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THE WHITE HOUSE
WASHINGTON

March 5, 1998

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Thank you for briefing me on your most recent trip to Belfast. I was pleased to learn of your efforts with Friends of Belfast in North America. Thanks, too, for sharing the agenda for your upcoming conference.

I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program. I hope to have the opportunity to see both of you soon and hear more about the important progress you are making.

Best wishes, and keep up the good work.

Sincerely,

Bill Clinton

~~980309~~

980309

March 5, 1998

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Thank you for briefing me on your most recent trip to Belfast. I was pleased to learn of your efforts with Friends of Belfast in North America. Thanks, too, for sharing the agenda for your upcoming conference.

I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program. I hope to have the opportunity to see both of you soon and hear more about the important progress you are making.

Best wishes, and keep up the good work.

Sincerely,

BILL CLINTON

BC/KMB/RSM/DWB/DWB/ckb-ddj-ws
(Corres. #3860443)
(2.cullinane.jj)

~~cc: Social Secretary w/copy of inc, EW
W. Wondwossen, 93 OEOB
Dan Burkhardt/TDS, 94 OEOB~~

~~Xeroxed copy of personally signed original to NH
through Todd Stern~~

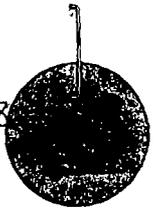
~~CLEAR THRU TODD STERN~~

~~PRESIDENT TO SIGN~~

Cullinane 1W
Add
3/14
class by Butler-NSC
BC Sig for Murray
w/ Phil 3/14

OK BIR
was
2/27
VAB

2/19
Nacken
Kyle - Thx. (Lm) 2/19 2-18-98



Phil - BC Sig, ASAP per Murray.

Should we send to Burkhardt?

Yes No BC Sig
ASAP

and keep copy for briefing book (send with NSC)
Yes Don't know No

THE WHITE HOUSE
WASHINGTON

March 5, 1998

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

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I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program, ~~Northern Ireland~~. I hope to have the opportunity to see both of you soon and hear more about the important progress you are making.

Best wishes, and keep up the good work.

Sincerely,



THE WHITE HOUSE

WASHINGTON

March 4, 1998

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Thank you for ^{briefing} ~~updating~~ me on your most recent ^{learn} ~~hear~~ of your efforts with Friends of Belfast in North America. Thanks, too, for sharing the ~~copy of the~~ agenda for your upcoming conference.

I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program Northern Ireland. I hope to ~~be able~~ to see both of you soon and hear more about the important progress you are making.

~~Thanks again for keeping me up to date.~~ Best wishes, ^{and keep up the good work.}

Sincerely,

have the opportunity



March 3, 1998

date March 4

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

LM
2/27

Dear John:

Thank you for updating me on your most recent trip to Belfast. I was pleased to hear of your efforts with Friends of Belfast in North America. Thanks, too, for sharing the copy of the agenda for your upcoming conference.

no italic

I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program Northern Ireland. I hope ~~to~~ ^{to} see both of you soon ~~to~~ hear more about the important progress you are making.

2/26
AB

Thanks again for keeping me up to date.

to be able to

Best wishes.

no ff

Sincerely,

BC/KMB/RSM/ckb (Corres. #3860443)
(2.cullinane.jj)

cc: Social Secretary w/copy of inc, EW
W. Wondwossen, 93 OEOB
Dan Burkhardt/TDS, 94 OEOB

FEB 27 1998

Xeroxed copy of personally signed original to NH through Todd Stern

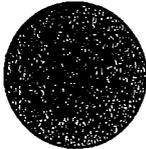
CLEAR THRU TODD STERN

PRESIDENT TO SIGN

no italic

and

DRAFT OF BC LETTER



INITIALS: BC / kmb / *AWM 2/26*
DRAFT DATE / LETTER DATE: Feb 26 1998 /

DOCUMENT TITLE: /slr/p/cullinane.j3.kb

CORRESPONDENCE #: 3860443

CLEAR WITH: WHCC:

CC: w/copy incoming Social Secretary, EW
Woyneab Wondwossen, 93

To

CORRESPONDENCE ADDRESSED TO:
Mr. John Cullinane *President*
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

cc: DWB/TDS, 94

APPROVAL/ENCLOSURES/SPECIALINSTR:
conferred with Larry Butler in NSC; LB suggested response; he said to say we hoped to see them but not to commit to inviting; Cullinane was already on his invite list; he strongly wants Costello to be there; suggested cc'ing Social Secretary

Dear John:

Thank you for ~~your letter~~ updating me on your most recent trip to Belfast. I was pleased to hear of your efforts with *Friends of Belfast in North America*. Thanks, too, for sharing the copy of the agenda for your upcoming conference.

I'm glad ~~to know of the fine work~~ *that* Dr. Costello has been doing with the *such fine work* Leaders for Tomorrow Program Northern Ireland. I hope ~~to be able to see~~ *I can* both of you soon ~~and~~ to hear more about the important progress you are making.

Thanks again for keeping me up to date.
~~Again, thanks for getting in touch with me on these critical issues.~~
Best wishes.

FEB 26 1998

—

NATIONAL SECURITY COUNCIL

Date: 2/24/98

To: Butler
NSC Staff Officer

WH Office of Presidential Messages is seeking NSC recommendations on whether to send a Presidential message in response to the attached. Please review and indicate the appropriate action below:

Prepare Presidential Message: X
(NSC will clear draft)

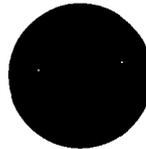
→ Recommend putting Costello on invite list for March 17

DO NOT SEND Presidential Message: _____

Signature: _____
NSC Staff Officer for
Executive Secretary

**RETURN FORM AND ATTACHMENTS TO RECORDS
MANAGEMENT OFFICE ROOM 379 OEOB AS SOON
AS POSSIBLE.**

0736 #21



THE WHITE HOUSE
WASHINGTON

Clearance / Draft Request

2/23/98

Date Requested

To: NGC/S

Letter Name: John Cullinan P

Subject: Ireland policy

Please review the attached information to provide :

CLEARANCE: See attached draft and incoming letter

DRAFT: See attached incoming letter and advise how to respond

Comments :

See Cullinan's request that St. Patrick's Day event include Costello.

-KB

From: Kyle Baker

Presidential Letters and Messages. Room 93 OEOB. Fax : 456.2806. Phone: 456.5515

See reverse side for contact log

November 3, 1997

Mr. John Cullinane
The Cullinane Group
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Thanks so much for your memorandum of October 3. I'm grateful to have your impressions of your recent trip to Belfast. You bear some welcome news, and I'm glad to hear your report. I've shared a copy of your memo with Sandy Berger.

You have my best wishes.

Sincerely,

THE WHITE HOUSE
WASHINGTON

March 5, 1998

Mr. John J. Cullinane
President
The Cullinane Group, Inc.
124 Mt. Auburn Street
Cambridge, Massachusetts 02138

Dear John:

Thank you for briefing me on your most recent trip to Belfast. I was pleased to learn of your efforts with Friends of Belfast in North America. Thanks, too, for sharing the agenda for your upcoming conference.

I'm glad that Dr. Costello has been doing such fine work with the Leaders for Tomorrow Program. ~~Northern Ireland.~~ I hope to have the opportunity to see both of you soon and hear more about the important progress you are making.

Best wishes, and keep up the good work.

Sincerely,



The Cullinane Group, Inc.

Investors in High Technology Ventures

February 13, 1998

John J. Cullinane
President

2-18-98 ✓/K
1. Cullinane
2. Staff
BC 8:58
Camp

The Honorable William J. Clinton
President of the United States
The White House
Washington, D. C. 20500

Dear President Clinton:

I have just returned from a visit to Belfast where I spent two full days at the grass roots level on the economic development front. This also included meetings with representatives of all the political parties and key officials in the Irish and British Governments. It was my seventh trip to Northern Ireland in three years, and I was accompanied by Dr. Francis Costello, who works closely with me there and who headed Irish Americans for Clinton in Massachusetts in 1992.

