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Folder Title:

[Ireland]-Ireland/U.K. Trip Deliverables

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November 9, 1995

INFORMATION

MEMORANDUM FOR NANCY SODERBERG

THROUGH: ALEXANDER VERSHBOW

FROM: MARY ANN PETERS

SUBJECT: Update on Deliverables for President's Trip

NORTHERN IRELAND

BIRD: IFI will be devoting some of its R&D funds to a BIRD-like initiative, but the real deliverable here is the \$30 million venture capital fund that has been put together by a group of investors working with John Cullinane. The President should use this as an example of what can happen when the private sector is presented with an attractive opportunity.

AMBIT: This is the management intern program which has been funded for another year. It will bring another 50 interns over here to spend about 3 months working in U.S. corporations. I think it should be mentioned by the President at some point in Northern Ireland. One possibility would be to have couple of returned interns in the audience at Mackies and ask them to stand up, à la Reagan. We should also ask Anne Edwards whether there might be some interest from media in local markets in the U.S. in doing stories on the interns in their areas.

President's Prize: This is the exchange program to be funded by the two newspapers. It too merits a mention by the President as an example of the kinds of things the people of Northern Ireland are doing to make their peace permanent.

Cabletel: This is a U.S. company that recently won the bid for a fiber optic network in Northern Ireland, worth \$500 million. However, since the investment would have taken place even if another company had won the bid (no "additionality") and one of the losers was the local TV company, I think the President should let Ron Brown announce this one.

Queens University: Jim Lyons is seeking \$100,000 from IFI to fund a lecture program. He assumes that USIA can implement it if he gets the money. I have checked, and they can, subject to agreement on the details.

Business Deals: Commerce has promised a list of the business resulting from the May conference and last month's trade mission. I think we should try to "salt" the President's remarks at various locations with references to any relevant deals. We'll have to see what is out there.

NED/NDI: Good results with party training program (in basics of campaigning). May be worth a mention by POTUS if he makes remarks at reception at Queens. *Focus group? What are they doing, what way going?*

Tourism Cooperation: USTTA has not done much of anything since signing a communique in May. One thing that may happen down the road is a trade mission for the hotel industry, but it is not even in the planning stage. Nothing has happened on improving air links either. Still, tourism in Northern Ireland was up 56% in the year following the cease-fire, and the President should mention tourism as one of the benefits of peace.

IRELAND

Announcement
Small Business Administration: This is a deliverable for Ireland rather than Northern Ireland. At a November 13 ceremony in Boston, SBA will sign an agreement with Forbairts to develop small business export partners. The President should mention in Dublin or the West.

What We Don't Have:

USA newspapers
Jim Lyons' Peace Center: I think he is still working on it but he didn't tell me where it stands.

OPIC Guarantee: OPIC has (repeatedly) turned down a proposal to guarantee a peace bond or other vehicle for investment in Northern Ireland. Their argument is that there are other, cheaper investments open to investors than what they could offer (given the need to pass along their costs). We could consider pressuring them, but I do not think an OPIC guarantee is "sexy" enough to make it worth the effort.

Starstreak: This would have been the ultimate deliverable because it will be co-produced by Lockheed-Marietta and Shorts of Belfast. But it will take the Army another 2-3 years to test the missile for the Apache helicopter. The letter Congressman Kennedy and others wrote to the President was not motivated by any imminent decision on the part of the Army. We will make sure the President has if-asked points on this.

Kessinger, Jodi

From: Peters, Mary A.
To: Soderberg, Nancy E.
Cc: /R, Record at A1
Subject: Deliverables Meeting [UNCLASSIFIED]
Date: Monday, November 13, 1995 1:50PM
Priority: High

To: NES
From: MAP
Subj: Deliverables Meeting

The main purpose of the meeting is poll the agencies on their follow-up to the May conference and find out if there is anything more they can do for the President's trip. I suggest you ask each in turn to describe where their agency's follow-up stands. In addition, you may want to raise the following questions with agency reps as indicated:

Commerce/Virginia Manuel: She has provided me with a description of the business deals that may come out of the October trade mission, but there isn't much to point to.. What we still need is follow-up from the May conference; i.e., what deals were made as a result. also in Sallett's absence, is Brown willing to head a high-powered trade del early next year that could possibly be announced during trip?

