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THE
WASHINGTON INSTITUTE
FOR NEAR EAST POLICY

Barbi Weinberg
President

October 20, 1986

Dear Herb,

It's been a long time since we've seen one another, and I understand that you're just recuperating from surgery...**Hope all went well**, and that you're feeling better - and on your way to a refuah sh'lema...a speedy one!

I also hear that you are still in the business of inspiring and teaching people to become better -- more committed Jews!...I'd like to tell you about a project in which I'm involved that doesn't fit that description...but it's something I think you'll find interesting, nevertheless...Let me tell you about it:

We organized The Washington Institute with the idea in mind of reaching the senior policy-making elite (below the level of Cabinet Secretary) within the U.S. government...Departments of State - Defense - National Security Council and CIA...who are so influential in determining the direction of U.S. Middle East policy. Our problem has been their reliably Arabist orientation...Though not all of them are anti-Israel, most of them are so accustomed to recycling the same old "solutions" to Middle East problems that the effect is the same.

They had never been reachable through any of the usual "political" ways. Not elected -- they could not be lobbied...As intellectuals -- they wouldn't bother with arguments (no matter how credible) of "Jewish" organizations...So, we decided to try the intellectual approach...a Think Tank!...And it works! They do attend our monthly Policy Forums...and we have evidence of ideas from our papers - and policy forums being reflected in U.S. policy!

Ours is an American Interest Think Tank which views the U.S.-Israel relationship as beneficial to the U.S. We deal with current issues relating to the Middle East from the vantage point of how they affect U.S. interests. Our office - and programs - are headquartered in Washington -- where we must be in order to reach U.S. policy-makers - and influence U.S. policy.

We've been "in business" for only 20 months -- and we are more successful than we had dreamed would be possible in so short a time. Last month we held our first Conference weekend "retreat" at the beautiful Wye Plantation of the Aspen Institute on the Maryland shore. Sessions were led by three members of our Advisory Board: Alexander Haig, Fritz Mondale, and Sam Lewis.

Our first annual Policy Conference weekend September 19-21 was extraordinary!..(and that evaluation is not mine alone). The Academics and government people who attended expressed their amazement at the unusually high level of the discourse...the openness and candor -- and seriousness of the discussion!

Sam Lewis commented that it was **one of the best conferences of its kind** (several participants said it was the best) -- and that we are **accomplishing** what we set out to do...We're reaching the policy-makers in the bureaucracies of the American government with our ideas...and, indeed, having a powerful impact. Sam predicted that we will look back on this conference and our first years as the beginning of something very very significant and influential - with which he described himself as being "proud and honored" to be associated!

Our Policy Forum with Shimon Peres in Washington on September 16th was wonderful...350 people attended -- there was lots of press coverage (page 14 of The New York Times and the front page of The Washington Times among others -- and it was telecast two days in a row from start to finish on C-Span plus - T.V. spots through weekend.

We had another powerful Policy Forum on September 9th with Eli Kanovsky - the Israeli economist. He created quite a sensation because he was the first one to predict (in 1980) the oil glut - when all the others were predicting a continuing shortage - and escalation of prices. That's why his opinions are taken seriously when he - again - is bucking the tide when he says that a plentiful supply (and low prices) will continue into the 1990s! We had people from eight other countries - as well as the U.S. Departments of Energy and Treasury in attendance...A fellow from the CIA told Martin his presentation was "a shaft of light" - and will help the U.S. in its energy (and policy) planning!

BB Netanyahu spoke strongly at a dinner in New York in support of the Institute...His experience as Minister in the Embassy in Washington before he became U.N. Ambassador gave him firsthand experience. Though Mischa Arens and he established good working relationships with George Shultz -- he knows how influential this policy-making elite is (below the level of Cabinet Secretary)...They are often the ones who - by their "expertise" and **persistence** -- determine the direction of U.S. policy.

I'm going to enclose the Agenda and Participants' List from our September conference - plus some information on another -- our Conference on Defense and Strategy in the Eastern Mediterranean which took place in Jerusalem in July -- for which

we took a group of key U.S. defense correspondents and defense intellectuals to Israel for a three day in-depth tour of all Israel's borders and bases -- followed by a three day conference (which was opened by Rabin - and closed by Peres). It will give you an idea of the variety of things we're doing - and who we're reaching.