The key reason for my visit last week was to announce the creation of the *Friends of Belfast in North America*, a support group comprised of key individuals in the U.S. and Canada who will be promoting Belfast as an excellent place for new investment. These are people who, in many cases, have strong ties to Belfast and who lacked a vehicle for coming together in supporting Belfast in a common cause and represent both the Irish Protestant and Catholic traditions. Given that so much of the Northern Ireland conflict has been rooted in Belfast, and where there is also the greatest need for job creation, I believe that the *Friends of Belfast* can serve as an important unifying force. The fact that this effort is supported by all the political parties and will work closely with the Belfast City Council is also important. (Attached are some newspaper accounts of that announcement.)

Another reason I was in Belfast was to outline a plan to each of the political parties, the government departments, business and community leaders for Belfast positioning itself in the global marketplace as a center for "Software Support." In this instance, I have drawn upon my experience as a software entrepreneur of some thirty years standing. I am pleased to report that this idea has been met with universal support in Belfast, and the attached memo to Reginald Empey, Chairman of the Belfast City Council's Economic Development Committee explains the concept. (Reg is also one of the Ulster Unionist Party's chief negotiators at the peace talks.) I believe that Belfast has a golden opportunity given its untapped human and technological resources to meet a critical need within the software industry that has not been met.

FEB 18 1998

The Honorable William J. Clinton
February 13, 1998
Page 2

These efforts follow your Administration's strong support through the International Funds for Ireland of the cross-border RADIAN (Research and Development Ireland and America North) High Technology Program which evolved from the discussions you and I had in 1995 for developing a venture fund to seed new start up companies in Northern Ireland and along the border with the Irish Republic. That program is doing extremely well. Jobs are being created with new companies creating worthwhile partnerships with U.S. firms. In my view, this program ranks at the top of your many fine initiatives tied to promoting peace and fairness for both communities in Northern Ireland.

Also, I have enclosed a preliminary agenda for the *Second Annual Conference on New Investment Opportunities in High Tech Companies from Israel, Ireland and Northern Ireland*, that I have helped organize. One of the purposes of this Conference is to showcase these high tech companies from Ireland and Northern Ireland to sophisticated investors in the United States.

One thing that has become quite clear to me from this most recent visit is that economic development tied to focused economic support initiatives, like the *Friends of Belfast* and RADIAN, form a key element for bringing the political parties and community groups together in Northern Ireland. As a positive demonstration of that, I am attaching a letter from Geraldine McAteer, a brave woman of great vision who heads the Upper Springfield Development Trust in West Belfast, who is committed to working with both communities in creating jobs and opportunity. The letter follows a meeting I had with her and the heads of some fourteen community groups representing the entire spectrum of Belfast in the effort to promote the development of a software support industry centered in Belfast. They are now coming together, as this letter suggests, at what remains a very difficult time in a joint effort to work with all parties and government agencies to present Belfast as an excellent place for such investment. This is a significant development which I hope will bolster your initiatives for peace.

This development further confirms my view that anything that can be done to encourage the Northern Ireland talks process to include an economic focus, driven by the creation of opportunity for all, would be an important development. Such a dynamic has so far been lacking, despite Senator Mitchell's lion-hearted efforts as Chairman of the talks.

The Honorable William J. Clinton
February 13, 1998
Page 3

More than ever, it has been made clear to me that the absence of political violence is essential for encouraging successful new investment projects for the benefit of both communities in Northern Ireland. I am confident that the United States will continue to do all it can to emphasize this to all the parties there. The opportunity for peace, which the joint Irish and British Government initiative provides, is something that all of goodwill in Northern Ireland should embrace in the effort to create new institutions that will have the confidence of the great majority of men and women who want peace.

Finally, there is one example of work that the Clinton Administration has been doing in building the process of trust and reconciliation in Northern Ireland that is actually taking place in the United States, and which you may not be aware of.