Paige Alexander: AMBIT is one of the successes. Just ask Paige if AID has any other deliverables to offer.

Martha: What does she see as the most important, tangible follow-up activities to the conference?

Bob Edmunds
SBA (~~Missy Kincaid~~ or other rep): Signing of agreement with Forbairts of Ireland on developing small business exprot partners taking place in Boston today. But the agreement is for Ireland, not Northern Ireland or border areas. How was it related to May conference? Any Northern Ireland angle to it?

USTTA: Agreement was signed, but what has actually been DONE?

Meryl Burpoe/OPIC: Explore OPIC willingness to guarantee investments in Northern Ireland -- reasons for lack of interest.

Susan Stahl/ USIA: Is USIA doing anything new? We need the list of recent IVPs (international visitors)

Richard Hughes of USDA: Ask him for a piece of paper on the biomass workshop in Dublin , anything else they have.

THE WHITE HOUSE
WASHINGTON

Oct 31

Nancy,

What are your thoughts
on the attached? I
think we could work
the announcement into
the speech @ Machies.

Notice that the
Embassy in London sent
cable to S. Brophy.

W2/Fred

To read
Yes, let's have
Commerce talk to
Dixon with Ann.
MAD

ROUTINE

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PRT: DOHSE BROPHY

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E.O. 12356: N/A

TAGS: BEXP, ETRD, EINV, ECON, PREL, EI, UK
SUBJECT: HALF BILLION DOLLAR COMMERCIAL DELIVERABLE FOR
PRESIDENT CLINTON TO ANNOUNCE IN NORTHERN IRELAND

1. THIS IS AN ACTION MESSAGES. SEE PARA FIVE.

2. CABLETEL N.I. LTD, THE NORTHERN IRELAND FIBRE OPTIC
FRANCHISE, WHOSE PARENT IS U.S. COMPANY INTERNATIONAL
CABLETEL, INC. OF NEW YORK (LISTED ON NASDAQ), HAS ASKED
THE U.S. COMMERCIAL REP IN BELFAST IF THE PRESIDENT WOULD

LIKE TO MAKE THE ANNOUNCEMENT OF A USD 480 MILLION
INVESTMENT IN NORTHERN IRELAND DURING HIS NOVEMBER VISIT
TO BELFAST. THE ANNOUNCEMENT IS CURRENTLY SCHEDULED FOR
NOVEMBER 28 AT A SPECIAL LAUNCH, BUT CABLETEL WOULD BE
WILLING TO DEFER UNTIL THE PRESIDENT IS IN BELFAST IF THE
WHITE HOUSE WISHES FOR HIM TO ANNOUNCE THIS INVESTMENT
DURING HIS VISIT. CREATING SHORT-TERM OR PERMANENT JOBS,
THIS U.S. INVESTMENT IS EXACTLY THE KIND OF PEACE

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PAGE 02 OF 02

CONTRIBUTION THAT THE MAY WHITE HOUSE CONFERENCE ON NORTHERN IRELAND WAS INTENDED TO PRODUCE, AND POST BELIEVES IT WOULD BE MOST APPROPRIATE FOR THE PRESIDENT TO DO SO.

3. CABLETEL IS THE SUCCESSFUL BIDDER FOR THIS FRANCHISE AND HAS BEEN AWARDED LICENSES BY U.K.'S INDEPENDENT TELEVISION COMMISSION AND THE DEPARTMENT OF TRADE AND INDUSTRY TO LAY FIBRE-OPTIC CABLE TO 428,000 OF NORTHERN IRELAND'S 530,000 HOUSEHOLDS. LAYING THE CABLE WILL CREATE 600 JOBS. THE NETWORK, WHICH WILL CARRY RESIDENTIAL AND BUSINESS TELEPHONE SERVICES AND DATA AND TELEVISION SERVICE, WILL CREATE 300-350 PERMANENT JOBS. CABLETEL COMPETED AGAINST 4 OTHER CONSORTIA FOR THE RIGHT TO INSTALL THIS CABLE SERVICE - THOSE HEADED BY U.S. FIRMS NYNEX AND U.S. WEST - AND GROUPS HEADED BY THE U.K.'S BRITISH TELECOMM AND ULSTER T.V.

