



5/27 - Copy of summary list +  
versions A, B, C (letters) faxed  
to K. Enquist + L. Feldstein

5/28 - Summary list + samples of  
letters A, B + C sent to Sus  
Gullotti via interoffice mail.

Robert Keller, President  
New Dartmouth Bank  
1155 Elm St., P.O. Box 9524  
Manchester, N.H. 03108-9524  
(485-6500 main bank #)



Robert Levine  
Chief Executive Officer  
and President  
~~Cable~~ Cabletron  
35 Industrial Way  
Rochester, N.H. 03867  
(332-9400 main #)





Craig Benson  
Chief Operating Officer  
and Treasurer

Cabletron

35 Industrial Way  
Rochester, N.Y. 03867

(332-9400 main #)



*New Hampshire Charitable Foundation*

One South Street  
P.O. Box 1335  
Concord, NH 03302-1335  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

**RONA ZLOKOWER**

**AUG 05 1992**

**COMMUNITY RELATIONS**

August 4, 1992

Rona Zlokower  
Digital Equipment Corporation  
Continental Boulevard  
Merrimack, NH 03054

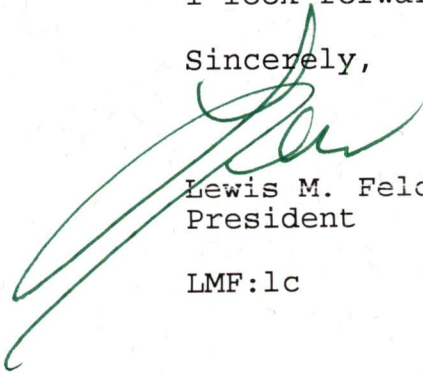
Dear Rona:

I am delinquent in not writing immediately to thank you for the \$10,000 contribution of Digital Equipment Company to the New Hampshire Business Roundtable for Education. I understand this is the first of a two-year commitment to total \$20,000 toward this project.

There's no way this would have happened without Digital's corporate leadership at the national, as well as the state, level. You have been instrumental throughout in pushing all of us to think bigger and go after this opportunity to encourage broad improvement in New Hampshire's public schools.

I look forward to working with you on this.

Sincerely,



Lewis M. Feldstein  
President

LMF:lc



**HITCHINER**  
MANUFACTURING CO., INC.  
MILFORD, NEW HAMPSHIRE 03055

June 10, 1992

Mr. Russell A. Gullotti  
Digital Equipment Corporation  
Digital Drive  
Merrimack, New Hampshire 03050-4303

Dear Mr. Gullotti:

Nick Babich has asked me to write to you confirming Hitchiner's commitment of \$5000.00 per year for two years to the New Hampshire Business Roundtable on Education. Please let me know when you would like our first check. It is our pleasure to be able to participate in this program.

Sincerely,

HITCHINER MANUFACTURING COMPANY, INC.



L. Richard Bickford  
Corporate Manager, Human Resources

cc: Rona ✓

Davidson Interior Trim **TEXTRON**

Davidson Interior Trim  
Subsidiary of Textron Inc.  
603/742-0720

Industrial Park  
P.O. Box 1504  
Dover, NH 03820-1504

June 16, 1992

Mr. Russell A. Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation  
Digital Drive  
Merrimack, NH 03050-4303

Dear Russell:


In response to your letter of May 19, 1992, please accept the following commitments relative to the New Hampshire Business Round Table.

Davidson Interior Trim/Textron agrees to pay a contribution of \$3,500 in January of 1993 and a second contribution of \$3,500 in January of 1994.

I understand from speaking to Rona that this project will entail four meetings per year, which I plan to attend. I would appreciate hearing the schedule of those meetings as early as possible. In addition, our Mr. Howard Williams has agreed to serve as a staff designee. Howard is the plant manager of our Tooling Operation here in Dover, has a Ph.D. in education, and is currently the mayor of Dover as well. It is understood that his responsibility will be to meet 6 times a year.

Please advise if this raises any questions or if you require any additional information.

Best regards.

Sincerely,  
  
Richard J. Ferrari  
President

hmb/D

Copy to Messrs: R. Hynes, H. Williams, B. Woodward





*New Hampshire Charitable Foundation*

One South Street  
P.O. Box 1335  
Concord, NH 03302-1335  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

June 9, 1992

Marie Verville  
GTE  
79 Sheep Davis Road  
Pembroke, New Hampshire 03275

RONA ZLOKOWER  
JUN 16 1992  
COMMUNITY RELATIONS

Dear Marie:

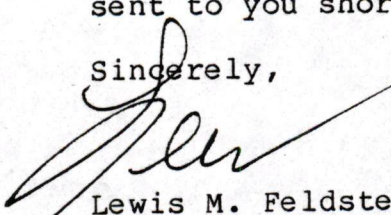
Contributions to the New Hampshire Business Roundtable for Education should be made out to NHBRT/New Hampshire Charitable Foundation and sent to the New Hampshire Charitable Foundation at the address listed above. The Charitable Foundation is a fully qualified 501(c)3 organization. I enclose the Foundation's 501(c)3 determination and its Annual Report.

We are pleased with the decision of GTE to join the Roundtable. I understand that you have decided to make a one-year commitment at \$3,500 and will review the request again for the second year. I believe you will find this a quite remarkable venture.

You will need to designate who will represent GTE at the quarterly meetings of the Roundtable. The Roundtable has asked that this be someone from among their senior management, with a direct report representing the company at the working meetings other than the quarterly meetings.

The Roundtable will be announced at a press conference on June 19 at 11:00 A.M. in Manchester. Details will be sent to you shortly.

Sincerely,



Lewis M. Feldstein  
President

LMF:ml

Enclosures

bcc: Rona Zlokower ✓



One South Street  
P.O. Box 1335  
Concord, NH 03302-1  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

New Hampshire Charitable Foundation **RONA ZLOKOWER**

JUL 15 1992

COMMUNITY RELATIONS

RECEIVED

JUL 10 1992

RUSS GULLOTTI

July 2, 1992

Mr. Richard Murray  
Managing Partner  
Coopers & Lybrand  
PO Box 5080  
Manchester, NH 03108

Dear Mr. Murray:

I write to thank you for Coopers & Lybrand's contribution of \$2,500 to support the new Hampshire Business Roundtable in Education. I understand that this is the first payment of a two-year, \$5,000 pledge.

The Business Roundtable is off to a superb start, with excellent representation from the state's business leadership and a \$345,000 Pew Foundation grant to track the progress of the New Hampshire School Improvement Program.

As BRT Chair Russ Gullotti said: "Why are we doing this? Frankly, we can't afford not to."

Kathy Eneguess will be in touch with your office shortly to develop a meeting schedule.

Sincerely,

Lewis M. Feldstein  
President

LMF:lc

cc: Russ Gullotti  
Kathy Eneguess

*to Rona Z  
FYE  
Ramus*



→ Rona Gloskower



New Hampshire Charitable Foundation

One South Street  
P.O. Box 1335  
Concord, NH 03302-1335  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

June 30, 1992

JUL 01 1992

Joseph L. Marcille  
President & CEO  
Blue Cross/Blue Shield of New Hampshire  
2 Pillsbury Street  
Concord, New Hampshire 03306

Dear Joe:

I write to thank you for Blue Cross/Blue Shield's contribution of \$7,000 to support the New Hampshire Business Roundtable in Education. I understand that this is the first of a two-year pledge of \$7,000/year.

The Business Roundtable is off to a superb start, with excellent representation from the state's business leadership and a \$345,000 Pew Foundation grant to track the progress of the New Hampshire School Improvement Program.

As BRT Chair, Russ Gulotti, said: "Why are we doing this? Frankly, we can't afford not to."

Kathy Eneguess will be in touch with your office shortly to develop a meeting schedule.