For the past three years, a number of the Boston Regional Offices of your Administration have served as a key element of the *Leaders for Tomorrow Program Northern Ireland*, which Dr. Costello has operated from the John F. Kennedy School of Government, and which I am proud to serve as a founder and patron. In all, some 80 young men and women, both Catholic and Protestant, from community groups, government agencies and the private sector in Northern Ireland, have spent ten intensive weeks working on economic development projects together tied to a vigorous academic program. Last week, I saw clear proof that the program has succeeded in building leadership skills by the graduates I met on the streets of Belfast. They are now playing an important part in helping to rebuild their communities. We hope to have a new *Leaders for Tomorrow Program* from Northern Ireland later this year.

I hope that Dr. Costello and I will be in a position to thank you in person at your St. Patrick's Day celebration at The White House in March. We are grateful for all your efforts in keeping peace in Northern Ireland high on our Nation's agenda. ✖

Very truly yours,



JJC/mb
Enclosures



ROBERT P. CONNOLLY
IRELAND
HERE & THERE

□□□

A little over three years ago, software-industry pioneer John Cullinane, as co-chairman of a trade mission led by then Gov. William F. Weld, visited Belfast for the first time.

Since then, Cullinane, a Dedham resident, has been back many times and has devoted himself to building the North's economy. The proposition is that jobs and economic growth crowd out violence.

Cullinane and Bay State businessman Frank Costello were back last week, unveiling a 64-member Friends of Belfast in North America investment group and an intriguing idea: that Belfast should dedicate itself to becoming the world's software-support-capital.

Cullinane says Belfast's highly educated, job-seeking populace — including paramilitaries emerging from the prisons — could rapidly take command of the software-support market.

Trading paramilitary hardware for a new industry focused on software sounds like a tempting idea.

Business links group gets US support

By Jim Fitzpatrick

MORE than fifty senior US executives have joined a unique networking organisation dedicated to promoting Belfast's economy thanks to the City Council's new economic envoy, it was revealed yesterday.

Councillor Reg Empey, chairman of the council's economic development sub-committee, paid tribute to American entrepreneur John Cullinane who has helped create the new "Friends of Belfast"

support group.

The network - which includes key individuals in major US corporations - is dedicated to providing help to Belfast's politicians and businesses seeking trading links with the States.

Those in the group have offered to host receptions, or provide political and economic contacts in US cities, for any future visits by Belfast firms or trade missions.

"The council's role is to create the circumstances where we can enable our local indigenous

businesses to make contact with their counterparts in North America - it's then up to them to cut the deals," said Mr Empey.

John Cullinane, who was recently appointed as an economic envoy for Belfast in the US, said there was a "great deal of untapped goodwill and energy" directed towards Belfast that the new group would help exploit.

"I'm very pleased to say that the first step in Friends of Belfast has been achieved - which was to recruit fifty-plus members - very

important and influential people across America," he said.

Mr Cullinane said there was every reason to expect the number of members to grow sixfold in the coming year.

Its membership includes senior executives, many originally from Belfast, from major firms such as merchant bankers Lehman Brothers and Hambrecht and Quist, as well as key figures in Universities such as Harvard and the Massachusetts Institute of Technology.

Belfast hopes given a boost in US initiative

By Francesc McDonnell

BELFAST city council's economic ambitions are set to blossom in the United States thanks to a new influential support group that aims to help the city attract jobs and investment.

Spearheaded by American millionaire John Cullinane, a new group of "Friends of Belfast in North America" has been established to help attract support for the city among leading decision makers in the US.

The software guru is in

Belfast this week to brief the city council on the new initiative and to discuss future plans to develop the new "Friends" group.

Mr Cullinane, who has taken on the role of Special Economic Adviser for Belfast in North America, said today he has had no problem attracting members to the new Belfast club.

"All kinds of people want to help Belfast," he said.

"There is definitely a lot of support for Northern Ireland which is largely untapped. What we have got together to do is to establish an organisation of people who are keen to do what they can for Belfast and for the people of Northern Ireland.

"These people really want to be friends of Belfast and it is much more than just having their name on a list - this is a network of key people in key industries who can help Belfast in a number of different ways."