4. THE COMPANY IS EAGERLY AWAITING WORD AS TO WHETHER THE WHITE HOUSE WISHES TO FACTOR THIS INTO THE PRESIDENT'S SCHEDULE OR INCLUDE IN A BUSINESS SPEECH FOR PUBLIC ANNOUNCEMENT OR SHOULD PROCEED WITH ITS ORIGINAL PLANS FOR A NOVEMBER 28 PRESS EVENT. FOR MORE INFORMATION ON THE INVESTMENT, QUESTIONS COULD BE DIRECTED TO J. BARCLAY KNAPP, CEO, INTERNATIONAL CABLETEL INC., NEW YORK. TEL: 212-906-8440.

5. ACTION REQUEST: PLEASE ADVISE WHETHER POST SHOULD ENCOURAGE CABLETEL TO HAVE ITS PUBLICITY EVENT AS PLANNED OR WHETHER YOU WISH IT FACTORED INTO PRESIDENTIAL ACTIVITY OR SPEECHES.

(FCS/LONDON/NCHARLES-PARKER/CAFORD) CROWE
BT
#4840

NNNN
<MSGID> M1928117

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UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230
ASSISTANT SECRETARY FOR INTERNATIONAL
ECONOMIC POLICY

FOR OFFICIAL USE ONLY

November 2, 1995

Memorandum for: Nancy Soderberg
From: Charles Meissner *GM*
Subject: Commerce Projects Following Up the White House
Conference (WHC)

The following information is provided to update activities associated with the Department of Commerce's WHC follow-up.

1. "BIRD-like" Concept and John Cullinane's Efforts

*RADIUS
UI - IFI funds*

"BIRD-like" Program

- the Irish and Northern Irish science and technology people at Forbairt and IRTU, respectively, submitted a joint proposal to the International Fund for Ireland to re-direct some of its S&T budget to a "BIRD-like" pilot program known as RADIUS (Research and Development between Ireland and the United States). The full IFI board approved this proposal in its September 22 board meeting. In the initial phase, the program will be jointly managed by representatives of Forbairt and IRTU through the existing IFI Science and Technology Program team and will focus on research and development opportunities. Five hundred thousand pounds will be budgeted in FY 1996 for the program and one million pounds for FY 1997.

\$30m.

800m.

U.S. Office to Locate/Screen Proposals

- John Cullinane continues to explore establishing a small office in the U.S. for the purpose of screening U.S. proposals for joint product development with Irish and Northern Irish firms. The office would also locate firms or individuals in Ireland or Northern Ireland to do the work. His idea is that the projects would be financed in part by Irish or UK funds depending on the location of the project. IFI funds through the RADIUS program could also be used to enhance national funds.



Venture Capital

- A group of venture capitalists headed by Peter Brooke and John Cullinane traveled to Ireland and Northern Ireland, October 16-19 to survey the market to make their own determination of the market for venture capital and the need for a new venture capital entity. After discussions with a variety of people in the Irish and Northern Irish governments and the private sector, the group is planning to create a \$30 million venture capital fund to invest in Northern Irish and Irish firms with access to U.S. companies. This private effort, which grew out of the White House Conference, could be announced at the time of the President's trip.

2. OPIC Supported Venture Capital Fund for Northern Ireland and the Border Counties

→ Pension funds

Another venture capital group has met with us to discuss the formation of a venture capital fund for Ireland and Northern Ireland. This New York based group submitted a proposal to OPIC for its possible participation in the fund. The company is looking for an OPIC guarantee and had asked Commerce to assist setting up a meeting with OPIC in the near future to discuss its proposal to create the \$70 to \$100 million fund. Conceptually, it would be similar to the OPIC participation in the venture capital funds set up in Eastern Europe. OPIC, in response to this proposal, has declined to support an equity fund in Ireland and Northern Ireland at this time.

Peter Cooper
Andy Banks
J Ireland

??