Sincerely,

Lewis M. Feldstein  
President

LMF:ml

June 1, 1992

**RECEIVED**

**RONA ZLOKOWEN**

JUN 08 1992

**JUN 15 1992**

**RUSS GULLOTTI**

**COMMUNITY RELATIONS**

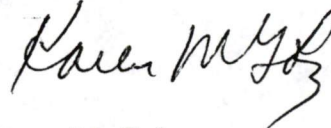
Mr. Russell A. Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation  
Digital Drive  
Merrimack, NH 03050-4303

Dear Mr. Gullotti:

Thanks for your letter of May 20, 1992 regarding the New Hampshire Business Roundtable on Education. While the project sounds ambitious and worthwhile, Ernst & Young is unable, at this time, to participate. We already support many educational improvement endeavors both financially and through the resources of our personnel.

I wish you success with the Roundtable and its endeavors.

Very truly yours,



Karen M. Golz  
Partner



GALLAGHER, CALLAHAN & GARTRELL  
PROFESSIONAL ASSOCIATION  
214 NORTH MAIN STREET  
P. O. BOX 1415  
CONCORD, NEW HAMPSHIRE 03302-1415

TELEPHONE  
603-228-1181  
TELECOPIER  
603-224-7588  
603-226-3477

CHRISTOPHER C. GALLAGHER  
MICHAEL R. CALLAHAN  
DONALD E. GARTRELL  
JOHN B. PENDLETON  
EDWARD E. SHUMAKER, III  
W. JOHN FUNK  
STEVEN J. MCAULIFFE  
MICHAEL D. RUEDIG  
JAMES L. KRUSE  
MARK T. BROTH  
ANNE G. SCHEER

DENIS J. MALONEY  
DAVID A. GARFUNKEL  
DONALD J. PFUNDSTEIN  
ANDREW B. ELLS  
ROBERT J. FINN  
SUSAN B. HOLLINGER  
ROBERT E. KIRBY  
TENLEY P. CALLAGHAN  
ANDREA K. JOHNSTONE  
DODD S. GRIFFITH

June 4, 1992

CC - Rona  
**RONA ZLOKOWER**

**JUN 15 1992**

**COMMUNITY RELATIONS**

Russell A. Gullotti, Vice President  
Digital Services  
Digital Equipment Corporation  
Digital Drive  
Merrimack, New Hampshire 03050-4303

Dear Mr. Gullotti:

Thank you very much for your letter of May 20, 1992, and kind invitation to join the Education Roundtable.

Unfortunately, I must ask you to allow me to decline for several reasons. I have just accepted a significant responsibility with fund raising efforts with the United Way of Merrimack County. Our law firm is currently heavily committed with charitable endeavors. Having served as a Board member of the Corporate Council for Critical Skills and of Project Second Start in Concord for many years, I agree that business leaders need to be involved in school reform. However, I regret that numerous other commitments prevent me from participating at this time.

I thank you for thinking of us and wish you the very best with your project.

Best regards,

  
Edward E. Shumaker, III

EES/lp

## BRT FUNDING REQUEST LETTERS

<u>Recipients of Letter A:</u>	<u>Amount Requested*</u>
Davidson/Textron (Richard Ferrari) <i>Yes</i>	3,500
Lockheed Sanders (John Kreick) <i>Yes</i>	10,000 <i>5,000</i>
Markem Corporation (Thomas Putnam)	3,500
NSS (Douglas Pearson) <i>Yes</i>	2,500
Nashua Corporation (Charles Clough) <i>Yes - TO BE PAID IN 1993</i>	7,000 <i>5,000</i>
Tyco Labs (John Fort) <i>Yes</i>	7,000
 <u>Recipients of Letter B:</u>	
Chubb Life (John Swope) <i>Yes</i>	7,000
Coopers & Lybrand (Richard Murray) <i>NO - Yes</i>	2,500
Devine, Millimet & Branch (Newton Kershaw)	2,500
Ernst & Young (Karen Golz) <i>NO</i>	2,500
Ferrofluidics (Ronald Moskowitz) <i>Yes</i>	3,500 <i>1K</i>
GTE (Chuck Strand) <i>NO DENNIS CONLY (DESIGNEE) Pub. Aff. Mgr. - YES ①</i>	3,500
Gallagher, Callahan & Gartrell (Terry Shumaker) <i>NO</i>	2,500
Hitchiner Manufacturing (Nicholas Babich) <i>- 6/5 - NO BOARD REP</i>	7,000 <i>5,000 per yr.</i>
Kingsbury Machine Tool (James Koontz) <del>Yes</del>	3,500
PSNH (Frank Locke) <i>Yes</i>	5,000
Sheehan, Phinney, Bass & Green (William Green) <i>Yes</i>	2,500
Sulloway, Hollis & Soden (John Mitchell) <del>Yes</del>	2,500
The Henley Group (John Byrne)	5,000
Wiggin & Nourie (John Monson, Joan Gillis--Admin Mgr.) <i>NO</i>	2,500
W. R. Grace & Company (J. B. McCarthy) <i>Yes - PAYMENT TERMS BEING NEGOT. (JAN. 1993)</i>	3,500
 <u>Recipients of Letter C:</u>	
Bank of Ireland (First NH - Bill Marshall)	10,000
Blue Cross & Blue Shield (Joe Marcille) <i>Yes</i>	7,000
McLane, Graf, Raulerson & Middleton (Jack Middleton)	2,500
N. E. Telephone (Allen Pattee) <i>Yes</i>	10,000
Raytheon (Walter Palmer) <del>Yes</del> <i>NO</i>	10,000

\* Letters request a two year commitment. Amounts listed above are the per year contributions.

① 1 yr. Commitment for now.

*Mason Miller*



June 11, 1992

Mr. Dean Holt  
CEO & President  
Fleet Bank - NH  
One Indian Head Plaza  
Nahsua, NH 03060-3468

Dear Dean:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the Roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a Roundtable member and the size of your company, we ask that Fleet Bank commit to a \$10,000 year contribution for two years.

Page 2  
Mr. Dean Holt  
June 11, 1992

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

Since public relations and public acceptance are key components to the success of any change effort, a quarterly report issued by the New Hampshire Business Roundtable on Education will show how New Hampshire is doing in improving its schools and in measuring that improvement through results.

We will, at the same time that we are working on this project, be visibly supportive of the goals of the Governor's Task Force on Education, the State Board of Education's efforts to implement statewide assessment for students and other efforts by the Department of Education to improve our schools.

The Roundtable will meet quarterly. We, as principals, will be expected to attend personally. Our staff designees will meet on a more regular basis.

Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

We will be announcing the Roundtable on Friday, June 19 at a press conference from 10:00 to 11:00 AM. Please hold the date and time if you can.

If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

If you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



June 3, 1992

Mr. Frank R. Locke  
Senior Vice President  
Public Service Company of New Hampshire  
P.O. Box 330  
Manchester, NH 03105

Dear Mr. Locke:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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Page 2  
Mr. Frank R. Locke  
June 3, 1992

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

Since public relations and public acceptance are key components to the success of any change effort, a quarterly report issued by the New Hampshire Business Roundtable on Education will show how New Hampshire is doing in improving its schools and in measuring that improvement through results.

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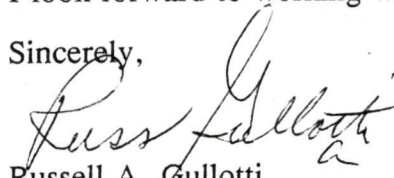
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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 10 as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



faxed 6/24/92

June 24, 1992

Mr. Dean Holt  
CEO & President  
**Fleet Bank - NH**  
One Indian Head Plaza  
Nashua, NH 03060-3468

Dear Dean:

I have enclosed a list of those invited to be members of the New Hampshire Business Roundtable on Education. Response to date has been very strong.

Members of the Roundtable have been asked to participate at one of five contribution levels: \$2,500, \$3,500, \$5,000, \$7,000 or \$10,000 per year. Each member is asked to make a two-year commitment. Requested contributions were based on the size and level of activity of each company in New Hampshire.