He said that already 60 people had signed up to be part of the Friends of Belfast group but that "many more are waiting in the wings".

Councillor Reg Empey, chairman of Belfast city's economic development sub-committee said Mr Cullinane's help had been invaluable.

Belfast as the Software Support Capital of the World

Letter Proposal

by

John Cullinane

Submitted to

**The Honorable Reginald Empey, Chairman,
Belfast Economic Development Committee**

**Members of the Belfast Inward Investment Forum
& Information Technology Forum**

February 5, 1998

Belfast as the Software Support Capital of the World

There is a unique opportunity for Belfast to become the *Software Support Capital of the World*.

Why this is such a golden opportunity for Belfast is that few software companies, however successful, do support well. Ironically, the more successful a software company becomes, the more difficulty it has in providing good support. The reason is that it is extremely difficult to get good people to do technical support. They would rather work on the development of new products. Most technical support personnel rarely interact with customers on a face to face basis because most support is done via telephone, email, etc. All a typical customer cares about is whether the technical support person knows the answer to his or her question or not. Of significance to Belfast is that it doesn't matter in the least where the answer is coming from or what the background of the technical support person is. Any reasonably intelligent person with the appropriate product training could do varying levels of technical support, depending upon the individual's skills. Belfast has a large pool of intelligent, hard working and loyal people with diverse backgrounds who could be trained to do technical support.

I have already spoken with software company executives and find them very interested in the concept of off-shore technical support centers located in Belfast. Better support, at lower cost, is a very attractive proposal for any software CEO. For example, the Industrial Development Board has very compelling cost and related data for Belfast: a very low turnover rate of 2.3%, versus 20%+ in other cities; existing call centers with a very high satisfaction rate; a cost per person substantially lower than other cities (i.e., \$15,000 versus \$21,000); and, office space at \$14 per square foot, versus \$25 - \$29. These are very significant advantages to a company trying to contain expenses.

However, it is most important that the various interested parties in Belfast get together and develop a coordinated proposal designed to meet the needs of American, Canadian, and Irish software companies, etc. This has to include the IDB, community leaders and training people, etc. The proposal should include the following as a minimum:

- The number of people to be trained.
- The product training to be given.
- The participation of the software companies' people in this initial training.
- The IDB support per individual trained and hired.
- The existing training facilities.
- The location of the software support center.
- The communications facilities available
- The IDB support available for the above.
- The other intangibles including universities, life style issues for visiting executives, etc.

Once this proposal is available, the appropriate people should contact all the leading software companies and sell them on the concept of having their support done in Belfast, the *Software Support Capital of the World*. Belfast would be the first city to recognize this opportunity and organize to take advantage of it. I believe Belfast would have a huge competitive advantage in this market.

D R A F T

**Second Annual Conference on New Investment Opportunities in High Tech
Companies
From Israel, Ireland and Northern Ireland**

Presented by

Ireland Chamber of Commerce in the United States, Inc.
New England-Israel Chamber of Commerce, Inc.
The Cullinane Group, Inc.

In Cooperation with

Sloan School of Management – Massachusetts Institute of Technology
University of Massachusetts

Sponsored by

Coopers & Lybrand
Essex Investment Management Company, Inc.
Goodbody Stockbrokers
Hambrecht & Quist
Peabody & Arnold
USttrust (etc.)

Location

John F. Kennedy Library
Columbia Point
Boston, Massachusetts

May 18, 1998

Monday, May 18, 1998

8:00 a.m. -- 8:45 a.m. Registration, coffee
Presenters

8:45 a.m. -- 9:00 a.m. Call to Order

John Cullinane
President, The Cullinane Group, Inc.

Welcome

William Bulger
President, University of Massachusetts

Thomas Allen
Deputy Dean & Professor of Management
Sloan School of Management
Massachusetts Institute of Technology

9:00 a.m. -- 9:30 a.m. Country Updates

Northern Ireland and the Six Border Counties
Willie McCarter, Director, International Fund for
Ireland, Which sponsors the RADIANT Program
(Research & Development Between Ireland and
North America) Based on the Israeli BIRD Program
(Bi-National Research & Development), It
encourages joint ventures between Northern
Ireland and the Six Border Counties, the U. S., and
Canadian high tech companies.

