

Submitted  
only to Qatari  
mgr.

# PORTLAND STATE UNIVERSITY

**March 2006**

## **Proposal to Occidental**

The Middle East Studies Center at Portland State University seeks \$500,000 in endowment funds from the corporation Occidental Oil and Gas Corp. in support of our Middle East Studies Center (MESC). PSU and the MESC's long standing history of engagement with the region has led to a base of nearly 2,000 alumni who live and work in leadership positions throughout the region, as well as the development of a base of region specific resources which provide a strong base for program growth. The combination of our history and alumni base make PSU a high leverage institution with which to increase understanding of the Middle East, Arabic language, history and culture. In fact, it is our Alumni who live and work in the region who have called for the strengthening of this vital program at a pivotal time in the history of the region and the world.

### **A history of commitment to the region and a strong base for growth**

Any review of global politics would indicate that the world is moving to the brink of a great religious and cultural divide. This divide threatens to tear us apart, religiously and politically. This divide also presents an historic opportunity to create a world of tolerance, pluralism and understanding. The need to seize this opportunity is one of the great challenges of our time. There is considerable evidence that religion and its cultural and social consequences stand at the heart of this peril/opportunity dualism. For the West, with its centuries old grounding in Judeo-Christianity, the need to understand the other great Abrahamic religion, Islam, has never been greater. The antidote to fear generated by ignorance is education leading to understanding.

Portland State University's Middle East Studies Center has a long and distinguished history of teaching, research and outreach in support of Middle East languages, history, cultural studies, and economics. The MESC was established as a federally supported Center for Middle East Studies in 1959. PSU has enrolled thousands of students from the Middle East since the 1960s and continues that relationship with students through the present time. For students who wish to focus their studies on the Middle East, PSU has long offered a major in International Studies with an emphasis on that area and minors in several languages of the region, including Arabic, Persian, Turkish and Hebrew. As a federally supported center, the Portland State University Library has extensive Middle East holdings in both Arabic and English. In 1961, the MESC was designated one of the ten federal depositories to receive library materials from the United Arab Republic. This allowed Portland State to build one of the best Arabic collections in the western United States. In January 2005, the United States Congress allotted the PSU library \$320,000 for cataloging of and further purchases for its Middle East collection.

A partnership with Portland State University will provide a U.S. audience of students, scholars and community leaders who will benefit from the excellence of the Middle East Studies Center. PSU is Oregon's largest (25,000+ students) and most diverse university. Located in the heart of Oregon's largest city, it serves as the state leader in Middle East Studies and serves faculty and students on many other campuses. It also is a national leader in education and research that is engaged with the community and region, with a long and distinguished reputation in Middle East Studies.

MESC's mission is to provide information and to promote understanding of the peoples, cultures, languages, and religions of the Middle East and North Africa in an open and objective atmosphere which enhances education and encourages dialogue. MESC operates an extensive outreach program with a wide variety of activities. PSU's Middle East related degree offerings include a Middle East Studies Certificate program. At the graduate level, several departments offer master degrees and two Ph.D. degrees which allow students to focus on the Middle East. Middle East area courses are taught by 29 faculty members from 15 departments and 4 colleges. In the past five years, enrollment in PSU courses with Middle East content totaled nearly 15,000.

Demand for classes in Middle East related subjects has burgeoned at PSU since 9/11. For example, this year 160 students enrolled in Arabic language classes under one professor. Middle East politics classes have grown from barely 30 students to 70 students per term. The MESC is unable to meet the demand for our classes with the current faculty/staff level, so we are seeking endowment funding from external sources to support and expand our Middle East course offerings.

### **Portland State University Alumni in the Gulf**

We are proud to acknowledge that many of our two thousand plus alumni have distinguished records of achievement in business, education and government throughout the Middle East. In Qatar, the PSU alumni include the Minister of Justice, more than ten ambassadors in the Ministry of Foreign Affairs, and a number of alumni working in top positions at Qatar Petroleum. PSU alumnus Salah Al Mana is VP for Public Affairs at ExxonMobil in Qatar. Ismail Al Emadi is Manager of Exploration for Qatar Petroleum. In Saudi Arabia, PSU alumni include the former Minister of Information and current Minister of the Hajj, mayors, ambassadors, and employees of Saudi Aramco.

In the UAE, Ahmed Al Saygh, who oversees UAE interests in Occidental's Dolphin project, is a PSU alumnus, as are more than fifty members of the Sabah, Al Thani, and Al Saud royal families. Although not specifically a PSU alumnus, Sheikh Ahmed Al Badi, former UAE Minister of Health and graduate of a Portland college, is also a strong supporter of PSU efforts to raise endowment for Islamic Studies and Arabic.

The PSU Gulf alumni form an active group in the Gulf. They are headed by HE Hassan Al Ghanim, Minister of Justice for the State of Qatar. Minister Al Ghanim has established the PSU Gulf Alumni Association, with a website, a steering committee and dedication to educating Americans about the Middle East.

