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Gm/06783/95.
MC WHEELER

From: DPS/Sir John Wheeler
6 January 1995

cc
Mr Cullinane
Mr Fayling
Mr Bingham
It is interesting to see
if file, etc.
AM
10/1

- cc PS/Sir John Wheeler (DFP, B&L) - B
- PS/Michael Ancram (DENI, B&L) - B
- PS/Baroness Denton (DED, DANI&L) - B
- PS/Mr Moss (DOE, DHSS&L) - B
- PS/PUS (B&L) - B
- PS/Mr Fell - B
- NI Perm Secs
- Mr Thomas - B
- Mr Legge - B
- Mr Watkins - B
- Mr Williams - B
- Mr Bell - B
- Mr Wood (B&L) - B
- Mr Maxwell - B
- Mr Stephens - B
- Mr Lamont, RID, FCO - B
- Mr Westmacott, Washington
- HMA Dublin - B
- Mr Alexander, NIB
- Mrs McAuley

cc
Mr Gibson
Mr Garble

PS/Secretary of State (B&L) - B

US INVESTMENT CONFERENCE - PHILADELPHIA - APRIL/MAY 1995

The Minister was grateful to note Mr Fell's submission of 5 January advising on how we might structure our input to the White House Investment Conference to be held in Philadelphia in April/May 1995.

2. Sir John has commented as follows:-

"While I welcome the planning arrangements for the Conference for April/May, I am concerned about the possibility of the Secretary of State being on the same platform as Adams (para 6) or that there should be a meeting in NI before then.

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The facts are that we are a long way off progress with Provisional Sinn Fein. Not least over the issue of weapons and PIRA is still targetting members of the security forces,

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as well as maintaining an absolute state of readiness to resume operations. Until there is real progress over weapons and a standing down of PIRA operations there can be no question of the Secretary of State either meeting Adams or appearing on platforms."

Signed

STEVEN McCOURT
Departmental Private Secretary

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22/95.



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Mr Temple

HCS/5/95

** Ac - this correspondence to everybody.*

*Mr Bugban
the copy?*

*AM
19/1/95*

FROM: D FELL
5 JANUARY 1995

- cc PS/Sir John Wheeler (DFP, B&L) - B
- PS/Michael Ancram (DENI, B&L) - B
- PS/Baroness Denton (DED, DANI & L) - B
- PS/Mr Moss (DOE, DHSS & L) - B
- PS/PUS (B&L) - B
- NI Permanent Secretaries
- Mr Thomas - B
- Mr Legge - B
- Mr Watkins - B
- Mr Williams - B
- Mr Bell - B
- Mr Wood (B&L) - B
- Mr Maxwell - B
- Mr Stephens - B
- Mr Lamont (RID, FCO) - B
- Mr Westmacott, Washington
- HMA, Dublin - B
- Mr Alexander, NIB
- Mrs McAuley

PS/SECRETARY OF STATE (B&L) - B

WS

INVESTMENT CONFERENCE - PHILADELPHIA - APRIL/MAY 1995

PURPOSE OF SUBMISSION

1. The purpose of this submission is to report to the Secretary of State and Ministers on how we might structure our input to the White House Investment Conference to be held in Philadelphia in April/May 1995.

BELFAST INVESTMENT CONFERENCE

2. The feedback from various parts of the world, including from the American administration, suggests that the Belfast

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Investment Conference was regarded as a resounding success. The economic gains have yet to be measured, but it was a tightly focussed economic event, and the view is that, despite some political downside, it substantially enhanced Northern Ireland's image internationally and it did deliver potentially useful contacts, some of which might lead to investment. IDB will be actively following up these contacts over the next few weeks.

PHILADELPHIA CONFERENCE

3. With the Belfast Conference behind us we have been turning our minds to the US Investment Conference in Philadelphia in the Spring of 1995. It is, of course, for the US authorities to prepare plans for the Philadelphia event, but we have been considering how we can best relate to them, not least in the light of our experience of the Belfast Conference.
4. The Americans themselves will face a number of internal difficulties in organising the Philadelphia conference. Three separate Departments of State - the Department of Commerce, the State Department and the National Security Commission (NSC) - will be involved. President Clinton has also asked Senator Mitchell, his newly-appointed special adviser on economic initiatives in Ireland, to help co-ordinate the Philadelphia Conference. Two senior members of Senator Mitchell's team - Miss Martha Pope and Mr David Pozorski - attended the Belfast Conference, and we took the opportunity to make initial contacts with them. They intend to accompany Senator Mitchell to Northern Ireland on a visit next month.
5. The Philadelphia conference will also involve the Irish, both directly and through the interest of the International Fund for Ireland. The issue of head to head competition between

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the IDA and the IDB could arise in particularly acute and symbolic form at Philadelphia. We are also aware that the Irish are beginning to make their own arrangements for the Conference, and they could well be out to steal the thunder at Philadelphia.