Republic of Ireland
Barry Murphy
Chief Executive Officer, The Cullinane Group
Ireland

State of Israel
A. I. Mlavsky
Managing Director, Gemini Capital Fund
Management

Chief Scientist, State of Israel
Joint Venture between Israel and Ireland based on
the BIRD concept.

9:30 a.m. -- 10:15 a.m. Presentations of 8 High Tech Companies
 Chair – Deputy Dean Thomas Allen
 Sloan School of Management, MIT
 (Company CEO's)

10:15 a.m. – 10:30 a.m. Questions by Panel of Experts

10:30 a.m. – 10:45 a.m. Coffee Break

10:45 a.m. – 11:30 a.m. Presentations of 8 High Tech Companies
 (Company CEO's)

11:30 a.m. – 12:00 p.m. Questions by Panel of Experts

12:00 p.m. -- 1:00 p.m. Lunch

1:00 p.m. -- 1:30 p.m. Name Speaker
 (Introduced by James O'Brien)

1:30 p.m. -- 1:45 p.m. Reconvene

1:45 p.m. -- 2:30 p.m. Presentations of 8 High Tech Companies
 (Company CEO's)

2:30 p.m. -- 2:45 p.m. Questions by Panel of Experts

2:45 p.m. -- 3:30 p.m. Presentations by 8 High Tech Companies
 (Company CEO's)

3:30 p.m. -- 3:45 p.m. Questions by Panel of Experts

3:45 p.m. -- 4:00 p.m. Review and Close

4:00 p.m. Reception
 (Attending will be leaders of the Jewish and Irish
 Communities)

Other Supporting Organizations

Commonwealth of Massachusetts Office of International Trade & Industry
 Government of Israel Economic Office in New England
 John F. Kennedy Library
 Massachusetts Software Council
 R. R. Donnelley & Co.
 Showtime Enterprise



6 February 1998

Mr John Cullinane
Room
Wellington Park Hotel
BELFAST
BT9

Dear John

Just a note to thank you for your time and effort at the meeting today. We had a discussion afterwards and have decided on the following action:

- ◆ To meet Joe McVey & Co. at Belfast City Council Economic Department committee,
- ◆ To meet, and secure the support of Belfast City Councillors; IDB and LEDU;
- ◆ To formulate funding proposals for the Peace and Reconciliation fund (proteus), Training and Employment Agency and the International Fund for Ireland to engage trainers on software technical support services and trainees initially.
- ◆ To put together a wider Horizons training programme sending 21 young people for appropriate training (7 Catholics, 7 Protestants and 7 from Talloght, Dublin - starting April 1998). These young people would then form a nucleus of trainees/employees. Frank Costelloe will assist with the potential Boston end of the programme.

John we were also of the view that we could create a company ourselves, which would be a "Community Business", with any profits being used to create further jobs or fund community based economic regeneration programmes. Because we would be constituted as a community business, which was also cross-community, we would be eligible for Peace and Reconciliation funding.

We also envisage that if we put together a firm business proposal, we could lobby the IDB for the Springvale call centre site.

We are drawing up an action plan to make this happen. We appreciate all the help given us and we'll keep you up-to-date with all the developments.

Everyone was very impressed by your sharing of ideas, and given the tragic events of recent weeks, this has given us a shared project to work together on.

Call me if you have any advice or queries.

All the Best

A handwritten signature in cursive script, appearing to read "Geraldine".

Geraldine McAteer
Chief Executive

The Cullinane Group, Inc.

Investors in High Technology Ventures

John J. Cullinane
President

MEMORANDUM

TO: Nancy Hernreich
Office of The Honorable William J. Clinton

FROM: John J. Cullinane

DATE: February 13, 1998

Enclosed is a letter with enclosures for President Clinton. Thank you for forwarding this correspondence to him.

JJC/mb

Via Overnight Delivery