

# FOIA MARKER

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Folder Title:

[Ireland]-White House Conference on Ireland, January 1995

Staff Office-Individual:

Staff Director-Soderberg, Nancy

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**U.S. DEPARTMENT OF COMMERCE**

Office of the Secretary  
Office of Policy and Strategic Planning  
14th Street and Constitution Avenue, NW  
Washington, DC 20230  
(202) 482-4127  
(202) 482-4191 (fax)

Jonathan Sallet, Director

---

| <u>TO:</u>         | <u>Fax</u> |
|--------------------|------------|
| Susan Brophy       | 456-6220   |
| Martha Pope        | 736-4535   |
| David Pozorski     | 736-4535   |
| Nedra Overall      | 736-4535   |
| Kathy Stephens     | 456-9150   |
| ✓ Brooke Darby     | 456-9460   |
| Marilyn DiGiacobbe | 456-6218   |
| Charles Meissner   | 482-5444   |
| Paul Rosenberg     | 482-4191   |
| Virginia Manuel    | 482-5444   |
| Peter Hale         | 482-2897   |
| Ken Nicols         | 482-2897   |
| Robert McLaughlin  | 482-2897   |
| Cheri Carter       | 482-0052   |
| Jim Desler         | 482-6027   |
| Whitney Williams   | 482-4420   |
| Julie Montgomery   | 482-4191   |
| Jennifer Conovitz  | 482-0042   |

FROM: Jonathan Sallet

COMMENTS: The next Working Group Meeting on the White House Conference on Trade and Investment in Ireland and Northern Ireland will be held at 4:00 pm, Tuesday, January 31, 1995 in the Secretary's Conference Room at Department of Commerce (please go to Room 5430 or Room 5835 to gain entrance). Attached is a follow-up memo from the meeting earlier this week and a contact list. Please call Julie Montgomery at 482-6062, if you have any questions.



**UNITED STATES DEPARTMENT OF COMMERCE**  
**Office of the Secretary**  
Washington, D.C. 20230

January 26, 1995

**MEMORANDUM TO DISTRIBUTION**

**FROM:** Jonathan Sallet

**SUBJECT:** Follow-Up to 1/24 Ireland Meeting

Thank you for attending the meeting on Tuesday night regarding planning for the White House Conference on Trade and Investment in Ireland and Northern Ireland. As agreed, the next meeting of our Working Group will be held at 4:00 pm on Tuesday, January 31 in the Secretary's Conference Room at the Department of Commerce.

There will be many moving parts to this conference and we will have to be coordinated. We agreed in our initial organizing meeting to establish a number of task forces, each of which will be responsible for various components of the Conference. Listed below are the Task Forces and the lead for each. In order to ensure that proper input is provided in all the discussions and decisions of each task force, I have attached a contact list of all of the working group members.

**TASK FORCE**

Conference Planning and Logistics  
Domestic Outreach  
Business Liaison  
Legislative Liaison  
Communications/Public Affairs  
Secretary Brown's Strategic Plan  
Foreign Government Outreach  
Foreign Non-Government Outreach

**LEAD**

Rosenberg/Carter/Meissner  
Brophy  
DiGiacobbe/Dobert  
Brophy  
Commerce - TBD  
Sallet/Meissner  
State  
Meissner

The lead of each task force should be prepared to make a presentation at the next meeting, and to circulate a draft timeline/workplan of activities. Chuck Meissner has drafted a very comprehensive timeline which can be used as a starting point.

In addition, initial, draft invitation lists of U.S. businesses, foreign governments, and foreign businesses and foreign community groups should be compiled by the appropriate task force (Business Liaison, Foreign Government Outreach, and Foreign Non-government Outreach) to be presented to Martha Pope at the next meeting, if possible.

I will circulate an agenda prior to the next meeting. Please call Julie Montgomery at 482-4127 or 482-6062, if you have any questions.

1/27/95

**WORKING GROUP CONTACT LIST****WHITE HOUSE CONFERENCE ON TRADE AND INVESTMENT IN  
IRELAND AND NORTHERN IRELAND**

| <u>NAME</u>                             | <u>PHONE</u> | <u>FAX</u> |
|-----------------------------------------|--------------|------------|
| Paige Alexander<br>USAID/ECA            | 647-6091     | 736-4597   |
| Susan Brophy<br>WH/Legislative Affairs  | 456-2230     | 456-6220   |
| Cheri Carter<br>DOC/OS                  | 482-5880     | 482-0052   |
| Jennifer Connovitz<br>DOC/OGC           | 482-3151     | 482-0042   |
| Brooke Darby<br>WH/NSC                  | 456-9471     | 456-9460   |
| Jim Desler<br>DOC/OPA                   | 482-6035     | 482-6027   |
| Marilyn DiGiacobbe<br>WH/Public Liaison | 456-2721     | 456-6218   |
| Peter Hale<br>DOC/ITA IEP               | 482-5341     | 482-2897   |
| Morgan Kulla<br>USIA/WEU                | 619-6853     | 205-0420   |
| Virginia Manuel<br>DOC/ITA IEP          | 482-5853     | 482-5444   |
| Robert McLaughlin<br>DOC/ITA IEP        | 482-3748     | 482-2897   |
| Charles Meissner<br>DOC/ITA IEP         | 482-5853     | 482-5444   |

- more -

1/27/95

**WORKING GROUP CONTACT LIST****WHITE HOUSE CONFERENCE ON TRADE AND INVESTMENT IN  
IRELAND AND NORTHERN IRELAND**

[Continued]

| <u>NAME</u>                  | <u>PHONE</u> | <u>FAX</u> |
|------------------------------|--------------|------------|
| Julie Montgomery<br>DOC/OS   | 482-6062     | 482-4191   |
| Ken Nicols<br>DOC/ITA IEP    | 482-3187     | 482-2897   |
| Nedra Overall<br>DOS S/IR    | 736-4110     | 736-4535   |
| Martha Pope<br>DOS S/IR      | 736-4539     | 736-4535   |
| David Pozorski<br>DOS S/IR   | 736-4539     | 736-4535   |
| Paul Rosenberg<br>DOC/OS     | 482-4127     | 482-4191   |
| Jonathan Sallet<br>DOC/OS    | 482-4127     | 482-4191   |
| Kathy Stephens<br>WH/NSC     | 456-9151     | 456-9150   |
| Whitney Williams<br>DOC/OLIA | 482-5440     | 482-4420   |

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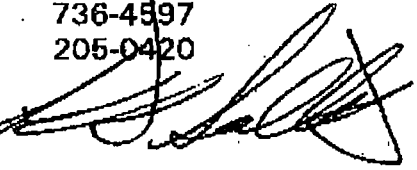
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TO:

Fax

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| Peter Hale         | 482-2897 |
| Ken Nicols         | 482-2897 |
| Robert McLaughlin  | 482-2897 |
| Cheri Carter       | 482-0052 |
| Gail Dobert        | 482-4054 |
| Jim Desler         | 482-6027 |
| Whitney Williams   | 482-4420 |
| Julie Montgomery   | 482-4191 |
| Jennifer Conovitz  | 482-0042 |
| Paige Alexander    | 736-4597 |
| Morgan Kulla       | 205-0420 |

FROM: Jonathan Sallet

  
**COMMENTS:** Attached is the Agenda for Working Group Meeting scheduled for Tuesday, January 31, 1995 at 4:00 pm in the Secretary's Conference Room, U.S. Department of Commerce (go to Room 5430 or Room 5835 to gain access). The lead of each Task Force should be prepared to make a presentation and submit a timeline/workplan of activities through the conference. In addition, initial, draft invitation lists should be provided to Martha Pope.

