First Century*, which received strong endorsements across the political spectrum. His latest book (April 2000 release) is titled *Democracy at Risk – Rescuing Main Street from Wall Street (A Populist Vision for the Twenty-First Century)*. He now serves as president of the newly established Shared Capitalism Institute, dedicated to addressing the many perils of today’s highly concentrated ownership. For statistics on ownership and income trends, see the Institute’s web site at www.sharedcapitalism.org. Material concerning his books can also be found there.

A popular lecturer and widely published author, Mr. Gates contributes regularly to a broad range of professional, trade and popular publications. An instructor in the MBA faculty at Emory University, he is also involved in an advisory capacity with a broad range of nonprofit activities, both in the U.S. and abroad. His 1998 book, *Democracy at Risk*, has been embraced by the U.S. Green Party as a key reference, with Green Party Presidential candidate Ralph Nader declaring Greens “the party of the new populism” as described in Mr. Gates’s writings.