The funds raised from member contributions will underwrite the staffing and administrative costs of the Roundtable. We begin with a multi-year grant from the Pew Foundation that will enable us to measure the New Hampshire School Improvement Program, to report regularly to the public on the development of this program as the model for needed school reform. We will bring into Roundtable discussions some of the nation's best thinkers on education reform to help us measure and guide school reform in New Hampshire.

The cost of staffing the Roundtable will be approximately \$50,000 per year. This includes a senior staff person, consultant support, part time clerical help and some office expenses. Because staff will work out of the BIA in Concord, we can minimize expenses. All other costs will be paid out of the Pew grant.

The New Hampshire Charitable Foundation will act as the fiscal agent for the Roundtable. Checks should be made payable to the New Hampshire Business Roundtable on Education and sent to the New Hampshire Charitable Foundation at 1 South Street, P.O. Box 1335, Concord, NH 03302-1335. The Roundtable's fiscal year will run from July 1 to June 30. For those who prefer, contributions can be deferred until January, 1993.

Page 2  
Mr. Dean Holt  
June 24, 1992

The principal tasks of the Roundtable will be:

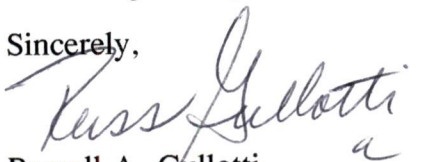
1. To oversee the development of a measurement system for the School Improvement Program (SIP). The system will be a carefully structured management information system which will help to show if and how school improvement efforts correlate with agreed upon goals such as the improvement of student performance, the lowering of dropout rates and the increase of parental involvement in schools. Once we determine the program's effectiveness, we can influence its continuous improvement.
2. To report regularly to the many constituencies for public education. Education reforms move slowly. The Roundtable will keep people current and focused on progress within the School Improvement Program.
3. To make recommendations to public policy makers as we learn from our work.

Our goal is for the Business Roundtable to be the place in New Hampshire where the state's senior business leaders learn about and focus upon the best way to continuously improve New Hampshire's public schools.

These are aggressive goals. We plan to do this work by having senior members meet quarterly and their staff designees more frequently. We have an excellent shot at achieving our goals for two reasons: we start with a nationally respected school improvement program already in place and funded by the state; and we start with a nationally funded evaluation and public education program.

If you have additional questions, please feel free to contact Rona Zlokower at 603-884-2961 or John Crosier at 603-224-5388. We look forward to hearing from you.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen  
Rona Zlokower



**BRT INVITEES**  
**BUSINESSES & CONTACT NAMES**

Blue Cross & Blue Shield of New Hampshire - Joe Marcille  
Business & Industry Association of New Hampshire - J. Crosier/K. Eneguess  
Cabletron - Robert Levine  
Chubb Life - John Swope  
Coopers & Lybrand - Richard Murray  
Davidson Interior Trim/Textron - Richard Ferrari  
Devine, Millimet & Branch - Newton Kershaw  
Digital Equipment Corporation - Russ Gullotti/Rona Zlokower  
Ferrofluidics - Ronald Moskowitz  
FirstNH Banks - Bill Marshall  
Fleet Bank-NH - Dean Holt  
GTE Telephone Operations - Chuck Strand/Dennis Conly  
Hitchiner Manufacturing - Nicholas Babich  
Kingsbury Machine Tool - James Koontz  
Lockheed Sanders, Inc. - John Kreick  
Lydall, Inc. - Elliott Whitely  
Markem Corporation - Thomas Putnam  
McLane, Graf, Raulerson & Middleton - Jack Middleton  
NSS Corporation - Douglas Pearson  
Nashua Corporation - Charles Clough  
New Dartmouth Bank - Robert Keller  
New England Telephone - Allen Pattee  
New Hampshire Charitable Foundation - Lew Feldstein  
O'Neil Griffin - Gary O'Neil  
PSNH - Frank Locke  
Raytheon - Walter Palmer  
Sheehan, Phinney, Bass & Green - William Green  
Sulloway, Hollis & Soden - John Mitchell  
The Henley Group - John Byrne  
Tyco Labs - John Fort/John Helfrich  
Wiggin & Nourie - John Monson  
W. R. Grace & Company - J. B. McCarthy

Rona Zlokower  
1-2E15



EXECUTIVE OFFICE

May 26, 1992

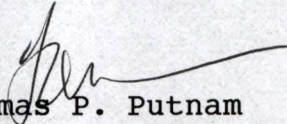
Mr. Russell A. Gullotti  
Digital Equipment Corporation  
Digital Drive  
Merrimack, New Hampshire 03050-4303

Dear Mr. Gullotti:

Thank you for your letter of April 16th, and I'm sorry that I was unable to attend the Business Roundtable meeting on April 20th. Unfortunately, the project outlined in the grant proposal is not something that I am going to be able to become involved with.

Good luck with the project.

Sincerely yours,



Thomas P. Putnam  
Vice Chairman - Treasurer

TPP:jk  
cc: Kathy Eneguess, BIA

TO  
Rona Z  
FYI  
Russ Gullotti

RECEIVED

JUN 0 1 1992

RUSS GULLOTTI





NOV 12 1992

One South Street  
P.O. Box 1335  
Concord, NH 03302  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

*New Hampshire Charitable Foundation*

November 9, 1992

Nicholas Babich  
President  
Hitchiner Manufacturing Company, Inc.  
Elm Street  
Milford, New Hampshire 03031

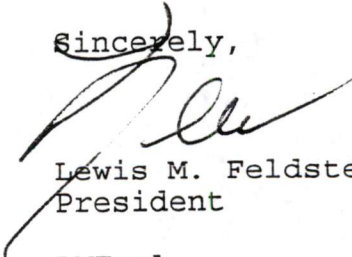
Dear Nick:

You were clear when Hitchiner signed on to the Business Roundtable in Education that you personally would not be able to participate, but that the company wanted to support the BRT. We understood, and appreciated it.

We've now held our first full meeting. As you can see from the enclosed attendance list, this promises to bring a pretty unusual group to the table.

At the time we talked with you, we did not know the degree to which this issue was going to engage many of the state's senior business leaders. If you'd like to have Fred or someone else attend as your principal alternate, we'd be glad to have them with us. And if you'd prefer to leave things as they are, we'd understand.

Sincerely,



Lewis M. Feldstein  
President

LMF:ml

Enclosure

cc: John H. Morison

bcc: Rona Zlokover

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

July 13, 1992

**digital**

Mr. Gary O'Neil  
President & CEO  
**O'NEIL GRIFFIN**  
324 Commercial Street  
Manchester, NH 03101

Dear Gary:

The New Hampshire Business Roundtable on Education was launched successfully. Two new members have come in since the launch. Both were attracted by the favorable PR.

This will be the focus for education reform in New Hampshire.

The New Hampshire Business Roundtable on Education will need an excellent PR plan and program. Our ability to convince the public, media and education, that we know what needs to change and how to change it will depend as much on the delivery as the content.

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Could we discuss your participation on the roundtable as a member/counsel in PR and advertising? Instead of paying the \$2,500 per year, two year membership, you could provide image, PR, and advertising counsel. You would join the members who will meet only four times a year. Perhaps Mark Bodi could be your staff designee. Designees will meet every two months.

Will call to see if we can talk further on this. John Crosier of the Business and Industry Association and Lew Feldstein of the New Hampshire Charitable Foundation will be glad to join us.

Sincerely,



Rona Zlokower  
Manager  
Northern New England Community & Government Relations

RZ/a  
encs.

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

August 19, 1992

**digital**

Mr. Richard Groberg  
Treasurer  
Ferrofluidics Corporation  
40 Simon Street  
Nashua, NH 03061

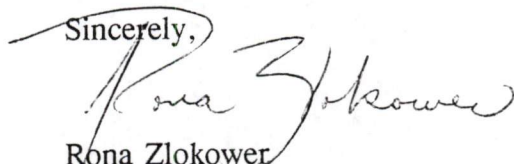
Dear Richard:

Per our conversation today, we would be pleased to have Ferrofluidics join the New Hampshire Business Roundtable on Education. As we discussed, Ronald Moskowitz would participate as the principal member on behalf of Ferrofluidics and you would serve as his staff designee.