**WORKING GROUP MEETING****WHITE HOUSE CONFERENCE ON TRADE AND INVESTMENT IN  
NORTHERN IRELAND AND THE REPUBLIC OF IRELAND****JANUARY 31, 1995  
AGENDA**

- I. REVIEW OF 1/24 MEETING/ORGANIZATION**
- II. REPORTS FROM TASK FORCES**
  - Planning and Logistics
  - Domestic Outreach
  - Legislative Liaison
  - Business Liaison
  - Foreign Government Outreach
  - Foreign Non-Government Outreach
  - Secretary Brown's Strategic Plan
- III. INVITATION LISTS**
- IV. DELIVERABLES UPDATE**
- V. ASSIGNMENTS FOR NEXT MEETING**

January 24, 1995

MEMORANDUM FOR NANCY SODERBERG

FROM: BROOKE DARBY

SUBJECT: Ireland Conference

I attended a Commerce (Jonathan Sallet)/Martha Pope chaired meeting at Commerce today to discuss the Ireland Conference. These are the primary issues discussed of which you should be aware:

TIMING/LOCATION

A thorough search by Commerce Scheduling/Advance and BCIU of possible conference sites yielded only one definite possibility for the May 18/19 timeframe -- the Washington Renaissance Hotel (opposite the Convention Center). But it is non-Union and had an insufficient number of hotel rooms, particularly for the night before the Conference, May 17.

The best option was the Sheraton Washington, which is Union and, in addition to having great conference facilities, it has over 1,000 available rooms -- but it isn't available May 17-18. It is available May 24-26, however. **Susan Brophy called Billy Webster in the course of the meeting who confirmed that the President could do these dates.** The OECD ministerials, in which Secretary Brown is participating, are May 23-24 in Paris. The 25th is the feast of the Ascension which may be a holiday in Ireland and may preclude some participation in the Conference. These conflicts will be researched further and then, assuming all agree, Brophy will do a new SP. Sound OK to you?

BCIU

Commerce will finalize the contract with them this week.

TASK FORCES

Responsibilities were assigned to task forces and task force heads were appointed. The heads are to report to the next meeting, Tuesday at 4:00, with task force members lists, action plans and a timeline for action. Commerce is going to type up the list of task forces and heads and circulate it. I'll give you a copy when I get it.

Each of these task forces will draw up suggested lists of invitees in their area (Domestic outreach, U.S. Business Liaison, Foreign Gov'ts, etc.) We are going to look to getting preliminary lists by the next meeting and final lists by Feb. 6.

This will allow approximately 3 weeks for vetting before we try to get the invitations out on March 1. Commerce will come to the next meeting with a suggested breakdown of approximate numbers of invitees/participants for each category.

#### MITCHELL TRIP

Mitchell is planning a trip to London and Ireland Feb. 13-18. Itinerary is not set yet but this is what they're looking at:

London - Mtgs w/Major, Crowe, Carlo Trohan (sp?) of the EU  
 Belfast - Mtgs w/Mayhew, other political leaders tbd, Labour, and  
           IDB, I-5 project tours  
 Derry - Mtgs w/Hume and Willy McCarter  
 Border Areas tbd - tour  
 Dublin - mtgs tbd, maybe attend Peace Forum, maybe do a radio  
           show

One of the major issues that I think we need to decide very soon is where we stand on including Noraid or other controversial reps, i.e., would we exclude a small business because it had contributed significantly to Noraid. Will Gerry Adams be invited to participate -- Susan Brophy was under the impression that he would be. I assume you have strong views on this and think it would be useful to sit down with the relevant people -- State EUR, Martha Pope, Susan Brophy, Kathy S., etc. to resolve this issue before we get much further along.

cc: Kathy Stephens, Sandy Vershbow

NATIONAL SECURITY COUNCIL

Commerce  Main building

★ 4:30 <sup>5:30</sup> Pm **5835**

↳ Sec'y's Jonathan Sallet's  
Conference Room - office

where we are on Conference

- Julie Montgomery  
482-6062

2090

### Chronology & Timeline to Conference

Below you will find a chronology of events leading up to the present, and a timeline of events and tasks that need to be accomplished by the time of the Conference in the last half of May. The tasks needs to be assigned to the task forces that will be formed the middle of January. Each task force should develop its own timeline.

| <u>Date</u>      | <u>Item</u>                                                                                                                                                                                                                                                                                                                                     |
|------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| November 1, 1994 | President's announcement of the White House initiative to support the peace process in Northern Ireland (NI) and the six border counties of the Republic of Ireland                                                                                                                                                                             |
| November 8 & 21  | Nancy Soderberg of NSC forms Interagency Working Group (IWG) on NI initiative. Planning meetings on Brown's trip and the Northern Ireland/Ireland Conference are held in White House situation room Nov. 8 and 21. Decided that Commerce will handle organizing the conference on pattern set for the Central European Conference in Cleveland. |
| November 22      | Business Council for International Understanding (BCIU) informally contacted. They expressed interest in handling the arrangement for NI/Ireland Conference                                                                                                                                                                                     |
| December 1       | Senator George Mitchell named Special Adviser to the President and Secretary of State for Economic Initiatives in Ireland                                                                                                                                                                                                                       |
| December 12-15   | Secretary Ron Brown Mission to NI to participate in PM John Major's International Investment Conference in Belfast and Brown's visit to Dublin, Ireland. Brown also speaks with officials in Brussels at European Commission.                                                                                                                   |
| December 16      | Assistant Secretary Meissner and Ambassador Jean Kennedy Smith participated in Irish Government Forum for Peace and Reconciliation in Dublin. Former PM Albert Reynolds and new PM John Bruton as well as Jerry Adams, John Hume and James Molyneaux participated.                                                                              |
| January 4, 1995  | Martha Pope officially joins the Executive Branch                                                                                                                                                                                                                                                                                               |

Second week  
of January

Need to either announce the IWG as the central coordinating committee or form a new committee and have the IWG become a task force for a specific lists of issues. Membership of the coordinating committee needs the heads of the task forces plus other key people: Pope, Soderberg, Meissner, Sallet, Hale, Brophy, etc.

Other task forces that should be formed on an interagency basis with Martha Pope as a co-chair with the lead agency:

1. Conference Planning & Logistics - Commerce
2. Domestic Political Outreach - White House, M. Hale
3. Business Liaison - White House & Commerce
4. Communications/Public Affairs (?)
5. Legislation/Inter-Govt. - S. Brophy
6. Etc.

How support will be organized in London, Belfast and Dublin needs to be discussed. Enhanced FCO support will be needed in Belfast.

Date and location for conference selected

Make operational contact with Mayor Barry's office

Appoint advance team coordinator in Secretary Brown's office

Put together concept paper on conference with Senator Mitchell's office to present to Soderberg NI IWG group. Get Approval.

NI IWG Meeting

Briefing for Senator Mitchell

MOU for BCIU, other group

Call interagency group to work on organization of the Conference

Other task forces begin to meet

January 12-13

Presidential Conference on Central Europe in Cleveland

Third week  
in January  
(tentative)

Contact IDA and IDB offices in the U.S.

Begin to organize trade show

Political notification: Mayor, Congressional Delegations, binational organizations, etc. Contact Irish and UK Embassies to formally inform them about the conference. Determine which embassies are interested in hospitality suites.

Work with Mayor's office and Irish-American organizations on evening of Irish culture

With interagency group, begin to compile names of U.S. firms to attend

Contact U.S. labor organizations

Contact interested U.S. NGOS

Fourth week  
in January

Work with White House to compile list of Irish-American organizations that may wish to participate

Work with White House to begin vetting process of list of attendees other than U.S. business firms

Proposed advance trip to Europe for Martha Pope

Commerce to form Working Group on economic assistance plan  
Send out announcement/instruction cable to posts.