3. Trade and Investment Missions

The October 16-20 trade and investment mission to Northern Ireland and the Border Counties of Ireland, which involved 19 companies representing primarily environmental technologies, information technologies, and food industries sectors, was very successful. Two days were spent in Belfast, one in Derry and one and one half in Monaghan in Ireland. Approximately 300 appointments were scheduled in the three cities. The companies are being polled by Commerce this week to discern the specific results of the mission. From informal conversations with the U.S. companies, we believe that there are a number of business transactions with Irish and Northern Irish firms which will occur over the next several months. Several community organizations in West Belfast also participated in the mission by hosting a luncheon for the U.S. business participants and Northern Irish firms, which they invited, at Mackies International Ltd. IDB and IDA cooperation was critical for the success of the trade mission. Assuming a good response from U.S. firms, we would hope to have other missions in March and June of 1996.

4. Science and Technology MOU/IPR Annex

There are two open areas of concern with this issue.

The outstanding issue on the draft Science and Technology MOU is whether this is

a binding or non-binding agreement. The Technology Administration thinks that this will be settled in time for signing during the President's trip. The State Department has been asked to draft the appropriate MOU text.

Who
Sign?

The second issue is the IPR Annex itself which is being discussed among State and Commerce attorneys, USTR and IPR experts in the U.K. government. We now have a draft IPR Annex. Commerce and State lawyers are reviewing the text.

This "Annex" is more expansive than the one which originally was discussed because it includes all of the U.K. and is not just limited to Northern Ireland. The Technology Administration is trying to determine remaining issues with State Department lawyers to determine whether this can be pulled together in time for the President's trip.

USA/Northern Ireland Technological Cooperation

Northern Ireland is establishing its own "Manufacturing Technology Partnership" modeled after the U.S. program at NIST. A director for the program has been appointed. An assessment of the manufacturing base in NI will be undertaken and a strategic plan will be developed for helping smaller manufacturers bring their operations up to world-class standards in everything from accounting to quality control to robotics. This program is a direct result of the signing of the Joint Statement between the U.S. DOC and Northern Ireland's I.R.T.U. last December in Belfast.

5. AMBIT and AID

A \$225,000 program budget for calendar year 1996 was submitted for the International Fund for Ireland Board's consideration. The IFI Board voted to fund the program at the \$225,000 level on September 22. This will allow 50 Northern Irish and Irish interns to participate in the program in calendar year 1996. We anticipate having approximately 33 interns in various stages of placement with U.S. companies by the end of this year.

with

6. Technical Assistance for Community Organizations to Attract Investment

Commerce arranged for a small pro-bono mentor team, experienced in real estate and economic development, to advise community organizations in Belfast on the process of U.S. business site selection as well as how they may promote their areas for business investment. The team, which traveled to Belfast September 5-8, viewed industrial sites in the Falls and Shankill areas of West Belfast, and met with the statutory agencies involved in attracting investment to Northern Ireland. As a result of this visit, 2-3 community organizations are interested in reviewing models for community development corporations (CDC) in the U.S. and may travel to the U.S. to view CDC's in New England.

11

7. Business Information Center for Northern Ireland and the Border Counties of Ireland (NIBC)

Secretary Brown announced this initiative in Belfast last December. The Center is operating as a fax-on-demand system (tel:(202) 501-7488) with over 200 reports available for distribution. We are handling about 50 inquiries a week.

Expansion to the Internet has been established via a home page which will contain most of the material on the fax system and will provide an interactive element for Northern Irish and Irish firms seeking U.S. business contacts and U.S. firms seeking Northern Irish and Irish contacts. The Internet link will also be used to market the BIRD-like pilot program, RADIUS, being instituted by the International Fund for Ireland. U.S., Northern Irish, and Irish firms looking for joint ventures in product development can utilize the NIBC home page on the Internet for this purpose. The Internet Northern Ireland/Border Counties of Ireland Home Page address is: <http://www.itaiep.doc.gov>

8. Marine Memorandum of Understanding between NOAA and the Marine Institute of Ireland

Discussions were held with the Minister of the Marine and Defense in Ireland and the Marine Institute concerning a Memorandum of Understanding (MOU) between Commerce's NOAA and the Marine Institute of Ireland during the recent mission to Ireland. MOU language has been drafted by NOAA's National Ocean Service, Office of Ocean and Coastal Resource Management and the Marine Institute and is being circulated to State and the Foreign Ministry in Ireland at this time. The essence of the MOU would be to establish cooperation, coordination and communication between the Marine Institute and NOAA in their programs of coastal zone management, marine and coastal protected areas and marine technology. The goal is to reach agreement on the MOU language in time for a signing ceremony for the President's trip.