We will be pleased to accept a \$1,000 contribution at this time. Payment should be made to the New Hampshire Business Roundtable on Education in care of the New Hampshire Charitable Foundation, P.O. Box 1335, Concord, NH 03302. We trust that at some point you will be able to discuss the terms of a future commitment.

If you have any questions, feel free to call me. We look forward to working with you on this important project.

Sincerely,



Rona Zlokower  
Manager,  
Northern New England Community & Government Relations

RZ/a

cc: John Crosier, President, Business & Industry Association of NH  
Lewis Feldstein, President, New Hampshire Charitable Foundation



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

July 1, 1992

**digital**

Patrick Duffy  
General Manager, Corporate Services  
New England Telephone  
125 High Street, Room 1044  
Boston, Massachusetts 02110

Dear Pat:

As promised when we spoke at the Business Committee for the Arts banquet, I am enclosing copies of the press releases, subsequent news coverage and copies of letters sent to invitees of the New Hampshire Business Roundtable.

After interviewing a few people for a staff director, we agreed that Kathy Eneguess had more of the skills needed than anyone else. She will staff the Roundtable and contract out for more specialized services like public relations.

I regret that you were not involved as we finally kicked off the Roundtable. Your involvement and guidance throughout the planning was critical.

Would appreciate and enjoy any ideas you may have. Enjoy your golf game with Russ.

Cordially,



Rona Zlokower, Community and Government Relations  
Manager, Northern New England

RZ/ro

ENCLOSURES: Press releases, new coverage articles and letters.

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

**digital**

June 8, 1992

Ms. Rosemarie Kaminiski Rung  
Coordinator, School Outreach Program  
**W. R. Grace & Company**  
P.O. Box 1007  
Nashua, NH 03061

Dear Rosemarie:

Attached is a copy of a letter which was sent to Jerry McCarthy recently.

I would be happy to discuss the New Hampshire Business Roundtable on Education with either or both of you. We think W. R. Grace's participation is important and we know you would find it of great benefit.

Sincerely,



Rona Zlokower  
Manager,  
Northern New England Community & Government Relations

RZ/a  
enc.



*New Hampshire Charitable Foundation*

One South Street  
P.O. Box 1335  
Concord, NH 03302-1335  
603-225-6641  
800-464-6641  
FAX: 603-225-1700


April 21, 1992

Rona Zlokower  
Community and Government Relations Manager of NNE  
Digital Equipment Corporation  
PO Box 9501  
Merrimack, NH 03054-9501

Dear Rona:

1. Would you get a brief thank you note out from Russ to Tom Clow, principal of Parker-Varney? It's less important what gets said than that the note go out promptly.
2. Follow-up notes from Russ to those who attended and those who were absent but not invited.
  - a. To those who attended:
    - Off to an excellent start
    - Will be back in touch to set dates for the quarterly meetings
    - Will also come back with date for public announcement once we know Pew's schedule
    - Reminder to assign senior staff member, someone who is a direct report to represent members at other than quarterly meetings
    - Suggest Russ state in his letter the amount we'd like as contribution from each member
  - b. To those who didn't attend:
    - Sorry they couldn't make briefing session. Excellent session. Good feeling among those present at this briefing session. First full meeting to be in June or July.
    - Hope they will join NH BRT for Education
    - Will send them description of NH SIP and Pew grant
    - Rona or John Crosier will follow-up

Sincerely,

  
Lewis M. Feldstein  
President

LMF:lc

**RONA ZLOKOWER**

**APR 22 1992**

**COMMUNITY RELATIONS**



for #2 the



New Hampshire Charitable Foundation

One South Street  
P.O. Box 1335  
Concord, NH 03302-1335  
603-225-6641  
800-464-6641  
FAX: 603-225-1700

M E M O R A N D U M

TO: Rona Zlokower  
Kathy Eneguess By Fax 884-J036  
224-2872

FROM: Lew Feldstein

DATE: April 10, 1992

\*\*\*\*\*

My notes show that, in addition to the names from Kathy's list, the following were to have been invited to join the Business Roundtable:

James L. Koontz <sup>3500</sup>  
Kingsbury Machine Tool  
80 Laurel Street  
Keene NH 03431

John W. Byrne  
The Henley Group  
Liberty Lane  
Hampton NH 03842

Frank R. Locke <sup>5,000</sup>  
Public Service Company of New Hampshire  
P.O. Box 330  
Manchester NH 03105

*Call Y. [unclear]*

*[Signature]*

In addition, there are three other classes of members about which my notes are unclear. WE SHOULD NOT DEFER SENDING INVITES TO THE THREE ABOVE WHILE DECIDING WHAT TO DO ABOUT THESE:

- a. Hospitals and health providers: Elliot, Catholic Medical, Mary Hitchcock, Healthsource, Matthew Thornton.
- b. Law firms: Sheehan, Phinney; McLane; Wadleigh, Starr; Gallagher; Rath; Horton; etc.
- c. Higher education

LMF:ml

**RONA ZLOKOWER**

**APR 15 1992**

**COMMUNITY RELATIONS**

# O'NEIL GRIFFIN

O'Neil Griffin & Associates, Inc.

Advertising

July 14, 1992

Ms. Rona Zlokower  
Manager  
Northern New England  
Community & Government Relations  
Digital Equipment Corporation  
Digital Drive, MK01-2/E15  
Merrimack, NH 03054

Dear Rona:

Offer accepted. We will be glad to do it. Call me  
after you recuperate from New York.

Best regards,

  
Gary M. O'Neil  
President

GMO:kt

**RONA ZLOKOWER**

**JUL 15 1992**

**COMMUNITY RELATIONS**

324 Commercial Street Manchester New Hampshire 03101

603 625 5713 FAX 603 625 1679

A Member of the American Association of Advertising Agencies

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

July 13, 1992

**digital**

Mr. Gary O'Neil  
President & CEO  
**O'NEIL GRIFFIN**  
324 Commercial Street  
Manchester, NH 03101

Dear Gary:

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Sincerely,



Rona Zlokower  
Manager  
Northern New England Community & Government Relations

RZ/a  
encs.



**BRT INVITEES**  
**BUSINESSES & CONTACT NAMES**

Blue Cross & Blue Shield of New Hampshire - Joe Marcille  
Business & Industry Association of New Hampshire - J. Crosier/K. Eneguess  
Cabletron - Robert Levine  
Chubb Life - John Swope  
Coopers & Lybrand - Richard Murray  
Davidson Interior Trim/Textron - Richard Ferrari  
Devine, Millimet & Branch - Newton Kershaw  
Digital Equipment Corporation - Russ Gullotti/Rona Zlokower  
Ferrofluidics - Ronald Moskowitz  
FirstNH Banks - Bill Marshall  
Fleet Bank-NH - Dean Holt  
GTE Telephone Operations - Chuck Strand/Dennis Conly  
Hitchiner Manufacturing - Nicholas Babich  
Kingsbury Machine Tool - James Koontz  
Lockheed Sanders, Inc. - John Kreick  
Lydall, Inc. - Elliott Whitely  
Markem Corporation - Thomas Putnam  
McLane, Graf, Raulerson & Middleton - Jack Middleton  
NSS Corporation - Douglas Pearson  
Nashua Corporation - Charles Clough  
New Dartmouth Bank - Robert Keller  
New England Telephone - Allen Pattee  
New Hampshire Charitable Foundation - Lew Feldstein  
O'Neil Griffin - Gary O'Neil  
PSNH - Frank Locke  
Raytheon - Walter Palmer  
Sheehan, Phinney, Bass & Green - William Green  
Sulloway, Hollis & Soden - John Mitchell  
The Henley Group - John Byrne  
Tyco Labs - John Fort/John Helfrich  
Wiggin & Nourie - John Monson  
W. R. Grace & Company - J. B. McCarthy