Mid -February

Begin to work with UK and Irish Governments on lists of attendees

Develop lists of invitees that will be on observer status: EU, EBRD, EIB, IMF, IBRD, etc.

IWG to develop deliverables

Develop complete lists of U.S. conference moderators, panelists and participants from Inter-Agency working group and start vetting process.

Obtain approval for invitation letter to moderators, panelists, and general

participants from President Clinton.

Obtain approval for invitation letter to Ireland/Northern Ireland delegations from Secretary Brown/Sen. Mitchell.

February 14-18

Proposed Trip of Senator Mitchell to London, Brussels, Belfast and Dublin

Late February

Select logo for conference.

Decide on format for printing briefing book.

Have first draft of economic assistance plan for Northern Ireland and Border Counties

March 14

Follow up with conference moderators, panelists to confirm their attendance

Finalize schedule with moderator names and U.S. embassy personnel for panels. Send info to conference organizer for printing.

Send lists of finalized Irish and Northern Ireland/UK participants to U.S. Chamber, and other organizations possibly interested in assisting with immediate conference follow on activities.

Collect biographies for all conference moderators, panelists, and significant USG participants, including U.S. embassy representatives.

Late March

Receive briefing book materials from Inter-Agency working group on disk in Word Perfect format. Check over materials to ensure that they meet WHCOT expectations.

IWG: Have deliverable list for conference. Have economic assistance plan agreed to by the IWG. Assign drafting of Presidential Speech. Assign drafting of Sec. Brown and Mitchell speeches.

Send out invitations to moderators, panelists, and participants.

Receive lists of Irish and Northern Ireland/UK delegations from Irish/UK Embassies.

Determine U.S. embassy representation.

April 20

Send briefing book materials and biographies to conference organizer for printing and assembly.

Determine whether satellite links will be used to broadcast the conference to other cities. Establish viewing sites in other cities around U.S. or Ireland/Northern Ireland.

Collect DOC materials to be displayed at WHC, i.e. OEURA materials for booth.

May 18-19

Proposed conference in Washington

May-September

Follow-on trade and investment missions to Northern Ireland and Border Counties

f:\home\ireland\timerev

THE WHITE HOUSE  
WASHINGTON

January 24, 1995

*To Martha Pope  
From Nancy Soderberg  
FPI*

Dear Mr. Flannery:

Thank you for your letter regarding the White House Conference on Trade and Investment in Ireland to be held in Washington in May.

While I look forward to continuing to play a role in the development of the conference and economic initiatives for Ireland more generally, the President recently appointed Senate Majority Leader George Mitchell as his and Secretary Christopher's Special Advisor for Economic Initiatives in Ireland to oversee this process. I suggest that you contact Martha Pope in his office at 736-4539 for further information regarding the conference.

I have enclosed for your information a copy of the press release announcing Senator Mitchell's appointment. I appreciate your interest in this important undertaking.

Sincerely,

*Nancy E Soderberg*

Nancy E. Soderberg  
Deputy Assistant to the President  
for National Security Affairs

Mr. Christopher P. Flannery  
Spector Gadon & Rosen, P.C.  
29th Floor  
1700 Market Street  
Philadelphia, Pennsylvania 19103

# SPECTOR GADON & ROSEN, P. C.

ATTORNEYS AT LAW

29TH FLOOR

1700 MARKET STREET

PHILADELPHIA, PENNSYLVANIA 19103

(215) 241-8888

FAX (215) 241-8844

NEW JERSEY OFFICE:  
307 FELLOWSHIP ROAD  
P.O. BOX 550  
MOORESTOWN, NJ 08057  
(609) 778-8100  
FAX (609) 722-5344

DIRECT DIAL NUMBER

December 20, 1994

(215) 241-8833

Nancy E. Soderberg  
Special Assistant to the President  
and Staff Director  
National Security Council  
Old Executive Office Building  
Washington, DC 20506

RE: Northern Ireland Investment Conference

Dear Ms. Soderberg:

I understand from press accounts that you are coordinating attempts to assist Northern Ireland peace process through economic development. I am an attorney and a dual citizen of the United States and Ireland. As a first-generation Irish-American, I have an interest in seeing that peace comes to my father's homeland. In fact, I have close relations in Donegal (part of historic Ulster) who, like many border people, are directly affected by the current situation and would benefit from peace.

It is clear to me that economic development will be a key factor in reconciling the two traditions in Ireland and I firmly believe that it is the responsibility of all persons interested in peace to work together to bring this about. Economic stability is key to this effort.

I understand that the White House is sponsoring a conference on economic initiatives in Northern Ireland to be held in Philadelphia in April 1995. I would like to get more information regarding the conference, since I, as an attorney, represent a number of entrepreneurs who may be willing to invest in Northern Ireland if peace is assured.

**SPECTOR GADON & ROSEN, P. C.**

ATTORNEYS AT LAW

Nancy E. Soderberg

December 20, 1994

Page 2

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Please feel free to call me, collect if necessary, so that we might discuss these issues and what I believe my clients could bring to the table. I would also appreciate any information that you might be able to give me regarding the upcoming conference.

Very truly yours,

A handwritten signature in black ink, appearing to read 'C. P. Flannery', with a long horizontal flourish extending to the right.

CHRISTOPHER P. FLANNERY

/bam

January 24, 1995

MEMORANDUM FOR NANCY SODERBERG

FROM: BROOKE DARBY

SUBJECT: Ireland Conference

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B

Brown has to  
be here. Why is  
Brophy doing this?  
Leahy S. Should.  
List have a parking spots  
Let me review by State  
then we can  
meet. Have  
State  
draw up / sh  
Crach.

This will allow approximately 3 weeks for vetting before we try to get the invitations out on March 1. Commerce will come to the next meeting with a suggested breakdown of approximate numbers of invitees/participants for each category.

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cc: Kathy Stephens, Sandy Vershbow

---

**BCIU**

**Draft Budget - Ireland Conference - May 18 and 19, 1995**

BCIU's rough budget figure for the May 18 and 19 White House Conference on Ireland and Northern Ireland is **\$350,000**, subject to change depending on the exact details of the program.

Of this **\$350,000**, we would expect **\$150,000** to come from registration fees from business participants. We estimate **300** participants at a registration fee of **\$500**. *2 tiered for small business*

We could expect the additional **\$200,000** to come from corporate sponsors and other donors.

BCIU's budget for this conference would include the costs of:

- Marketing of the conference, including design of brochures and other materials, telephone, postage, fax, shipping and other costs.
- Staff for recruitment of participants
- Travel costs
- On-site hotel costs for the two days (luncheons, receptions, etc.)
- On-site management and equipment costs
- Production of conference binder and other conference briefing materials
- Other costs, to be determined

*I stress that this is a draft budget intended to help in our initial planning for the Ireland Conference, and will change as more specifics on the program become available.*



## MEMORANDUM

TO: Ireland Group  
FR: Paul Rosenberg  
RE: Facilities Options  
DATE: January 24, 1995

1. USE A WASHINGTON HOTEL ON THE EXISTING DATE

- Washington Renaissance only one available
- Cheri Carter to walk-through 1/25, especially given service/quality concerns
- Sleeping Rooms unavailable night of 5/17
- Non-union

2. USE GOVERNMENT FACILITIES ON EXISTING DATE

- Mellon Audit. (cap. 1100) has been cleared for 5/19, and we will know by 1/25 if they can be cleared for 5/18 (see attached memo)
- DOC Great Hall will need to be cleared with National Park Service
- Two large and two small DOC breakout rooms are available (plus many smaller breakout rooms)
- Need to identify and reserve locations for evening events (Martha Pope checking Library of Congress and alternatives)

3. USE A WASHINGTON HOTEL ON A DIFFERENT DATE

- Capitol Hilton (Union) 5/14, 15, 16; 5/24, 25, 26
- Sheraton Washington (Union) 5/24, 25, 26

*Can we switch to that date*

4. OTHER OPTIONS

- American or GW University (Carter checking availability)
- Washington Convention Center (BCIU checking availability)
- Baltimore

*fax x69460 Brooke Darby*

THE WHITE HOUSE

Office of the Press Secretary

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For Immediate Release

APPOINTMENT OF SENATOR GEORGE MITCHELL  
AS SPECIAL ADVISOR TO THE PRESIDENT AND SECRETARY OF STATE  
FOR ECONOMIC INITIATIVES IN IRELAND

President Clinton announced today the appointment of Senator George Mitchell of Maine to be U.S. Special Advisor to the President and the Secretary of State for Economic Initiatives in Ireland. Senator Mitchell will advise the President and Secretary Christopher on the progress of U.S. economic initiatives announced November 1 to support the peace process in Northern Ireland. The announcement was made today in the Oval Office in a meeting including Senator Mitchell, Acting Secretary Talbott, and the British Ambassador and Irish Charge' to Washington.