The government of Israel felt that it was worth pulling out all the stops for those journalists because what they write is so influential with U.S. policy-makers.

Robert Cullen of Newsweek Magazine told Martin Indyk, our Director, on the way over to Israel in July that he thought it was ludicrous to speak seriously of little Israel as of strategic value to the United States. After his visit there he made a point of telling Martin, "I was wrong...I am convinced." The articles in the various periodicals since then reflect that point of view.

One of the participants (Jim Roche) who used to be in the State Department made a point of going to the State Department after he returned to the U.S. to recommend further steps that should be taken to enhance the strategic relationship between Israel and the United States!

A week ago Tuesday we held a luncheon for some of the key people in the State Department and National Security Council with Eli Rubinstein - who will be Secretary of the Cabinet in Israel when Shamir assumes the Prime Ministership.

Well -- you have an idea now what we're trying to accomplish -- and how we're doing it. If you think this is a project that's as valuable as we think it is...and if you'd like to hear more about it (either because it would be of interest to the Foundation you head...or just for your own interest) please let me know. Either I (or better yet, our outstanding young Director, Martin Indyk) will be happy to sit down with you to discuss it in greater detail. We've produced some excellent policy papers - and other materials - and have lots more to show you and tell you about -- **if you are interested**

I'll look forward to hearing from you by mail -- or speaking with you soon. Meanwhile - my best to you and all your family for a wonderfully joyful - **healthy** and happy New Year!

Warmly,

Sam (regard from Larry, too!)

THE WEXNER HERITAGE FOUNDATION

Herbert A. Friedman
President

Leslie H. Wexner
Chairman of the Board

November 5, 1986

Ms. Barbi Weinberg, President
Washington Institute for Near East Policy
9595 Wilshire Boulevard-Suite 300
Beverly Hills, California 90212

Dear Barbi -

Your letter of October 20 finally reached me, together with the family photograph, which it was a delight to see. You have certainly fulfilled the Biblical injunction to be fruitful and multiply.

The material you sent, describing the work of The Washington Institute, was very interesting. I shall keep it on file, and would appreciate being kept on your mailing list, so I can know what you are doing.

The question asked, however, as to whether "the matter would be of interest to The Foundation you head," is not properly addressed to me, but to another gentleman, whose name I shall give you in a moment.

Leslie Wexner has two separate foundations. The one I run is called The Wexner Heritage Foundation and conducts a teaching program of carefully selected students in various communities. It makes no grants to any projects. The other is The Wexner Foundation, which does make grants. The man who runs that is:

Rabbi Maurice Corson
The Wexner Foundation
41 South High Street
Suite 3710
Columbus, OH 43215
Tel: 614-464-1535

Mrs. Barbi Weinberg

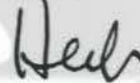
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November 5, 1986

My suggestion is that you send the same letter and back-up material to Rabbi Corson, and I'm sure you will hear from him. You and I have known each other for a long time, Barbi, so you know that I'm not trying to give you some bureaucratic answer. The simple fact is that Wexner's work is divided, as I've explained.

Fondest regards to Larry. I would love to visit with either or both of you, whenever your business brings you to New York, or mine brings me to Los Angeles.