Initial discussions have also begun between Ireland and the Northern Ireland counterpart in marine resources concerning interest in cooperation with the U.S. and Ireland.

Other USG Initiatives

1. FCC Information Technology Project

Commerce has had preliminary discussions with Chairman Hundt's staff about organizing a project which would link school children from Northern Ireland Catholic and Protestant schools by computer in one area and possibly in two cities. The idea would be to encourage schools to become centers for cross community interaction and to increase information technology skills in the schools in a pilot program. The FCC is considering raising the funding through a new foundation or

Peter Cowhey
Reed Hundt → *FCC*

other sources to set up a web server and to create a web site which would serve a certain area in Northern Ireland. The foundation would fund the hardware, software, and wiring of the schools for the project. The FCC intends to proceed with this project in early 1996 prior to Chairman Hundt making a trip to Ireland in February. In the meantime FCC staff will approach the IFI to explore "seed" funding for this pilot by the end of 1995.

2. Springvale Campus Community Center - Belfast

We put Ulster University in contact with the Student Union of the University of Wisconsin - Madison. As a result, preliminary plans for the Springvale campus now include a community center which will operate outreach programs to both the Shankill and Falls Road areas of Belfast as well as serving student and faculty needs.

Distributed to:

David Rothkopf	Joe Clark
Martha Pope	Virginia Manuel
Susan Brophy	Richard Hughes
Jonathan Sallet	Tom Dine
Mary Good	Paige Alexander
Mary Ann Peters	

The Cullinane Group, Inc.

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MEMORANDUM

John J. Cullinane
President

TO: Nancy Soderberg
Deputy Assistant to the President
for National Security Affairs

FROM: John Cullinane

DATE: October 25, 1995

SUBJECT: Ireland Trip

Two noted venture capitalists, Peter Brook, Chairman of the Board & Chief Executive Officer of Advent International Corporation, and William Egan, President of Burr, Egan, Deleage, plus Frank Costello, Connecticut businessman Richard Segerson (son-in-law of John Brogan, former President of the American Ireland Fund), and I participated in a very intensive analysis of the venture capital opportunities on the island of Ireland last week.

In a few words, we were extremely impressed with the level of technical excellence and companies in both Northern Ireland and the Republic of Ireland and its potential for a venture capital fund. Actually, we were astounded as we met one outstanding high tech company after another. A perfect example of the potential for venture capitalists in Ireland is CBT, a software company which recently went public in the United States and now has a market value of \$400 million. In fact, Ireland, like Holland in the 15th Century, has the potential of becoming the world's information technology power of the 21st Century.

To capitalize on this opportunity, we plan to create a \$20 million venture capital fund to invest in Irish companies, both in the North and the South, that will have strong access to American companies and thus be able to establish marketing links between American and Irish high tech firms in order to expand their markets and eventually take them public, as appropriate. This would be an all private sector initiative.

We also met with the International Fund for Ireland (IFI), who is redirecting some of its funds to a *Research and Development between Ireland and the United States (RADIUS)* program designed to operate as the Israeli-BIRD does, but focuses on research and development opportunities. The Industrial Development Agency of Ireland (IDA) and the Industrial Development Board for Northern Ireland (IDB) would represent them in the United States.

The above initiatives both come directly from President Clinton's concern and interest in the peace process in Northern Ireland.

TO Jodi
Linda m
delivers

CC to MRP
return

Hi-tech venture fund Dollar deal

A \$20m venture capital fund to support hi-tech projects in Northern Ireland and the border counties is to be set up in 1996.

John Cullinane, the software millionaire who has spearheaded the proposed Technology Fund for Ireland, said venture capitalists are now committed to financing the project.

Mr Cullinane, in an exclusive interview with *Business Telegraph*, said he is quite optimistic that finance will be raised in the private sector within months.

Mr Cullinane, together with Frank Costello, chairman of Boston-Derry Ventures, brought key US venture capitalists and businessmen to the province last week.

He said three powerful players, Peter A Brooke,

William Egan and Richard Segerson, are so impressed with the potential they are now committed to the project.

"The quality of the people we met and the level of technology both north and south has been far far superior to anything we ever imagined," said Mr Cullinane.