The President has asked Senator Mitchell to lead the efforts of all U.S. government agencies that are promoting economic development in Northern Ireland and the border counties. Senator Mitchell will oversee the organization of the White House Conference on Trade and Investment in Ireland, which will be held in April 1995 in Philadelphia. The Conference aims to promote trade and investment with Northern Ireland and the border counties of the Republic of Ireland in order to solidify and build on the cease-fire and the political process. Senator Mitchell will also establish a dialogue with the European Union and its member states, and with other countries, to encourage continued cooperation in the economic development of Northern Ireland and the border counties of the Republic most affected by the years of violence. He will consult with Congress, the International Fund for Ireland and the British and Irish governments to help strengthen and target the IFI's programs to provide maximum support to the peace process.

Senator Mitchell's appointment underscores the Administration's commitment to supporting the kind of political and economic progress that will lead to a permanent, just peace in Northern Ireland. In his remarks, the President noted his pleasure that although today marked the end of Senator Mitchell's distinguished service as Senate Majority Leader, he will continue to work with the Administration on an issue of great importance and promise.

# # #

SOLICITATIONS FOR IRELAND CONFERENCE INVITEES

STATE (inc. Embassy Dublin)

WHITE HOUSE

Congressional Affairs  
Public Liaison/Presidential Personnel  
NEC  
Cabinet Affairs  
Intergovernmental Affairs  
Political Affairs

NSC

COMMERCE

AID

TDA

OPIC

IRISH EMBASSY

DNC?

## SOLICITATIONS FOR IRELAND CONFERENCE INVITEES

### STATE

-- EUR

### WHITE HOUSE

-- Congressional Affairs (Brophy/Danvers/Sherman)  
-- Public Liaison/Presidential Personnel (working w/Ertherin Cousins) (Marilyn Digiacobbe, Alexis Herman, Jay Footlik, Craig Smith)  
-- NEC (new head - working with Kyle/Fauver)  
-- Cabinet Affairs (new head, Steve Silverman)  
-- Intergovernmental Affairs (Marcia Hale)  
-- Political Affairs (new head)

### NSC

-- European Affairs (Stephens)  
-- Int'l Economics (Kyle/Fauver)

### COMMERCE

--

AID

TDA

--

### OPIC

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### IRISH EMBASSY

-- Michael Collins (Political) 8  
-- Philomena Murnaghan (Economic)

### EMBASSY DUBLIN

-- Dennis Sandberg

DNC?

## MEETING ON IRELAND TRADE AND INVESTMENT CONFERENCE

### PARTICIPANTS

Jonathan Sallet (Commerce)  
Charles Meissner (Commerce)  
Michael Lekson (State)  
Elisabeth Brocking (State)  
Tom Dine (AID)  
Paige Alexander (AID)  
Morgan Kulla (USIA)  
Marcia Hale (WH Intergovernmental Affairs)  
Kathy Stephens  
John Beyrle  
Bill Danvers

## MEETING ON IRELAND TRADE AND INVESTMENT CONFERENCE

- I. Status Report on Items from November 1 Press Release
  - A. Commerce Programs
    - Strengthened collaboration with Manufacturing Extension Partnerships and other technological innovation programs
    - Establishment of Business Information Center for Trade and Investment
    - Business intern training program
  - B. USIA Programs
    - Expansion of programs in Northern Ireland inc:
      - increased person-person exchanges
      - seminars and speakers on conflict resolution
    - Opening of grant competitions in areas such as conflict resolution
  - C. National Endowment for Democracy Programs
    - Strengthening and expansion of programs in Northern Ireland
  - D. AID Programs
    - Working w/IFI to increase impact of business enterprise program on small and micro-enterprises
  - E. TDA Programs
    - Technical delegation to Northern Ireland to identify infrastructure and industrial projects
- II. Secretary Brown's Trip
  - A. What to say/announce
  - B. Aircraft Issue
    - separate aircraft for CODEL?
  - C. Schedule of Events
    - bilats with Major, Hume and Molyneaux?
  - D. Participants List
    - Administration
    - Business Leaders
    - Public Liaison
    - Intergovernmental
    - Congressional
    - Press
- III. Trade and Investment Conference
  - A. Legal/Funding Issues
    - Host Committee
    - Participants Fee
    - Small Business Exemption
    - Role of IFI in funding
  - B. Allocation of Responsibilities
    - Small Working Group
    - Contract finalized with BCIU?
    - Appointment of State Coordinator

PREC: IMMEDIATE CLASS: UNCLASSIFIED SSN: 0128 MSGID: M1456514

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FM AMEMBASSY DUBLIN

FM: AMEMBASSY DUBLIN

TO: RUEHC/SECSTATE WASHDC IMMEDIATE 6933

INFO: RUEHLO/AMEMBASSY LONDON 2576  
RUEHBL/AMCONSUL BELFAST 3312

UNCLAS SECTION 01 OF 03 DUBLIN 000128

FOR S/IR - SENATOR MITCHELL

USDOC FOR 4000/ASEC/IEP/CMEISSNER

WHITE HOUSE FOR SUSAN BROPHY

NSC FOR SODERBERG AND STEPHENS

E.O. 12356: N/A

TAGS: ETRD, EAID, PREL, EI, UK

SUBJECT: WELCOME TO SENATOR MITCHELL

REF: (A) 94 STATE 24490, (B) 94 DUBLIN 4971, (C) 94  
DUBLIN 5170, (D) 94 LONDON 16344, (E) 94 DUBLIN 5715,  
(F) 94 DUBLIN 5845, (G) 94 DUBLIN 6370

1. SENATOR, WE ARE DELIGHTED WITH YOUR TAKING OFFICE AS THE SPECIAL ADVISOR TO THE PRESIDENT AND THE SECRETARY OF STATE FOR ECONOMIC INITIATIVES IN IRELAND. YOUR APPOINTMENT IS VIEWED HERE AS AN IMPORTANT CONTRIBUTION TO THE PEACE PROCESS IN NORTHERN IRELAND. WE ARE LOOKING FORWARD TO WORKING CLOSELY WITH YOU AND YOUR STAFF TO ENSURE THE SUCCESS OF THE WHITE HOUSE CONFERENCE ON TRADE AND INVESTMENT IN IRELAND.

2. WE HAVE BEEN MEETING REGULARLY HERE AT THE EMBASSY - AND THOUGHT IT MIGHT BE HELPFUL TO SHARE WITH YOU OUR THOUGHTS ON HOW WE MIGHT ENSURE THAT THE CONFERENCE FURTHERS UNITED STATES INTERESTS IN IRELAND. IN ADDITION TO PROMOTING INVESTMENT IN THE PEACE PROCESS, WE SEE THE

TO PROMOTING INVESTMENT IN THE PEACE PROCESS, WE SEE THE CONFERENCE AS PULLING TOGETHER A VARIETY OF POLITICAL, ECONOMIC, COMMERCIAL AND SOCIAL INTERESTS. ALL OF THESE ARE INEXTRICABLY ENTWINED IN IRELAND.