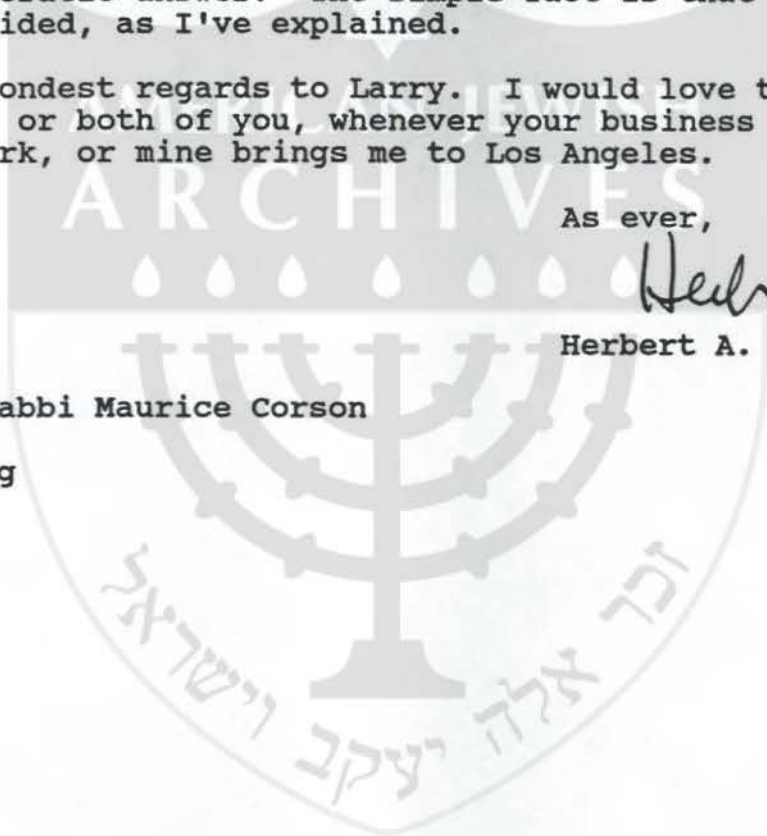
As ever,



Herbert A. Friedman

cc: Rabbi Maurice Corson

HAF:ndg



December 3, 1986

Mr. Herb Friedman
Wexner Heritage Foundation
551 Madison Avenue
New York, New York 10022

Dear Mr. Friedman,

Barbi Weinberg, Wally Stern and Bert Cohn have all suggested that I should seek your counsel about the activities and progress of The Washington Institute.

I will be in New York on December 11th and 12th and would greatly value the opportunity to meet you.

I will call you in the next few days to see if we can arrange a meeting.

Sincerely,



Martin Indyk
Executive Director

12/8/86
I called and said I'd
not be available
above letter

He will try again,
with more notice

THE WEXNER HERITAGE FOUNDATION

Herbert A. Friedman
President

Leslie H. Wexner
Chairman of the Board

November 17, 1986

Mrs. Barbi Weinberg
President
The Washington Institute for Near East Policy
9595 Wilshire Boulevard #300
Beverly Hills, CA 90212

Dear Barbi,

Your letter of November 10 reached me today. The envelope contained the correct address, which, together with the phone number, is found at the bottom of this letterhead. The letterhead also contains the Columbus address, but that is not applicable to me. You can always reach me in New York at this address.

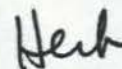
I know that whenever you come to New York, you are impossibly booked up, but should you feel that you want to get in touch, just let me know a little bit before you are coming, so that I am not out of town. I would love to welcome you in our very comfortable office. We are located, by the way, on the corner of 55th Street and Madison Avenue. Whatever hotel you stay at will probably be within walking distance.

You mentioned Bert Cohn and Wally Stern. They are both friends of mine, and I see Bert fairly frequently.

I never mended from surgery, because I never had any. We solved the problem with some very potent medicine, which had dreadful side affects, but obviated the surgery. I am back in full good health again.

Looking forward to seeing you, and with besst regards to Larry, I am,

As ever,



Herbert A. Friedman

THE
WASHINGTON INSTITUTE
FOR NEAR EAST POLICY

Barbi Weinberg
President

November 10, 1986

Dear Herb,

It was good to hear from you...Thank you for writing so promptly, once my letter reached you!

I gather...from the tone of your letter, though you don't mention your surgery, that you are back at work and doing/feeling well again...I hope so!

I shall follow your advice and send a copy of the letter and backup materials that I sent to you to Rabbi Corson...and I shall be happy to have Martin Indyk, our Director, put you on a mailing list so that you'll receive copies of our work. I am very proud of the work we do...and I thought you would find it interesting!

You suggested that we get in touch with you when we're in New York...we'd be happy to! We get there every so often -- usually for a very short time, but one of these days when we're there for a bit longer, I'd love to look you up...Would you mind giving me your address and phone number? As for when you get to Los Angeles - I hope you will give us a buzz...we would love to see you again! Meanwhile...I'll have to send this via the long-distance, round-about route...the same as our New Year's card and earlier letter.

Warmly,

Barbi

P.S. It seems we have some friends in common...Barbara and Bert Cohn - and Betsy and Wally Stern...They were going to put in a "plug" for the Institute.