V#3 6/23/92

**BRT INVITEES**  
**BUSINESSES & CONTACT NAMES**

Bank of Ireland (First NH) - Bill Marshall  
Blue Cross & Blue Shield - Joe Marcille  
Business & Industry Association of New Hampshire - J. Crosier/K. Eneguess  
Cabletron - Robert Levine  
Chubb Life - John Swope  
Coopers & Lybrand - Richard Murray  
Davidson/Textron - Richard Ferrari  
Devine, Millimet & Branch - Newton Kershaw  
Digital Equipment Corporation - Russ Gullotti/Rona Zlokower  
Ernst & Young - Karen Golz  
Ferrofluidics - Ronald Moskowitz  
Fleet Bank-NH - Dean Holt  
GTE - Chuck Strand/Dennis Conly  
Gallagher, Callahan & Gartrell - Terry Shumaker  
Hitchiner Manufacturing - Nicholas Babich  
Kingsbury Machine Tool - James Koontz  
Lockheed Sanders - John Kreick  
Markem Corporation - Thomas Putnam  
McLane, Graf, Raulerson & Middleton - Jack Middleton  
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The Henley Group - John Byrne  
Tyco Labs - John Fort/John Helfrich  
Wiggin & Nourie - John Monson  
W. R. Grace & Company - J. B. McCarthy

V#2 6/15/92

✓'s got letter #22 (on BRT DISK)

BRT INVITEES

BUSINESSES & CONTACT NAMES

LN #2

- ✓ Bank of Ireland (First NH) - Bill Marshall DONE 26 - gone 6/11
- ✓ Blue Cross & Blue Shield - Joe Marcille DONE 27 - gone 6/11
- ✓ Chubb Life - John Swope DONE 28 - gone 6/11
- ✓ Coopers & Lybrand - Richard Murray DONE 23 - gone 6/11
- ✓ Davidson/Textron - Richard Ferrari DONE 24 - gone 6/11
- ✓ Devine, Millimet & Branch - Newton Kershaw - #44 done 6/23
- Ernst & Young - Karen Golz
- ✓ Ferrofluidics - Ronald Moskowitz - DONE 25 - gone 6/11
- GTE - Chuck Strand
- Gallagher, Callahan & Gartrell - Terry Shumaker
- Hitchiner Manufacturing - Nicholas Babich
- ✓ Kingsbury Machine Tool - James Koontz DONE 29
- Lockheed Sanders - John Kreick
- ✓ Markem Corporation - Thomas Putnam DONE 30
- McLane, Graf, Raulerson & Middleton - Jack Middleton
- NSS - Douglas Pearson
- Nashua Corporation - Charles Clough
- New England Telephone - Allen Pattee
- PSNH - Frank Locke
- ✓ Raytheon - Walter Palmer DONE 31
- Sheehan, Phinney, Bass & Green - William Green
- ✓ Sulloway, Hollis & Soden - ~~John Mitchell~~ JOHN GARVEY #13 - DONE 6/23
- ✓ The Henley Group - John Byrne DONE 32
- Tyco Labs - John Fort and John Helfrich
- ✓ Wiggin & Nourie - John Monson done 33
- ✓ W. R. Grace & Company - J. B. McCarthy done 34

VERSION #1 OF THIS LIST



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. F. William Marshall, Jr.  
Chairman & CEO  
Bank of Ireland First Holdings, Inc.  
1000 Elm Street, P.O. Box 472  
Manchester, New Hampshire 03105

Dear Mr. Marshall:

I have enclosed a list of those invited to be members of the New Hampshire Business Roundtable on Education. Response to date has been very strong.

Members of the Roundtable have been asked to participate at one of five contribution levels: \$2,500, \$3,500, \$5,000, \$7,000 or \$10,000 per year. Each member is asked to make a two-year commitment. Requested contributions were based on the size and level of activity of each company in New Hampshire.

The funds raised from member contributions will underwrite the staffing and administrative costs of the Roundtable. We begin with a multi-year grant from the Pew Foundation that will enable us to measure the New Hampshire School Improvement Program, to report regularly to the public on the development of this program as the model for needed school reform. We will bring into Roundtable discussions some of the nation's best thinkers on education reform to help us measure and guide school reform in New Hampshire.

The cost of staffing the Roundtable will be approximately \$50,000 per year. This includes a senior staff person, consultant support, part time clerical help and some office expenses. Because staff will work out of the BIA in Concord, we can minimize expenses. All other costs will be paid out of the Pew grant.

The New Hampshire Charitable Foundation will act as the fiscal agent for the Roundtable. Checks should be made payable to the New Hampshire Business Roundtable on Education and sent to the New Hampshire Charitable Foundation at 1 South Street, P.O. Box 1335, Concord, NH 03302-1335. The Roundtable's fiscal year will run from July 1 to June 30. For those who prefer, contributions can be deferred until January, 1993.

The principal tasks of the Roundtable will be:

1. To oversee the development of a measurement system for the School Improvement Program (SIP). The system will be a carefully structured management information system which will help to show if and how school improvement efforts correlate with agreed upon goals such as the

improvement of student performance, the lowering of dropout rates and the increase of parental involvement in schools. Once we determine the program's effectiveness, we can influence its continuous improvement.

2. To report regularly to the many constituencies for public education. Education reforms move slowly. The Roundtable will keep people current and focused on progress within the School Improvement Program.
3. To make recommendations to public policy makers as we learn from our work.

Our goal is for the Business Roundtable to be the place in New Hampshire where the state's senior business leaders learn about and focus upon the best way to continuously improve New Hampshire's public schools.

These are aggressive goals. We plan to do this work by having senior members meet quarterly and their staff designees more frequently. We have an excellent shot at achieving our goals for two reasons: we start with a nationally respected school improvement program already in place and funded by the state; and we start with a nationally funded evaluation and public education program.

If you have additional questions, please feel free to contact Rona Zlokower at 603-884-2961 or John Crosier at 603-224-5388. We look forward to hearing from you.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digita!**

Mr. Ronald Moskowitz  
President & CEO  
**Ferrofluidics Corporation**  
40 Simon Street  
Nashua, NH 03061

Dear Ron:

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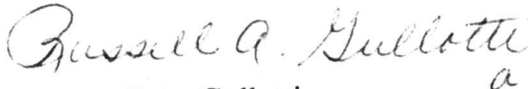
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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992



Mr. Ronald Moskowitz  
President & CEO  
**Ferrofluidics Corporation**  
40 Simon Street  
Nashua, NH 03061

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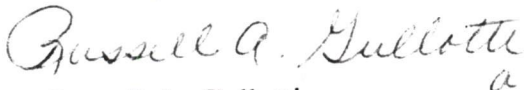
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Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. Richard Murray  
Managing Partner  
**Coopers & Lybrand**  
P.O. Box 5080  
Manchester, NH 03108

Dear Rich:

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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. Richard Ferrari  
President  
Davidson Interior Trim/Textron  
P.O. Box 1504  
Industrial Park  
Dover, NH 03820-1504

Dear Dick:

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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. John Byrne  
Director of Administration  
The Henley Group  
Liberty Lane  
Hampton, NH 03842

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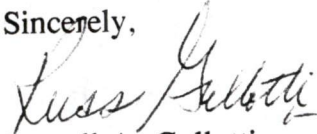
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Digital Equipment Corporation  
Digital Drive  
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Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. Richard Ferrari  
President  
Davidson Interior Trim/Textron  
P.O. Box 1504  
Industrial Park  
Dover, NH 03820-1504

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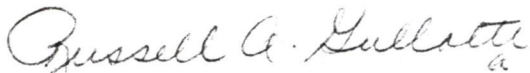
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Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. John Swope  
President  
Chubb LifeAmerica  
One Granite Place  
Concord, NH 03301

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603.884.5111

June 11, 1992



Mr. Joseph Marcille  
President  
Blue Cross & Blue Shield of NH  
Two Pillsbury Street  
Concord, NH 03306