3. FIRST AND MOST IMPORTANTLY, THE CONFERENCE MUST BE POLITICALLY AND SOCIALLY INCLUSIVE. A CONSTANT THEME OF THE PEACE PROCESS HAS BEEN THE NEED FOR EQUALITY OF TREATMENT AND PARITY OF ESTEEM FOR ALL POLITICAL PARTIES WHICH HAVE RENOUNCED VIOLENCE AND EXPRESSED A WILLINGNESS TO ENTER THE POLITICAL PROCESS. IN ADDITION TO THE LEADING MINISTERS IN THE IRISH AND UK GOVERNMENTS INVOLVED IN IRISH AFFAIRS, THE LEADERS OF ALL OPPOSITION PARTIES SHOULD BE INCLUDED. IT IS VITAL THAT REPRESENTATIVES OF THE POLITICAL PARTIES REPRESENTING THE FORMER PARAMILITARY ORGANIZATIONS BE INCLUDED. WE SHOULD DO EVERYTHING POSSIBLE TO SHOW THESE REPRESENTATIVES THAT THERE ARE TANGIBLE REWARDS TO BE GAINED FROM THE RENUNCIATION OF VIOLENCE AND TO ASSURE THEM, PARTICULARLY UNIONIST REPRESENTATIVES, THAT WE HAVE NO INTEREST IN THE EVENTUAL OUTCOME OF NEGOTIATIONS ON THE FUTURE OF NORTHERN IRELAND, SAVE THAT THE NEGOTIATIONS LEAD TO A PEACEFUL, LASTING AND DEMOCRATICALLY ACCEPTABLE SOLUTION.

4. THERE MAY BE OTHER GROUPS WITH A SOCIAL OR POLITICAL ORIENTATION SEEKING TO PARTICIPATE IN THE CONFERENCE, INCLUDING MINOR POLITICAL PARTIES, WOMEN'S GROUPS, AND REPRESENTATIVES OF FAIR EMPLOYMENT ORGANIZATIONS. IT WOULD BE HELPFUL IF THESE GROUPS COULD BE ACCOMMODATED. A PARALLEL SET OF WORKSHOPS, FOR EXAMPLE, WOULD ALLOW THEM TO PARTICIPATE IN THE CONFERENCE WITHOUT OBSTRUCTING ITS PURPOSE.

5. THE ECONOMIC AND COMMERCIAL SIDE OF THE CONFERENCE SHOULD BRING TOGETHER BOTH INDIVIDUALS, COMPANIES AND ORGANIZATIONS ALREADY COMMITTED TO IRELAND AND POTENTIAL NEW INVESTORS. SPECIAL ATTENTION SHOULD BE PAID TO SMALL AND MEDIUM ENTERPRISES (SMES) WHICH MIGHT ACCELERATE SIGNIFICANT JOB CREATION. WE SEE AN OPPORTUNITY FOR MORE MAJOR AMERICAN COMPANIES TO BENEFIT FROM LOCATING, OR RELOCATING FROM ELSEWHERE IN EUROPE, ASSEMBLY, OPERATIONAL OR SERVICE FACILITIES IN IRELAND. THE CONFERENCE SHOULD ALSO HIGHLIGHT OPPORTUNITIES FOR AMERICAN AND IRISH SMES TO ESTABLISH STRATEGIC LINKAGES PERMITTING AMERICAN FIRMS TO BREAK INTO THE EUROPEAN UNION MARKET AND IRISH FIRMS TO ESTABLISH R&D, DISTRIBUTION, MARKETING AND OTHER JOINT VENTURE RELATIONSHIPS WITH AMERICAN FIRMS. THE ORGANIZERS SHOULD STRESS THAT THE CONFERENCE PRESENTS A WIN-WIN OPPORTUNITY FOR THE AMERICAN BUSINESS COMMUNITY.

6. THE CONFERENCE WILL WANT TO ATTRACT CEOS FROM THE FORTUNE 1000 SECTOR AND SELECTED SMES WHOSE

FORTUNE 1000 SECTOR AND SELECTED SMES WHOSE PRODUCT/SERVICE MIX IS APPROPRIATE FOR SITE LOCATION, OR JOINT VENTURES, IN IRELAND. THE TARGET COMPANIES SHOULD INCL

UDE THOSE WITH IRISH-AMERICAN LEADERS, SUCH AS TONY O'REILLY OF HEINZ, AND FIRMS WITH STRONG IRISH COMMITMENTS AS WELL AS FIRMS WITHOUT PREVIOUS IRISH INVESTMENTS. INCLUSION OF THE MANY IRISH AMERICAN CHAMBERS OF COMMERCE, INDUSTRY, AND ECONOMIC ADVISORS WILL BE EXTREMELY HELPFUL, PARTICULAR WHEN IT COMES TO IDENTIFYING POTENTIAL NEW-TO-MARKET FIRMS. WE ARE FAXING TO YOUR OFFICE A LIST OF THE 100 U.S. COMPANIES WITH THE LARGEST INVESTMENTS IN IRELAND, A LIST OF THE LEADING MEMBERS OF THE IRISH-AMERICAN BUSINESS COMMUNITY, A LIST OF AMERICAN FIRMS THAT HAVE MADE MAJOR INVESTMENTS IN IRELAND IN THE PAST YEAR AND A LIST OF CROSS-BORDER CHAMBERS OF COMMERCE.

7. TO ATTRACT POTENTIAL INVESTORS, WE HAVE ALREADY UNCLAS SECTION 02 OF 03 DUBLIN 000128

FOR S/IR - SENATOR MITCHELL

USDOC FOR 4000/ASEC/IEP/CMEISSNER

WHITE HOUSE FOR SUSAN BROPHY

NSC FOR SODERBERG AND STEPHENS

E.O. 12356: N/A

TAGS: ETRD, EAID, PREL, EI, UK

SUBJECT: WELCOME TO SENATOR MITCHELL

RECOMMENDED TO THE PRESIDENT, AND MORE RECENTLY DURING COMMERCE SECRETARY BROWN'S VISIT TO MARTHA POPE AND SUSAN BROPHY, THAT A DISTINGUISHED IRISH AMERICAN BUSINESSMAN BE ASKED TO HELP COORDINATE PRIVATE SECTOR INVOLVEMENT. WE ARE CONFIDENT THAT SOMEONE OF THE STATURE OF DON KEOUGH, THE RECENTLY RETIRED CHAIRMAN OF COCA-COLA, WOULD BE PREPARED TO OFFER HIS SERVICES BOTH IN ORGANIZING THE CONFERENCE AND IN FOLLOWING UP WITH FUTURE TRADE DELEGATIONS OR MEETINGS. OVER THE PAST DECADE, FOR EXAMPLE, DON KEOUGH HAS DEVELOPED AN INVALUABLE KNOWLEDGE OF IRELAND AND IRISH INVESTMENT OPPORTUNITIES AND HAS SERVED AS CHAIRMAN OF THE IRISH TAOISEACH'S IRELAND-AMERICA ECONOMIC ADVISORY BOARD. IN THAT CAPACITY, HE HAS MET FREQUENTLY WITH THE IRISH TAOISEACH AND OTHER GOVERNMENT OFFICIALS. HE HAS ALSO BROUGHT A NUMBER OF INVESTMENT DELEGATIONS TO IRELAND, IS WELL KNOWN TO THE IRISH-AMERICAN COMMUNITY, AND HAS THE RESPECT OF THE LEADING CEOS IN THE FORTUNE 1000 LEAGUE.