6. There are a number of other political aspects attached to the Conference, not least being how we treat Sinn Fein. Pretty clearly, if the ceasefires are still holding the Americans will invite Mr Adams, and on one scenario, that could even be the first occasion involving the Secretary of State and Mr Adams on the same platform. However, we believe that it would be a mistake to allow a first meeting between the Secretary of State and Mr Adams to take place on American soil, and that, subject to satisfactory progress in XD, we should aim to arrange for such a meeting on our own territory and on our terms.

ORGANISATIONAL STRUCTURE AT OFFICIAL LEVEL

7. Against this background, we have considered how we should organise ourselves at official level to prepare for this Conference. On the one hand one could take a view that the conference should be devoted to purely economic development objectives where the need would be for ~~A~~ tightly controlled and focussed contacts with potential US investors. On the other hand, all the early indications from the US authorities are that they intend that the scope of the Philadelphia conference will be drawn very widely indeed. We understand from our Embassy in Washington that the Americans may use a White House Conference on Trade and Investment in Central and Eastern Europe to be held in Cleveland on 12/13 January as a possible model (and we are arranging to send an observer). This conference has a broad based agenda ranging from inward investment, trade, housing, construction and tourism, the

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environment, transportation, medical and healthcare, energy, telecommunications and Information Technologies, property development and several other perspectives focusing on the pros and cons of promoting trade and investment in the region. Cabinet level Ministers, senior Government and business leaders from the countries concerned have all been invited. The likelihood is that the Americans will seek a similarly wide scope for the Philadelphia event.

- 8. I believe therefore that we need to put in place a widely drawn team to pull together a co-ordinated approach to the Philadelphia conference. I propose to establish a core group of officials, under the chairmanship of Central Secretariat (Mr Maxwell), and involving representatives of DED/IDB, DOE, the Information Service, the International Fund for Ireland, and NIO (B&L). At a later stage we are also likely to have to bring into play other Departments, and I will be in touch with them at the appropriate stage. We will also clearly be involving our own resources in the US - IDB, the British Information Service, the Northern Ireland Bureau, and the British Council as well as the FCO posts. Mr Maxwell will report to me on a regular basis. One of the tasks of his official group will be to attempt to co-ordinate attendance at the Conference by Northern Ireland interests (and we may expect considerable enthusiasm to do so, not just from business people, but also from MPs, District Councils, community groups and so on).

MINISTERIAL INVOLVEMENT

- 9. So much for the official effort. We have also given thought to Ministerial involvement. It seems clear that not only will the Secretary of State and Baroness Denton be involved in the Conference itself, but that in fact all Ministers will have interest - Michael Ancram (political



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development/overseas information), Sir John Wheeler (Information Service/IFI) and Malcolm Moss (local Government/community groups/property development). I therefore propose that, based on the reports from Mr Maxwell's official group to me, I should let the Secretary of State and Ministers have a progress report on our planning for the Conference at the end of January, at the end of February and then weekly thereafter with the opportunity being made available to the Secretary of State to call meetings with Ministers and relevant officials, on foot of each or any of these progress reports. I trust that the Secretary of State is satisfied with these proposed reporting arrangements.

DATE OF CONFERENCE

10. So far we have not been informed of the date of the Conference, although we have been making enquiries with our Embassy in Washington and with Miss Pope (Senator Mitchell's aide) who is anxious to get a date into the President's diary as soon as possible. We ourselves have some dates which we wish to avoid - 5 April (IOD Dinner), 12 April (CBI Dinner), Easter and 8 May (VE Day). The Embassy have conveyed our concerns about dates to the US authorities, and Mr Maxwell has spoken directly to Miss Pope on the matter. She will let us have a date as soon as possible.

CONCLUSION

11. The Secretary of State is invited to note the arrangements which we propose to put in place at official and Ministerial level for handling the White House Conference on Investment in Ireland to be held in Philadelphia in April 1995.

DAVID FELL

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