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Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. J. B. McCarthy  
Plant Manager  
W.R. Grace & Company  
P.O. Box 1007  
Nashua, NH 03061

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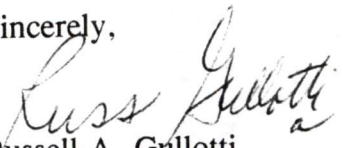
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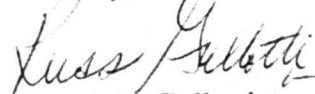
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June 11, 1992



Mr. Walter H. Palmer  
Vice President External Affairs  
Raytheon Company  
141 Spring Street  
Lexington, MA 02173

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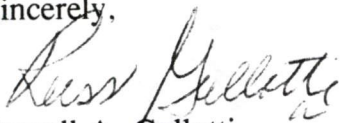
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If you have additional questions, please feel free to contact Rona Zlokower at 603-884-2961 or John Crosier at 603-224-5388. We look forward to hearing from you.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992



Mr. Walter H. Palmer  
Vice President External Affairs  
Raytheon Company  
141 Spring Street  
Lexington, MA 02173

Dear Mr. Palmer:

I have enclosed a list of those invited to be members of the New Hampshire Business Roundtable on Education. Response to date has been very strong.

Members of the Roundtable have been asked to participate at one of five contribution levels: \$2,500, \$3,500, \$5,000, \$7,000 or \$10,000 per year. Each member is asked to make a two-year commitment. Requested contributions were based on the size and level of activity of each company in New Hampshire.

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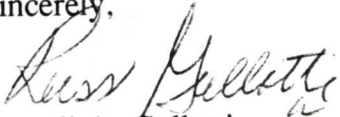
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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. Thomas Putman  
President & CEO  
Markem Corporation  
150 Congress Street  
Keene, NH 03431

Dear Mr. Putman:

I have enclosed a list of those invited to be members of the New Hampshire Business Roundtable on Education. Response to date has been very strong.

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RAG/a  
enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992



Mr. James L. Koontz  
Kingsbury Machine Tool  
80 Laurel Street  
Keene, NH 03431

Dear Mr. Koontz:

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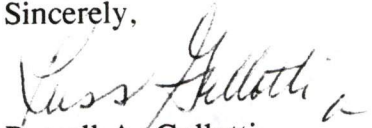
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RAG/a  
enc.

cc: Ken Olsen

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
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June 11, 1992

**digital**

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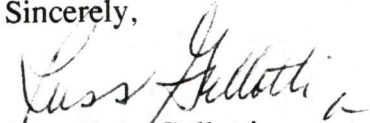
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enc.

cc: Ken Olsen



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 11, 1992

**digital**

Mr. John Monson, Esquire  
Wiggin & Nourie  
P.O. Box 808  
Manchester, NH 03105

Dear Mr. Monson:

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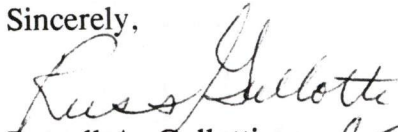
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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Joan Gillis, Wiggin & Nourie  
Ken Olsen

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

June 23, 1992

**digital**

Mr. John Garvey  
**Sulloway, Hollis & Soden**  
9 Capitol Street  
P.O. Box 1256  
Concord, NH 03301

Dear John:

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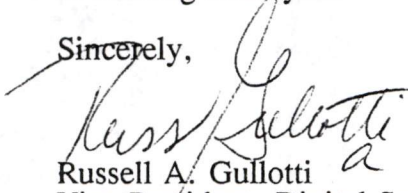
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Russell A. Gullotti  
Vice President, Digital Services

RAG/a  
enc.

cc: Ken Olsen  
Rona Zlokower

I N T E R O F F I C E   M E M O R A N D U M

Doc. No: 009709  
Date: 22-Jul-1992 11:07am EXT  
From: RONA ZLOKOWER  
ZLOKOWER.RONA  
Dept: NNE COMM/GOV'T RELATIONS  
Tel No: 264-2961

TO: Remote Addressee

( Robin Ulichney @MSO )

Subject: ATTACHED VCR FOR NH BUSINESS ROUNDTABLE

Robin/Nancy,

I approve the attached VCR for the NH Business Roundtable on Education (NHBRT).

As we discussed, this represents our commitment for year one to the NHBRT. Because of Digital's role in organizing the Roundtable and Russ Gullotti's position as chair, we felt it was important to process our payment in a timely manner.

Rona

I N T E R O F F I C E   M E M O R A N D U M

Date: 22-Jul-1992 10:20am EXT  
From: . NNECGR  
NNECGR AT A1 at XCUSME at MKO  
Dept: COMMUNITY/GOVERNMENT RELATIONS  
Tel No: 264-2989

TO: rona zlokower @mko

Subject: NH Roundtable VCR for approval



d	i	g	i	t	a	l

VOUCHER/CHECK REQUEST

PAYABLE TO: Lewis M. Feldstein, President

NAME: New Hampshire Business Roundtable on Education  
c/o New Hampshire Charitable Foundation

ADDRESS: One South Street, P.O. Box 1335  
Concord, NH 03302-1335 - Phone: 603-225-6641

DEC CONTACT: Diane Jackson - DTN: 264-2964 - MS/LOC: MK01-2/E15  
Community Relations Coordinator

AMOUNT: \$10,000. DUE DATE: As soon as possible

DESCRIPTION: 1st installment of 2 (equalling \$20,000.) for Digital's participation in NH Business Roundtable on Education. Russ Gullotti is chairperson for the NH Business Roundtable on Education.

Robin Ulichney, FA - 70564 7/23/92

Rona Zlokower 7/22/92 Nancy Dube 7/23/92

Authorized Operating Mgr (Full Sig.)	Date	Authorized Financial Mgr (Full Sig.)	Date
76423	264-2961	98078	223-2221
Badge	DTN	Badge	DTN

TO BE COMPLETED BY COST CENTER REPRESENTATIVE

ACCOUNTS					AMOUNT						
CC	G/L	ACT	P/L	DISCREET PROJECT NO.	REF. NO.						
5	C	R	9	0	2	4	0	0	1		\$10,000.00
Voucher Number					Pay Date	Tax					
					TOTAL	\$10,000.00					

May 19, 1992

Mr. Douglas Pearson  
President  
NSS Corporation  
P.O. Box 190  
Bedford, NH 03110

Dear Doug:

I'm sorry you were unable to join me and a small group of leaders at the April 20 meeting at Parker-Varney School some time orienting ourselves to the New Hampshire project.

We have a highly unusual opportunity to engage New Hampshire in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for the improvement of education in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

The public sector cannot pay for such an evaluation. Nor do we have the private resources in this state to mount such an effort.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party, with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a roundtable member, and the size of your

*Extra Copies -  
Ltr A*

Extra Copies -  
Ltr A





Russell A. Gullotti  
Vice President

May 19, 1992

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NSS Corporation  
P.O. Box 190  
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Page 2  
Mr. Douglas Pearson  
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company, we ask that NSS Corporation commit to a two thousand five hundred dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

Since public relations and public acceptance is a key component to the success of any change effort, a quarterly report issued by the NH Business Roundtable on Education will show how New Hampshire is doing in improving its' schools and in measuring that improvement through results.

We will, at the same time that we are working on this project, be visibly supportive of the goals of the Governor's Task Force on Education, the State Board of Education's efforts to implement statewide assessment for students, and other efforts by the Department of Education to improve our schools.

The Roundtable will meet quarterly. We, as principals, will be expected to attend personally. Our staff designees will meet on a more regular basis.

Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

We will be announcing the Roundtable on Friday, June 19 at a press conference from 10:00 to 11:00 AM. Please hold the date and time if possible.