RESPECT OF THE LEADING CEOS IN THE FORTUNE 1000 LEAGUE. HE WOULD BE INVALUABLE IN ATTRACTING THE HEAVY HITTERS WHO THE CONFERENCE NEEDS TO INSPIRE CONFIDENCE AMONG POTENTIAL INVESTORS.

8. THE CONFERENCE WILL NEED TO FCUS ON CERTAIN KEY SECTORS, SUCH AS COMPUTER SOFTWARE, PHARMACEUTICALS, AND FINANCIAL SERVICES. THESE SECTORS ARE PARTICULARLY GERMANE TO SIGNIFICANT JOB CREATION. IN ADDITION, IT WILL BE IMPORTANT TO DEMONSTRATE OUR ONGOING INTEREST IN IRISH ECONOMIC DEVELOPMENT BY ANNOUNCING, AS PROPOSED BY COMMERCE ASSISTANT SECRETARY MEISSNER, A SERIES OF ONGOING BILATERAL TRADE DELEGATIONS, FOCUSING ON SPECIFIC SECTORS, AND PERHAPS EVEN PARTICULAR REGIONS, SUCH AS DONEGAL. WE WOULD SUGGEST A TRADE SHOW/DELEGATION EACH QUARTER OVER THE NEXT TWO YEARS.

9. WE ALSO STRONGLY RECOMMEND THAT CONTRIBUTIONS AND GUIDANCE BE SOUGHT FROM THE MAJOR BUSINESS NGOS IN IRELAND, BOTH NORTH AND SOUTH. THE IRISH BUSINESS AND EMPLOYERS CONFEDERATION (IBEC), AND THE CONFEDERATION OF BRITISH INDUSTRIES/NORTHERN IRELAND REGION(CBI/NI) REPRESENT MOST MEDIUM AND LARGE BUSINESSES ON THE ISLAND. IBEC-CBI/NI, THROUGH ITS NORTH-SOUTH INITIATIVE COMMITTEE, HAS THE MOST EXTENSIVE EXPERIENCE IN NORTH-SOUTH TRADE AND DEVELOPMENT ISSUES OF ANY ORGANIZATION IN IRELAND. IT HAS DEVOTED ITSELF TO EXPANDING TRADE LINKS BETWEEN NORTH AND SOUTH, WHILE ASSIDUOUSLY AVOIDING POLITICS FOR THE PAST FOUR YEARS. IF THE CONFERENCE HAS IBEC-CBI/NI SUPPORT, IT WILL HAVE THAT OF THE BUSINESS COMMUNITY THROUGHOUT THE ISLAND. IBEC-CBI/NI HAS WORKED CLOSELY WITH THE EMBASSY AND HAS OUR FULL CONFIDENCE AS THE MOST CREDIBLE NGO DEALING WITH NORTH-SOUTH ECONOMIC ISSUES, IT SHOULD BE CONSULTED EARLY AND OFTEN ON THE STRUCTURE OF THE CONFERENCE.

10. THE IRISH INSTITUTE FOR SMALL AND MEDIUM SIZE ENTERPRISE HAS ALREADY EXPRESSED AN INTEREST IN ATTENDING THE CONFERENCE. IT ALREADY PLANS TO HOST A RECIPROCAL EVENT IN MAYO, AIMED AT ATTRACTING U.S. FIRMS, THIS AUGUST.

11. THERE ARE ALSO INTERLOCKING NORTH-SOUTH CHAMBERS OF COMMERCE OPERATING IN THE BORDER REGIONS WHICH HAVE INVALUABLE REGIONAL KNOWLEDGE OF CROSS-BORDER OPPORTUNITIES AND PROBLEMS. ONE NORTH-SOUTH CHAMBER CONSORTIUM HAS ALREADY INDICATED ITS DESIRE TO CO-SPONSOR, WITH THE U.S., A TRADE AND INVESTMENT CONFERENCE TO CONVEINE IN THE NEWRY, NORTHERN IRELAND, REGION AGAIN THIS AUGUST.

12. IN ADDITION, AS YOUR STAFF IS ALREADY AWARE, THE INTERNATIONAL FUND FOR IRELAND WANTS TO PLAY A PART IN

INTERNATIONAL FUND FOR IRELAND WANTS TO PLAY A PART IN THE CONFERENCE. A FUNDING ALLOCATION IN SUPPORT OF THE CONFERENCE HAS ALREADY BEEN VOTED BY THE IFI BOARD, BUT IT WILL STILL BE NECESSARY TO AGREE TO THE PARAMETERS OF IFI INVOLVEMENT. IFI IS HOPING TO MEET WITH MARTHA POPE DURING HER VISIT IN JANUARY TO WORK OUT THE DETAILS AND SUBMIT A FINAL FUNDING PROPOSAL TO THE FULL BOARD AT A MEETING SET FOR FEBRUARY 3, 1995.

13. IN ORDER TO STAFF AND IMPLEMENT THE PLANNED AND ANTICIPATED RESPONSIBILITIES, SUCH AS TRADE MISSIONS INVOLVING THE BORDER REGION AND OTHER COMMERCIALY ORIENTED EVENTS LINKING NORTH-SOUTH INSTITUTIONS, ADDITIONAL RESOURCES FOR FCS ARE CERTAINLY WARRANTED. OUR SCO WILL BE MAKING THE CASE FOR ADDITIONAL RESOURCES TO COMMERCE SHORTLY.

14. IN CONCLUSION, WE WOULD LIKE TO SEE THE ORGANIZATION UNCLAS SECTION 03 OF 03 DUBLIN 000128

FOR S/IR - SENATOR MITCHELL

USDOC FOR 4000/ASEC/IEP/CMEISSNER

WHITE HOUSE FOR SUSAN BROPHY

NSC FOR SODERBERG AND STEPHENS

E.O. 12356: N/A

TAGS: ETRD, EAID, PREL, EI, UK

SUBJECT: WELCOME TO SENATOR MITCHELL

OF THE CONFERENCE REFLECT THE IMPORTANCE OF CROSS-BORDER ACTIVITIES AND INVESTMENT IN NORTHERN IRELAND AND THE BORDER COUNTIES TO THE GROWTH OF EMPLOYMENT OPPORTUNITIES. NORTH-SOUTH ECONOMIC INTEGRATION AND OVERDUE ECONOMIES OF SCALE ARE ESSENTIAL TO ECONOMIC DEVELOPMENT ON THIS ISLAND. THE U.S. SHOULD BE CAREFUL NOT/NOT TO ORGANIZE THE CONFERENCE IN A MANNER IMPEDING THE DEVELOPMENT OF CROSS-BORDER AND CROSS-COMMUNITY COOPERATION, CRITICAL TO THE SUCCESS OF THE PEACE PROCESS AND TO ECONOMIC DEVELOPMENT IN IRELAND. SMITH

BT

#0128

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PRT: SIT SODERBERG

SIT: NSC STEPHENS SUM SUM2 VERSHBOW

IMMEDIATE

~~CONFIDENTIAL~~

## WHITE HOUSE SITUATION ROOM

PAGE 01 OF 03

PRT: SODERBERG

SIT: NSC STEPHENS SUM2 VERSHBOW

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<PREC> IMMEDIATE <CLAS> ~~CONFIDENTIAL~~ <DTG> 091737Z JAN 95

FM AMEMBASSY LONDON

TO RUEHC/SECSTATE WASHDC IMMEDIATE 3100

INFO RUEHLOB/AMCONSUL BELFAST 6304

RUEHDC/USDOC WASHDC

RUEHDL/AMEMBASSY DUBLIN 2476

~~C O N F I D E N T I A L~~

LIMITED OFFICIAL USE LONDON 000376

FOR S/IR - SENATOR MITCHELL FROM AMBASSADOR CROWE

USDOC FOR 4000/ASEC/IEP/C.MEISSNER

E.O.12356: N/A

TAGS: EAID, PREL, ETRD, KPRP, UK, EI

SUBJECT: U.S. ECONOMIC INITIATIVES TO ADVANCE THE PEACE  
PROCESS IN NORTHERN IRELAND

1. SENATOR: I WAS DELIGHTED TO LEARN OF YOUR APPOINTMENT AS THE SPECIAL ADVISOR TO THE PRESIDENT AND SECRETARY OF STATE FOR ECONOMIC INITIATIVES IN IRELAND. I LOOK FORWARD TO SEEING YOU AGAIN DURING YOUR VISIT TO LONDON NEXT MONTH AND HEARING FIRSTHAND YOUR THOUGHTS ON HOW THE USG CAN BEST PROMOTE ECONOMIC PROSPERITY IN N. IRELAND AND THE BORDER COUNTIES. IN THE MEANTIME, I THOUGHT YOU WOULD BE INTERESTED IN OUR IDEAS ON TOP PRIORITIES IN THE COMING MONTHS.