This year, the alumni will hold their third annual reunion in the Gulf. They themselves have contributed generously to the MESC campaign, and, in response to representatives from different energy corporations approached by PSU for funds, the alumni have worked to help PSU obtain letters of support from key figures in the Gulf governments. (Please see attached letters.)

Additionally, American students who have obtained the Middle East Studies Certificate at PSU have gone on to write for the New York Times, become professors at prominent universities, and occupy positions of responsibility at the US Department of State.

### **PSU is the Region's Choice for Support**

Occidental will not be alone in their support of the MESC at PSU. Within the energy sector, proposals for support are pending with ExxonMobil and CoonocoPhillips.

Additionally, government support for the program is strong. The Turkish government has endowed a chair in Contemporary Turkish Studies at the MESC, the only one of its kind in the US. The government of Iran, via the Alavi Foundation, recently donated \$204,000 to enable the Center to add a full-time professor of Persian Language and Literature. An application is pending for a Title VI grant from the United States government as well as the State of Qatar, and The Saudi and UAE governments.

At the request of PSU alumnus HE Abdullah bin Nasser Al Khalifa, Secretary for the Supreme Council on Family Affairs, the Qatar Foundation has agreed to review a proposal submitted by the MESC for partnership between the Islamic Studies program at PSU and the world-class program currently being built in Qatar at Education City by the Qatar Foundation.

### **Recognition for Your Support**

PSU has the attention of the governments and local corporations in the countries of the Gulf. Our alumni and friends in the region assure us that your support of the program would be an exciting and news worthy event. PSU would recognize your support at an event held in Qatar because it is the seat of the chair of the PSU Gulf Alumni Association. All alumni and all ambassadors to Qatar from the Gulf countries would be invited, as would the Qatari cabinet. The alumni have already agreed to press their representation to attend such an event.

The American ambassador to Qatar along with other American ambassadors in the region would accept the gift on behalf on PSU. We would work closely with you to ensure that the event and recognition met your public relations and philanthropic needs.

Thank you for your consideration and potential support. Your support will have a direct impact on better educating Americans about the Middle East, Arabic history and culture, thereby reducing misconceptions and bettering relations between the regions. The call for support of this program flows from our Alumni's experience as leaders in the region, their first hand experience with PSU and ultimately their deep understanding of the positive power Middle East education can have on all of our futures.

MIDDLE EAST STUDIES CENTER DEVELOPMENT ■ OFFICE OF INTERNATIONAL AFFAIRS

# PORTLAND STATE UNIVERSITY

Background of MESC proposal to Occidental

2005 - Linda Morrell suggested fundraising from multi-national corporations doing business in GCC via the country managers.

John Damis, MESC director and Hassan Al-Ghanim, Qatari Minister of State and PSU GCC Alumni Association chair, agrees to this strategy.

Morrell approaches ExxonMobil and Occidental first because VP at ExxonMobil in Qatar is PSU alumnus and because former Oxy country manager in Qatar is member of MESC advisory board, Tony Holt.

Both corporations ask PSU to help them convince their corporate headquarters and foundations for the funding by giving evidence of caliber of PSU GCC alumni.

Alumni lead Morrell to Ismail Al-Emadi, Qatar Petroleum director of excavation and PSU alumnus. Ismail contacts reps of 5 energy corps in Qatar and asks them to assist PSU. He also offers Morrell the cell phone number of Ray Irani. No action taken on the latter.

Issa Al-Ghanim, PSU Alumnus and Qatar Petroleum manager reporting directly to Q. Minister of Energy obtains a letter of support from the latter, (the first Minister Al-Atiyeh ever wrote.) L. Morrell begins contacting as many alumni as can be found, with the assistance of Hassan Al-Ghanim and many Qatari alumni.

2006 – Dan Bernstine, John Damis and Linda Morrell meet with Carey Lowe, current country manager for Oxy in Doha and submit proposal.

PSU alumnus at ExxonMobil asks for more time, because country manager changing. Proposal will be submitted at end of May 2007.

ExxonMobil gives only operating funds for fundraising campaign. Oxy only funds endowments.

August 16, 2005

Linda,

I wanted to mention to you how much I enjoyed meeting you at lunch last week and hearing about your fund raising work for PSU in the Middle East. As the former country manager for Occidental Petroleum in Qatar and someone who lived and worked in the area for over 6 years, it was fascinating to hear of your progress.

I was delighted to hear that after my mentioning his name to John Damis, Ismail El Emadi at Qatar Petroleum had been helpful to you in your efforts. Ismail is one of the keys to your success with the corporations.

Prior to my arrival in Doha as country manager for Occidental Petroleum, our company had not made much effort with him and consequently was having difficulty getting approvals for the work it wanted to do.