If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Doug.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower





Russell A. Gullotti  
Vice President

May 19, 1992

Mr. Douglas Pearson  
President  
NSS Corporation  
P.O. Box 190  
Bedford, NH 03110

Dear Doug:

I'm sorry you were unable to join me and a small group of New Hampshire business leaders at the April 20 meeting at Parker-Varney School in Manchester. We spent some time orienting ourselves to the New Hampshire Business Roundtable's major project.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for the improvement of education in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

The public sector cannot pay for such an evaluation. Nor do we have the private resources in this state to mount such an effort.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party, with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a roundtable member, and the size of your



Page 2  
Mr. Douglas Pearson  
May 19, 1992

company, we ask that NSS Corporation commit to a two thousand five hundred dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

Since public relations and public acceptance is a key component to the success of any change effort, a quarterly report issued by the NH Business Roundtable on Education will show how New Hampshire is doing in improving its' schools and in measuring that improvement through results.

We will, at the same time that we are working on this project, be visibly supportive of the goals of the Governor's Task Force on Education, the State Board of Education's efforts to implement statewide assessment for students, and other efforts by the Department of Education to improve our schools.

The Roundtable will meet quarterly. We, as principals, will be expected to attend personally. Our staff designees will meet on a more regular basis.

Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Doug.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



Russell A. Gullotti  
Vice President

May 19, 1992

Mr. John R. Kreick  
President  
Lockheed Sanders, Inc.  
P.O. Box 868, NHQ1-735  
Daniel Webster Highway South  
Nashua, NH 03061-0868

Dear John:

I'm sorry you were unable to join me and a small group of New Hampshire business leaders at the April 20 meeting at Parker-Varney School in Manchester. We spent some time orienting ourselves to the New Hampshire Business Roundtable's major project.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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Page 2  
Mr. John R. Kreick  
May 19, 1992

company, we ask that Lockheed Sanders commit to a ten thousand dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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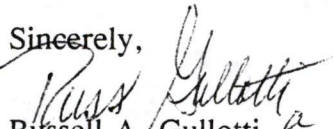
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: T. Quinn, Lockheed Sanders  
R. Zlokower, Digital





Russell A. Gullotti  
Vice President

May 19, 1992

Mr. John R. Kreick  
President  
Lockheed Sanders, Inc.  
P.O. Box 868, NHQ1-735  
Daniel Webster Highway South  
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Page 2  
Mr. John R. Kreick  
May 19, 1992

company, we ask that Lockheed Sanders commit to a ten thousand dollar a year contribution for two years.

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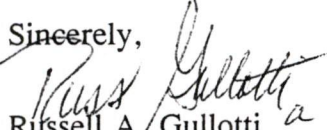
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: T. Quinn, Lockheed Sanders  
R. Zlokower, Digital





Russell A. Gullotti  
Vice President

May 19, 1992

Mr. John Fort  
CEO & Chairman of the Board  
Tyco Laboratories, Inc.  
Tyco Park  
Exeter, NH 03833

Dear John:

I'm sorry you were unable to join me and a small group of New Hampshire business leaders at the April 20 meeting at Parker-Varney School in Manchester. We spent some time orienting ourselves to the New Hampshire Business Roundtable's major project.

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Page 2  
Mr. John Fort  
May 19, 1992

company, we ask that Tyco Laboratories commit to a seven thousand dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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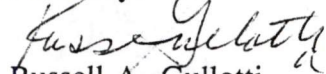
We will be announcing the Roundtable on Friday, June 19 at a press conference from 10:00 to 11:00 AM. Please hold the date and time if possible.

If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower

May 19, 1992

Mr. Thomas Putnam  
President & CEO  
**Markem Corporation**  
150 Congress Street  
Keene, NH 03431

Dear Tom:

I'm sorry you were unable to join me and a small group of New Hampshire business leaders at the April 20 meeting at Parker-Varney School in Manchester. We spent some time orienting ourselves to the New Hampshire Business Roundtable's major project.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party, with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a roundtable member, and the size of your



Page 2  
Mr. Thomas Putnam  
May 19, 1992

company, we ask that Markem Corporation commit to a three thousand five hundred dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

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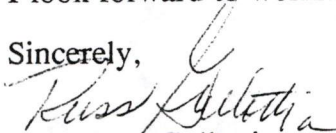
We will be announcing the Roundtable on Friday, June 19 at a press conference from 10:00 to 11:00 AM. Please hold the date and time if possible.

If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Tom.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



May 15, 1992

Mr. Charles Clough  
Chief Executive Officer  
Nashua Corporation  
44 Franklin Street  
Nashua, NH 03061

Dear Charlie:

I'm sorry you were unable to join me and a small group of New Hampshire business leaders at the April 20 meeting at Parker-Varney School in Manchester. We spent some time orienting ourselves to the New Hampshire Business Roundtable's major project.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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Page 2  
Mr. Charles Clough  
May 15, 1992

company, we ask that Nashua Corporation commit to a seven thousand dollar a year contribution for two years.

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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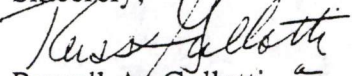
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Charlie.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



*Extra Copies  
Letter "B"*

May 20, 1992

Mr. John Swope  
President  
**Chubb LifeAmerica**  
One Granite Place  
Concord, NH 03301

Dear John:

I ask you to join me and a small group of New Hampshire business leaders at the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student outcomes.

There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

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Extra Copies  
Letter "B"



Russell A. Gullotti  
Vice President

May 20, 1992

Mr. John Swope  
President  
**Chubb LifeAmerica**  
One Granite Place  
Concord, NH 03301

Dear John:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Pew has confidence in the roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party; with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a roundtable member, and the size of your company, we ask that Chubb commit to a \$7,000 a year contribution for two years.



Page 2  
Mr. John Swope  
May 20, 1992

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The Roundtable will meet quarterly. We, as principals, will be expected to attend personally. Our staff designees will meet on a more regular basis.

Similar Roundtable efforts are underway throughout the country, in which business leaders working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

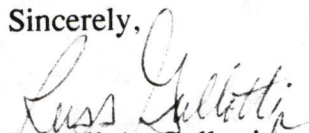
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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





Russell A. Gullotti  
Vice President

May 20, 1992

Mr. Richard Murray  
Managing Partner  
Coopers & Lybrand  
P.O. Box 5080  
Manchester, NH 03108

Dear Rich:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

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Richard Murray  
May 20, 1992

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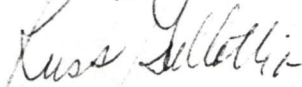
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Rich.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





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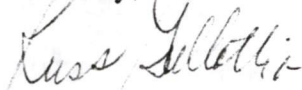
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Rich.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 21, 1992

Newton H. Kershaw, Jr., Esquire  
Devine, Millimet & Branch PA  
Box 719  
Manchester, NH 03105

Dear Newton:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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Page 2  
Newton H. Kershaw  
May 21, 1992

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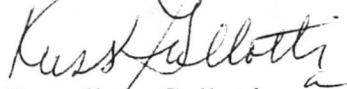
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We will need to hear from you by June 5 as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Don Dufresne  
Rona Zlokower



Russell A. Gullotti  
Vice President

May 20, 1992

Ms. Karen Golz  
Partner  
Ernst & Young  
Two Wall Street  
Manchester, NH 03101

Dear Karen:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Page 2  
Karen Golz  
May 20, 1992

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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Karen.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 20, 1992

Ms. Karen Golz  
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**Ernst & Young**  
Two Wall Street  
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We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Karen.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 22, 1992

Mr. Ronald Moskowitz  
President & CEO  
**Ferrofluidics Corporation**  
40 Simon Street  
Nashua, NH 03061

Dear Ron:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Page 2  
Mr. Ronald Moskowitz  
May 22, 1992

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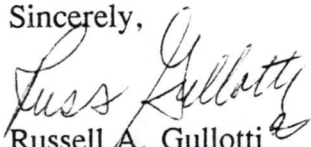
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I look forward to working with you on this, Ron.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower

May 20, 1992

Edward E. Shumaker, III  
Attorney-at-Law  
**Gallagher, Callahan & Gartrell**  
P.O. Box 1415  
Concord, NH 03301