2. THE FLAGSHIP EVENT, OF COURSE, WILL BE THE APRIL WHITE HOUSE CONFERENCE. HMG IS DELIGHTED PRESIDENT CLINTON TOOK THE INITIATIVE TO HOST THE CONFERENCE AND, FOLLOWING THE HIGHLY SUCCESSFUL VISIT TO BELFAST OF SECRETARY BROWN LAST MONTH, HAS HIGH HOPES FOR INCREASED U.S. INVESTMENT IN N. IRELAND. IF WE WANT CONCRETE RESULTS, THE FOCUS OF THE CONFERENCE SHOULD REMAIN SQUARELY ON BUSINESS. IT WOULD BE USEFUL TO HAVE SOME U.S. COMPANIES ALREADY INVOLVED IN N. IRELAND SHARE THEIR EXPERIENCES WITH POTENTIAL INVESTORS. SEVERAL U.S. FIRMS TELL US THEY ARE EAGER TO SPREAD THE WORD ABOUT THEIR GOOD EXPERIENCE IN N. IRELAND SINCE THEY WANT COMPLEMENTARY U.S. HI-TECH INDUSTRIES TO INVEST

DECLASSIFIED E.O. 13526

Department of State Guidelines,  
September 11, 2006

~~CONFIDENTIAL~~

By MA NARA, Date 4/6/16

201-0355-7

**:IMMEDIATE**

**~~CONFIDENTIAL~~**

## **WHITE HOUSE SITUATION ROOM**

PAGE 02 OF 03

THE REGION. WE HAVE SOME MORE DETAILED THOUGHTS ON THE CONFERENCE WHICH WE WILL BE GIVING TO DAVE POZORSKI ON OUR STAFF.

3. WE NEED TO LOOK PAST THE APRIL CONFERENCE AND PLAN FOR BUSINESS DEVELOPMENT MISSIONS TO THE REGION. WE ALSO SHOULD USE COMMERCE'S NETWORK OF DISTRICT OFFICES THROUGHOUT THE U.S. TO SPREAD THE WORD ABOUT N. IRELAND AND THE BORDER COUNTIES AS WELL AS COMMERCE'S RECENTLY INAUGURATED FLASHFAX.

4. WE SHOULD START GIVING SOME THOUGHT TO TARGETING INVESTMENT OPPORTUNITIES IN ORDER TO APPROACH THE MOST PROMISING POTENTIAL INVESTORS. SOME BACK OFFICE OPERATIONS OF FINANCIAL COMPANIES, FOR EXAMPLE, MIGHT BE PROFITABLY MOVED TO THE REGION. WE BELIEVE U.S. TELECOM FIRMS ARE POTENTIALLY INTERESTED IN THE CABLE TV/PHONE FRANCHISES IN THE PROVINCE.

5. A CONCERTED EFFORT TO INCREASE U.S. TRADE AND INVESTMENT MAY WELL REQUIRE A BEEFED UP USG COMMERCIAL PRESENCE IN THE REGION. FUNDING MAY NEED TO BE OBTAINED IN ORDER TO ALLOW FCS LONDON TO DEVELOP AN ENHANCED PRESENCE IN BELFAST.

6. THE TOURISM JOINT COMMUNIQUE, WHICH SECRETARY BROWN COULD NOT SIGN DURING HIS VISIT LAST MONTH, SHOULD BE SIGNED AT THE APRIL CONFERENCE IN THE PRESENCE OF U.S. TRAVEL INDUSTRY REPRESENTATIVES. THE TIMING WOULD BE PROPITIOUS AS THE CONFERENCE OCCURS JUST BEFORE THE PEAK SUMMER TOURISM SEASON.

7. IT WILL BE NECESSARY IN THE NEXT FEW WEEKS TO PUSH THROUGH INCREASED CONGRESSIONAL FUNDING FOR IFI. WE ALSO NEED TO CONTINUE TO WORK CLOSELY WITH IFI IN IDENTIFYING THE MOST APPROPRIATE PROJECTS.

8. EFFORTS MUST CONTINUE TO ADDRESS LONG-TERM UNEMPLOYMENT IN THE URBAN AREAS -- THE GREATEST ECONOMIC PROBLEM FACING N. IRELAND. AT A MINIMUM, WE SHOULD OFFER TO SHARE OUR EXPERIENCES IN TACKLING THIS DIFFICULT PROBLEM.

9. FINALLY, WE NEED TO FLESH OUT THE TECHNOLOGY AGREEMENT ANNOUNCED DURING SECRETARY BROWN'S VISIT LAST MONTH AND DEMONSTRATE THAT THE AGREEMENT WILL CONTRIBUTE TO THE RENEWED ECONOMIC PROSPERITY OF THE REGION.

**~~CONFIDENTIAL~~**

IMMEDIATE

~~CONFIDENTIAL~~

## WHITE HOUSE SITUATION ROOM

PAGE 03 OF 03

10. WARMEST REGARDS. BILL CROWE

BT

#0376

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<MSGID> M1450912

~~CONFIDENTIAL~~

The White House Conference for Trade and Investment in Ireland will be held in Washington May 19-20. Senator George Mitchell, Special Advisor to the President and the Secretary of State for Economic Initiatives in Ireland, will take the lead role in preparing for the conference, which is aimed at showing U.S. companies that sustained peace is dramatically improving business opportunities on the island of Ireland and, particularly, in Northern Ireland and the border counties. The President looks forward to participating in this conference, which he announced November 1, 1994 as part of his package of economic initiatives designed to support the peace process in Northern Ireland.



**Irish-American Labor Coalition**  
American Labor Committee For Human Rights  
In Northern Ireland

Joe Jamison  
Director  
Bill Lenahan  
Assistant Director

200 Park Ave. South  
Room 1109  
New York N.Y. 10003  
(212) 254-9271  
(212) 254-9276 Fax

PLEASE DELIVER THE FOLLOWING TO:

NAME: Nancy Soderberg, NSC

FROM: Bill Lenahan

DATE: Jan 10, 1995

TOTAL NUMBER OF PAGES 4 INCLUDING COVER LETTER.