I am pleased to say that with regular visits and phone calls to keep him informed, I was able to build up a good personal relationship which smoothed the way to getting the approvals we needed. The influence of people like Ismail El Emadi is the kind of thing that will convince a corporation's headquarters that funding Middle East Studies at PSU is a good idea.

I believe that as a result of the effort you have put into maintaining and expanding your personal relationships in the region you have created ties mandatory to success in the Arab world. I am impressed with the wide spectrum of Qataris you have added to the PSU network, in addition to the alumni.

It takes time and effort as you know, but once they gain trust in you anything is possible.

You are on the right track. I know from experience that the most important aspect of fundraising from multinational corporations is to help the local offices (country managers) convince their head offices that contributions to PSU will get them recognition in Qatar at very high levels, with future beneficial results.

Sell your programs to your alumni and have your expanded Qatari spectrum sell it to the corporations.

Thanks again for taking the time to give me the fascinating update. I hope we can do it again after your trip to the region in November. In the meantime, I look forward to seeing you at the Middle East Studies Center advisory board meeting in September.

Very best wishes.

Tony Holt



"I strongly urge you to support the Middle East Studies Center at Portland State University." -

Abdulla bin Hamad Al Attiyah, Minister of Energy, State of Qatar



"The Middle East Studies Center at PSU has a long and successful history of educating Americans on Arabs and Arab issues. I urge you to join me in supporting this chair." - HE Bader Al-Dafa, former Qatari Ambassador to the United States

### Facts:

Current world affairs have highly increased American student interest in the Arab Middle East. This interest must be met.

PSU Middle East Studies Center has been serving American academia excellently since 1959.

PSU has graduated over 2,000 alumni from the countries of the GCC.

PSU has currently enrolled over 200 students from that region.

PSU is unable to meet the new and large demand for Arabic and Islamic Studies.

Fundraising is needed for professorships in Arabic and Islamic Studies.

### Other Funding Sources:

With the assistance of its alumni, PSU has submitted proposals to ExxonMobil, Occidental, ConocoPhillips, the Islamic Bank of Qatar and the Qatar Foundation.

PSU has applied for aid from the US federal government for Middle East Studies.

## *Campaign to increase education in Arabic and Islamic Studies*

### *Middle East Studies Center*

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"I am proud of my university and happy to support it financially. I urge my fellow alumni to join me in contributing."

HE Hassan Al Ghanim, Minister of Justice, State of Qatar; PSU alumnus, class of 1979



Figure 1. Ali Al Ali and HE Hassan Al Ghanim tell US Ambassador to Qatar, Chase Untermeyer, about their college days at PSU



## American student interest in the Middle East is booming...

**160 students of Arabic language at PSU – one professor!**

GCC alumni lead the way in supporting PSU Middle East Studies: **\$168,000** donated, much more pledged. **Thank you, Alumni!**



2 PSU GCC alumni at 2006 reunion in Kuwait

### PSU GCC Alumni Donors:

Fahad Al Athel

HE Hamad Al Khalifa

HE Hassan Al Ghanim

Sheikh Hassan bin Khalid Al Thani

Sheikh Hamad Ali Jassim Al Thani

Sheikh Hassan Ali Jassim Al Thani

Ali Al Suwaidi

Mohamad Al Jaber

Issa Al Ghanim

Tariq and Shamlan Al Shamlan

For more information on giving to PSU MESC:



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*Office of the  
Second Deputy Premier,  
Minister of Energy & Industry*



Ref. : MEI/1278/05

Date : 13 June, 2005

**To Whom It May Concern**

This letter comes in full support of the campaign to expand the Middle East Studies Center at Portland State University in Portland, Oregon.


The Office of the Minister of Energy and Industry in the State of Qatar recognizes the importance of education in the current confluence of international affairs.

The Middle East Studies Center at PSU has been educating Americans regarding the Middle East since 1959 and has been identified by the US government as one of the top centers of its kind. Recent world affairs have sparked an overwhelming student demand for more classes on the Middle East. This interest cannot go unmet.

Portland State University is the alma mater of over 2,000 alumni from the GCC region.

I strongly urge you to support the Middle East Studies Center at Portland State University.

Sincerely,

  
Abdullah bin Hamad Al Attiyah,  
Minister of Energy and Industry





November 05, 2004

**To whom it my concern,**

We are delighted to write this letter in support of the expansion of The Middle East Studies Center at Portland State University.

We recognize the importance of the expansion of The Middle East Studies Center that will enhance the awareness of the Middle East region and of its diverse peoples and cultures, especially at this crucial time of the United States commitment to the region.

The U.S. Department of Education has recognized Portland State University as one of the most significant universities in the United States in terms of Middle East area offerings. Drawing on all the resources of the university campus, The Middle East Studies Center has become the most important sources of information about the Middle East and the Islamic World in the Western United States.

We urge you to support this campaign for the expansion of The Middle East Studies Center at Portland State University.

**Bader Omar Al-Dafa**  
*Ambassador of the State of Qatar to the United States*