Mr Brooke, who has links to the Brookeborough family in Northern Ireland, pioneered the venture capital industry in the US where he controls \$1.5bn in investment capital. He is chairman and chief executive officer of Advent International Corporation, the world's most extensive global private equity investment organisation.

Mr Egan manages a \$600-\$700m venture capital fund. He is a founding member of Burr, Egan

and Delcage, & Co, a private venture capital firm which has investments in more than 100 US companies.

Mr Cullinane said these individuals will not only help with raising finance, but will be instrumental in opening up vital US markets to fledgling hi-tech Ulster companies.

"They are all committed to the project," he said. "The next step we will have to take is to sit down and develop a proposal and set in motion the process of raising the money."

The fund is supported by Belfast Councillors Reg Empey and Alisdair McDonnell who met with Mr Cullinane at the Washington Conference in May. The fund is based on an Israeli BIRD programme which has raised \$2bn.



FOUNDED 1941

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Adrian Karatnycky
President

Frank Calzon
Washington Representative

October 18, 1995

Ms. Nancy Soderberg
Deputy Assistant to the President
for National Security Affairs
The White House
Washington, D.C.

By Fax: 202/456-9460

Dear Nancy:

Let me take this occasion to thank you for all your assistance in making it possible for the President to attend our October 6th conference. I hope you were as pleased as we were with the success of this meeting and the broad media coverage of it.

I now write to express Freedom House and my own enthusiastic support of the candidacy of Nina Shea for the appointment to the post of "Independent Expert" or "Alternate" to the UN Subcommittee on Prevention of Discrimination and Protection of Minorities.

Nina is currently director of Freedom House's Puebla Program on Religious Freedom and has worked closely with us as director of the Puebla Institute for many years. Through her full-time work on human rights, she has developed expertise on a broad variety of countries throughout the world, including China, Burma, Sudan, Vietnam, Cuba and Indonesia. She is one of the foremost American human rights experts on China, writing, speaking and testifying on the issue frequently. (Regarding Chinese prisoners, the Washington Post editorial page cited "the large and persuasive compilation of cases" produced by Nina, as well as by Amnesty and Asia Watch). Last May Nina carried out one of the most creative efforts on human rights in China by organizing a major educational conference for American executives doing business in China that was attended by corporate directors from Texaco, Pfizer Pharmaceutical, Metropolitan Life Insurance, Merrill Lynch, Unilever, and Domino's Pizza, among others.

Nina is also at home with the United Nations and its various human rights bodies. She represented Freedom House at the last Subcommittee session and has appeared before the Commission on Human Rights (where she was also a U.S. public delegate during the first year of the Clinton Administration), as well as the Subcommittee about a dozen times over her 15-year career as a human rights lawyer. She has a solid academic and practical grounding in the workings of the UN human rights mechanisms and extensive contacts within the UN system and the NGO community.

FREEDOM HOUSE
HEADQUARTERS
120 WALL STREET
NEW YORK, NY 10005
TEL: 212-514-8040
FAX: 212-514-8050

*Nancy -
Has a decision
been made yet?*

*no
CC SB
Syr*

*ans
file*

In short, Nina is an outstanding human rights activist. She is respected by centrist democrats, the Democratic Leadership Council and PPI and by neo-conservatives. She also has many contacts and is well-regarded within Catholic circles both here and at the Vatican.

I hope you can see fit to support her appointment to the Subcommittee.

Best regards,


Adrian Karatnycky
President

*JK - file in
deberms*

ROTHGERBER, APPEL, POWERS & JOHNSON

SUITE 3000

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FAX TRANSMITTAL SHEET

To:	<u>Jack Quinn</u>	Fax No.	<u>202 456-6212 511</u>
To:	<u>Nancy Soderberg</u>	Fax No.	<u>202 456-9460</u>
To:	<u></u>	Fax No.	<u></u>
To:	<u></u>	Fax No.	<u></u>
To:	<u></u>	Fax No.	<u></u>
From:	<u>James M. Lyons</u>	User No.	<u>208</u>
Re:	<u>President's Ireland visit</u>	Client No.	<u>74099-101</u>
Date:	<u>October 31, 1995</u>		

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M E M O R A N D U M

To: Erskine Bowles
 From: James M. Lyons
 Re: Presidential visit to Ireland
 Date: October 30, 1995

Attached are memoranda dated August 10, 1995 to the President and September 8, 1995 to Jack Quinn, Martha Pope and Susan Brophy. These memoranda are intended to provide you with background regarding my views of the President's upcoming visit to Ireland. If you have time, you may wish to quickly review them; however, it is not absolutely necessary for our present purposes.