IF YOU DO NOT RECEIVE ALL PAGES, PLEASE CALL AS SOON AS POSSIBLE

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☐ Handle

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☐ Recommendation

☐ Note and return

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☐ Per phone conversation

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REMARKS:

Sent to Pres. today

Thanks

BL

## **Americans For a New Irish Agenda**

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**Bruce Morrison,**  
**Chair**

January 10, 1995

Hon. William Jefferson Clinton  
The White House  
1600 Pennsylvania Avenue  
Washington D.C. 20500

Dear Mr President:

One year ago I wrote to you expressing alarm that promises made in your presidential campaign for a new approach to the conflict in Ireland were going unfulfilled. Happily, as it turned out, your Administration was already taking steps to review the existing policy and to change course. The intervening year has been one of progress. Your decision to risk a visa waiver to Gerry Adams has been vindicated by events. The IRA and the loyalist paramilitaries have called ceasefires. All political parties in the North have established working relations with your Administration. Vice President Gore has declared that the new, constructive policy on Ireland is "at the top of the Administration's agenda". The Forum for Peace and Reconciliation contemplated by the December 15, 1993 Downing Street Declaration has begun its work in Dublin. A U.S. economic aid package in support of the Irish peace process has been outlined. An economic envoy has been appointed, an economic conference scheduled and U.S. participation in the Belfast investment forum accomplished.

### **New political imperatives.**

Those of us who supported and who will be again supporting you in 1996 know full well that the electoral setbacks of November 8th mean more adverse conditions on the domestic side. The success of your foreign policy initiatives -- and your Irish policy has been a clear winner -- will be all the more important. The Clinton Administration needs to be strengthening ties with sections of the electorate supportive of these initiatives.

### **Opportunities in the period ahead.**

Strong U.S. political support for the Irish peace process is the most important thing, more important than economic aid. There has been a paramilitary ceasefire, but there is still no real peace. The political movement on the British side that is essential to consolidate a lasting peace has been slow and grudging. The peace process been slowed by the change

in the Irish government coalition. *More threateningly, the British government has not fully engaged in peacemaking.* Encouragement from your office may prove necessary again. British footdragging is evident, for example, in the refusal to embark seriously on demilitarization tasks. A report of a planned return to barracks by some British troops, if true, will be welcome. Another example is the senseless and counterproductive British lobbying against Sinn Fein's right to fundraise in the U.S., as all other Irish parties do and as Sinn Fein is permitted to do in England. Now pursuing a constitutional path, Sinn Fein has a huge task ahead to re-orient itself to peaceful political campaigns to give reality to the phrases "parity of esteem" and "equality of treatment". There was the exclusion of Sinn Fein from the investment forum visited by Commerce Secretary Ron Brown. The British Ambassador to Dublin refused to attend the first session of the Forum.

This is no time for a U.S. Administration that wants to give a lead to peacemakers in this part of the world to slow down, no matter what British resistance is met. The U.S. Administration should be firmly holding course and urging risks for peace.

#### The Irish-American Community in 1996

A result of the Irish peace process has been the coming together of Irish-American community opinion long divided over the issue of IRA violence. Your policy has been popular. It was demonstrated, for example, in the Massachusetts Senate race where Sen. Kennedy fully embraced the new approach and came from behind to win handily.

Looking ahead to 1996 new sections of the Irish-American business community can be mobilized to support your re-election effort. But grass roots Irish-American organizations are an even more important component of a Clinton re-election effort in this community. These activist organizations are all across the country and have a decisive role in shaping community opinion and voting behavior

*A number of steps should be taken soon to consolidate your Administration's support from these groups.*

1. *Americans for a New Irish Agenda (ANIA) -- a working council of the grassroots, campaigning Irish-American groups and related human rights organizations has requested a meeting with White House officials for a year. It should be held now. The year-long delay of the oft-promised meeting is discouraging to your ardent supporters and is becoming an embarrassment.*
2. *Community inability to have any input to the design of a U.S. economic package. There is substantial concern that new U.S. private investment and official aid will go into the North with no regard to deeply embedded structural discrimination in the politics and economics of the Six Counties, with no benefit to ordinary people. As well, the more unfavorable political balance in Congress means widespread Irish-American community support is more necessary than ever to assure political support for economic aid.*
3. *There are voices in certain quarters of the Irish-American community unsympathetic to*

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**NATIONAL SECURITY COUNCIL**

- Aiming to have invitations out by March 1
  - Regrets/Accepts by April
-

C. Meissner



**UNITED STATES DEPARTMENT OF COMMERCE  
International Trade Administration**

Washington, D.C. 20230

ASSISTANT SECRETARY FOR INTERNATIONAL  
ECONOMIC POLICY

June 16, 1995

MEMORANDUM FOR: Martha Pope, Susan Brophy, Kathy Stephens

FROM: Charles Meissner

SUBJECT: Follow-up Activities to the White House  
Conference for Trade and Investment in Ireland

The following is a summary of follow-up activities to the White House Conference for Trade and Investment in Ireland for discussion. This "to do" list resulted from conversations with my staff at Commerce and Chuck Ford in London and Dennis Sandberg in Dublin.

These recommendations follow closely the cable I sent last week to State, the White House, and the NSC. The purpose for laying them out in cable was to present ideas for follow-up to Senator Mitchell and to hopefully move forward on the immediate tasks which need to begin, as well as the more long term activities.

**Short Term - Next Three Months**

**A. Commerce Activities**

1. Send out WHC follow-up mailing with business names, addresses, White House press release, and major speeches after State, NSC clearance.
2. Assess the results of and institutionalize match-making program. Begin to broaden it with assistance of IDA, Forbairt, IDB an Irish and NIO chambers. Review possibility of Internet link among chambers, NI/Irish businesses.
3. Continue the expansion of the AMBIT to 40 business and management interns.
4. Continue to expand the Irish Information Center and review Internet possibilities.
5. Begin to develop a trade and investment mission for last two weeks in September/October using matchmaker and other conference contacts.
6. Send Commerce Department Desk Officer to Belfast until contract FCS hire completed by July 15. Officer will follow through with matchmaker and work on trade mission early stage development in Belfast and Dublin.



7. Complete negotiation of S&T MOU with the U.K. and explore a similar agreement with Ireland. IPR issue will be coordinated with USTR's office.
8. Follow up on discussion with Irish and British Governments on the Technology Trust Fund (if final concept is agreed upon, negotiating authority needs to be provided by State and legal draft will need to be circulated for clearance). Continue discussions with IFI on funding issue.
9. Work with Trade Development in ITA to do outreach to companies in the Environmental and Transportation Sectors (per the TDA definitional mission report). Potentially include sectors in Commerce trade mission in fall.
10. Establish a Commerce Task Force drawn from IEP, TD and FCS to support matchmaking and trade missions.
11. Establish commercial Task Force between Commercial sections of U.S. Embassy London and Dublin and the U.S. Consulate in Belfast. Chuck Ford, U.S. Embassy London would lead.
12. Explore expansion of USDA activities in border counties and Northern Ireland.
13. Follow up on Tourism MOU with USTTA. Explore possible initiatives.
14. Tie SBA's efforts into matchmaking for small and medium-sized enterprises in the U.S. Focus on companies which attended the conference from Boston, New York, and Philadelphia areas.

#### B. State Department and White House Activities

1. Begin to develop ideas for deliverables for the President's trip in late November to Ireland and Northern Ireland.
2. Begin to scope out President's trip
3. Plan and conduct Senator Mitchell's follow-on trip to Ireland and Northern Ireland in late June.
4. Ongoing outreach to Irish-American groups?
5. Ongoing Congressional outreach/trip?
6. Additional Mitchell trip/business mission?
7. Coordinate with Secretary Browner mission to border counties/Ni?

### **Medium Term - Next three to Six Months**

1. Begin to develop second Commerce trade and investment mission.
2. Advance concept of designating development areas and voluntary technical site selection assistance with community groups.
3. Follow Springvale project and assist as possible - primarily in development of a student union/community center using the University of Wisconsin - Madison model.
4. Work with Sir George Quigley on development of community banking ideas.
5. Coordinate with the EU to follow the flow of aid efforts for infrastructure development and community development programs.
6. Assist in the planning and preparation of President's trip as requested by White House and State Department.

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