Since August, I have been to Ireland twice and have had numerous discussions with representatives of both governments, Kathy Stephens, Jean Kennedy Smith, and various community and political leaders in Northern Ireland. In summary, I believe that most of the issues and concerns which I have listed have been addressed; however, I would like to highlight the following points:

1. Belfast/International Fund for Ireland. I believe it is essential that the President's visit to Belfast include a meaningful and public IFI event. I have suggested and continue to suggest the Townsend Business Enterprise Centre described on page 2 of my September 8 memorandum. Other IFI venues are available (e.g., the East Belfast Development Centre) but would not afford the President an easy opportunity to "walk the peace line," also something I encouraged him to do.
2. The American Peace Center. The British government is currently uncertain as to its commitment to the Springvale campus of Ulster University and does not expect to make a decision before the President's visit. This effectively makes the concept of an "American Peace Center" moot in the context of a Presidential visit. It is, however, a concept which should be seriously pursued in the future.
3. "Deliverables." A number of programs and initiatives are in process through the Commerce and State Departments as a follow-up to the White House conference last May. None of these appears to rise to the level of a Presidential "deliverable." In fact, I believe that the principal "deliverable" of this visit is the President himself, in recognition of his personal efforts in support of the peace process and the continuing commitment of the Administration to comprehensive political dialogue among the legitimate parties.

I hope this is helpful to you. I look forward to meeting with you at 11 a.m. on Wednesday, November 1, in your office.

cc: Jack Quinn
 Nancy Soderberg

September 30, 1995

INFORMATION

MEMORANDUM FOR NANCY SODERBERG

THROUGH: ALEXANDER VERSHBOW

FROM: MARY ANN PETERS

SUBJECT: "Deliverables" for President's Trip

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Can we get for visit?

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KB - put in Book - Sent to MAP

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Nancy Nobelburg

Fax No.

202 456-9460

From:

Jim Lyons

Re:

Date:

9/18/95

Client No.

74099-101

ADDITIONAL REMARKS:

TO MAP
what do we think?
m

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BIRD-RADIUS PROGRAMME

EXECUTIVE SUMMARY

1. At the White House Conference on Trade and Investment the US Administration announced that it would explore the scope for the establishment of a Technology Trust Fund which would identify and support joint ventures in applied research between companies in the 12 northern counties and US partners. (It will be recalled that the original proposal, promoted by Mr John Cullinane, suggested the establishment of a substantial endowment resource to be funded by the British and Irish Governments, the private sector and the International Fund.) The DBMs subsequently asked the Science and Technology Programme Team to prepare a paper which would address how the Fund's S&T Programme might contribute to such an initiative.
2. The paper hereunder has accordingly been prepared by the Programme Team drawing on the benefits of their recent study visit to Israel where they examined the operation of the existing US-Israel BIRD Programme at first hand. The Programme Team noted that this BIRD Programme:
 - had supported a total of 391 projects totalling payments of \$114M;
 - had received royalties of \$28M; and
 - had generated sales of \$1.7 billion from funded projects; and
 - was considered by the US and Israeli authorities as being a very successful model for economic development.
3. The Programme Team accordingly recommend the establishment - on a pilot basis - of a new Programme ("RADIUS" - Research and Development between Ireland and the United States) within the overall framework of the Fund's S&T Programme. RADIUS will be a technology based market driven programme which will support company to company joint venture product development between the 12 northern counties and the US.



4. The main proposed features of RADIUS are as follows:
- Fund assistance will be provided on a project by project basis rather than through a capital endowment;
 - Assisted projects would be awarded conditional grants to be repaid through royalties on resultant sales;
 - RADIUS would operate as a pilot programme with a budget of £0.5M in 1996 and £1.0M in 1997;
 - While the existing S&T Programme Team would, in the first instance, manage the Programme, experience might dictate the need for a full time Director;
 - The Programme Team would be given delegated authority to make grant awards except for substantive Full Scale projects which would be referred to the DBMs/Board for approval.
5. The Advisory Committee considered the paper produced by the Programme Team at its meeting on 7 September. Welcoming the paper, its preliminary view was that the "RADIUS" Programme being proposed represented a constructive and sensible way forward. The Committee felt that the US authorities should be approached prior to the Board meeting to ensure that they were fully in agreement with the RADIUS proposal and to explore what inputs - perhaps "in kind" expertise or personnel - they might be able to commit to the programme. Subject to a satisfactory response to these approaches, the Committee agreed to recommend the paper to the Board. The Committee also noted that should the pilot phase be successful, the two Governments might then wish to mainstream the programme.
6. The Joint Chairmen of the Advisory Committee hope to be in a position at the Board Meeting to report on the outcome of these approaches to the US Administration.
7. The Board is invited to take a view on the proposed RADIUS Programme as outlined in the paper hereunder.

November 9, 1995

INFORMATION

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THROUGH: ALEXANDER VERSHBOW

FROM: MARY ANN PETERS

SUBJECT: Update on Deliverables for President's Trip

NORTHERN IRELAND

BIRD: IFI will be devoting some of its R&D funds to a BIRD-like initiative, but the real deliverable here is the \$30 million venture capital fund that has been put together by a group of investors working with John Cullinane. The President should use this as an example of what can happen when the private sector is presented with an attractive opportunity. ?

AMBIT: This is the management intern program which has been funded for another year. It will bring another 50 interns over here to spend about 3 months working in U.S. corporations. I think it should be mentioned by the President at some point in Northern Ireland. One possibility would be to have couple of returned interns in the audience at Mackies and ask them to stand up, à la Reagan. We should also ask Anne Edwards whether there might be some interest from media in local markets in the U.S. in doing stories on the interns in their areas. ✓

President's Prize: This is the exchange program to be funded by the two newspapers. It too merits a mention by the President as an example of the kinds of things the people of Northern Ireland are doing to make their peace permanent. →

Cabletel: This is a U.S. company that recently won the bid for a fiber optic network in Northern Ireland, worth \$500 million. However, since the investment would have taken place even if another company had won the bid (no "additionality") and one of the losers was the local TV company, I think the President should let Ron Brown announce this one.

Queens University: Jim Lyons is seeking \$100,000 from IFI to fund a lecture program. He assumes that USIA can implement it if he gets the money. I have checked, and they can, subject to agreement on the details.] *Mark
Call*

Business Deals: Commerce has promised a list of the business resulting from the May conference and last month's trade mission. I think we should try to "salt" the President's remarks at various locations with references to any relevant deals. We'll have to see what is out there.

NED/NDI: Good results with party training program (in basics of campaigning). May be worth a mention by POTUS if he makes remarks at reception at Queens. (page)

Tourism Cooperation: USTTA has not done much of anything since signing a communique in May. One thing that may happen down the road is a trade mission for the hotel industry, but it is not even in the planning stage. Nothing has happened on improving air links either. Still, tourism in Northern Ireland was up 56% in the year following the cease-fire, and the President should mention tourism as one of the benefits of peace.

IRELAND

Small Business Administration: This is a deliverable for Ireland rather than Northern Ireland. At a November 13 ceremony in Boston, SBA will sign an agreement with Forbairts to develop small business export partners. The President should mention in Dublin or the West. }

What We Don't Have:

Jim Lyons' Peace Center: I think he is still working on it but he didn't tell me where it stands.

OPIC Guarantee: OPIC has (repeatedly) turned down a proposal to guarantee a peace bond or other vehicle for investment in Northern Ireland. Their argument is that there are other, cheaper investments open to investors than what they could offer (given the need to pass along their costs). We could consider pressuring them, but I do not think an OPIC guarantee is "sexy" enough to make it worth the effort. Kofle

Starstreak: This would have been the ultimate deliverable because it will be co-produced by Lockheed-Marietta and Shorts of Belfast. But it will take the Army another 2-3 years to test the missile for the Apache helicopter. The letter Congressman Kennedy and others wrote to the President was not motivated by any imminent decision on the part of the Army. We will make sure the President has if-asked points on this.

→ Follow on Trader Investment Corp.

September 30, 1995

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