Dear Terry:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Page 2  
Edward E. Shumaker, III  
May 20, 1992

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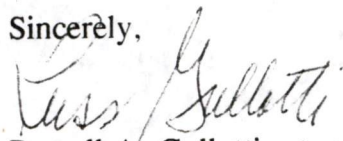
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I look forward to working with you on this, Terry.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 20, 1992

Mr. Nicholas Babich  
President  
**Hitchiner Manufacturing Company**  
Elm Street  
P.O. Box 2001  
Milford, NH 03055

Dear Nick:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

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Nicholas Babich  
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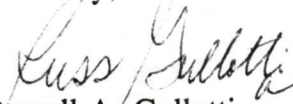
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Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: J. Morison, Chairman of the Board, Hitchiner Manufacturing Company  
R. Zlokower, N. New England Community/Goverment Relations Manager, Digital



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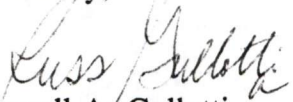
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Russell A. Gullotti  
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May 20, 1992

William Green, Esquire  
**Sheehan, Phinney, Bass & Green**  
P.O. Box 3701  
Manchester, NH 03105-3071

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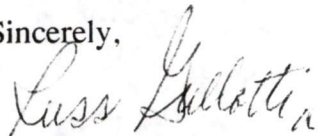
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RAG/ag

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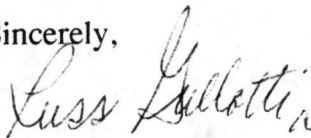
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RAG/ag

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Russell A. Gullotti  
Vice President

May 20, 1992

John Mitchell, Esquire  
Sulloway, Hollis & Soden  
9 Capitol Street  
P.O. Box 1256  
Concord, NH 03301

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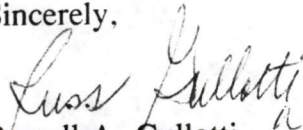
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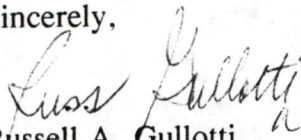
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Vice President, Digital Services

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cc: R. Zlokower

May 22, 1992

Mr. John Byrne  
Director of Administration  
The Henley Group  
Liberty Lane  
Hampton, NH 03842

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The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a Roundtable member and the size of your company, we ask that The Henley Group commit to a \$5,000 a year contribution for two years.



Page 2  
John Byrne  
May 22, 1992

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

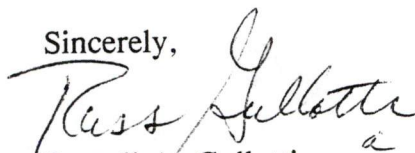
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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5 as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 22, 1992

Mr. John Byrne  
Director of Administration  
The Henley Group  
Liberty Lane  
Hampton, NH 03842

Dear John:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

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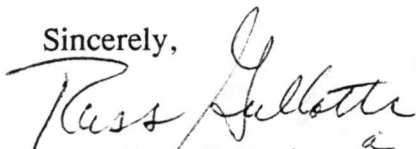
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I look forward to working with you on this, John.

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Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

May 20, 1992

John Monson, Esquire  
Wiggin and Nourie  
P.O. Box 808  
Manchester, NH 03105

Dear John:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Page 2  
John Monson  
May 20, 1992

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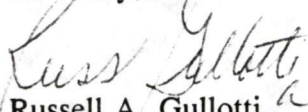
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If you and your law firm feel as strongly about education as we do at Digital, I believe that our mutual participation with the business roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 5, as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, John.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower

May 21, 1992

Mr. J. B. McCarthy  
Plant Manager  
W. R. Grace & Company  
P.O. Box 1007  
Nashua, NH 03061

Dear Jerry:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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May 21, 1992

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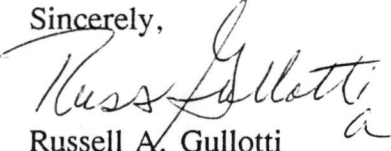
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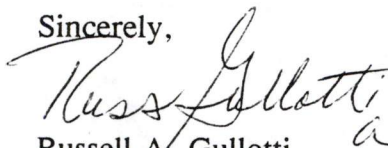
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I look forward to working with you on this, Jerry.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

June 2, 1992

Mr. Chuck Strand  
Division Manager  
GTE New Hampshire  
79 Sheep Davis Road  
Pembroke, NH 03275

Dear Mr Strand:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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June 2, 1992

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I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Lewis Feldstein, NH Charitable Foundation  
Doug Munson, GTE  
Rona Zlokower, Digital

June 3, 1992

Mr. James L. Koontz  
Kingsbury Machine Tool  
80 Laurel Street  
Keene, NH 03431

Dear Mr. Koontz:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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Page 2  
Mr. James Koontz  
June 3, 1992

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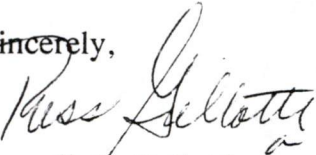
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Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

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Russell A. Gullotti  
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Mr. James Koontz  
June 3, 1992

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Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

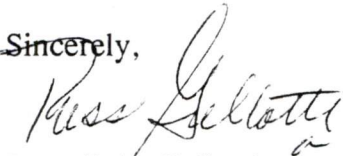
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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

We will need to hear from you by June 10 as to your ability to participate. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



Russell A. Gullotti  
Vice President

June 3, 1992

Mr. Frank R. Locke  
Senior Vice President  
Public Service Company of New Hampshire  
P.O. Box 330  
Manchester, NH 03105

Dear Mr. Locke:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

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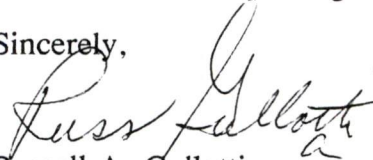
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Vice President, Digital Services

RAG/ag

cc: Rona Zlokower

June 11, 1992

Mr. Robert Levine  
CEO & President  
Cabletron  
35 Industrial Way  
Rochester, NH 03867

Dear Mr. Levine:

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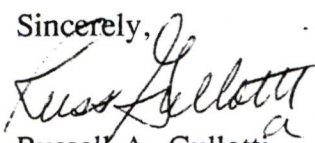
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RAG/ag

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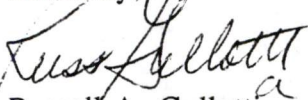
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I look forward to working with you on this.

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Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower

June 11, 1992

Mr. Robert Keller, President  
New Dartmouth Bank  
1155 Elm Street, P.O. Box 9524  
Manchester, NH 03108-9524

Dear Mr. Keller:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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June 11, 1992

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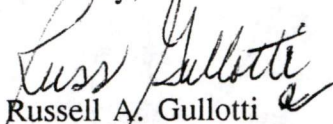
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I look forward to working with you on this.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

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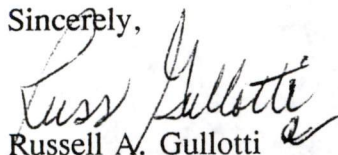
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Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Russell A. Gullotti  
Vice President

June 15, 1992

Mr. Elliott F. Whitely, President  
**LYDALL, INC., Technical Papers Division**  
Chestnut Hill Road  
P.O. Box 1960  
Rochester, NH 03856

Dear Mr. Whitely:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

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RAG/ag

cc: Rona Zlokower



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June 15, 1992

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Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.

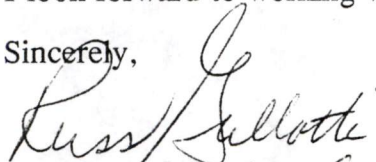
We will be announcing the Roundtable on Friday, June 19 at a press conference from 10:00 to 11:00 AM. Please hold the date and time if you can.

If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

If you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: Rona Zlokower



Russell A. Gullotti  
Vice President

June 11, 1992

Mr. Gary O'Neil  
CEO & President  
O'Neil Griffin  
324 Commercial St.  
Manchester, NH 03101

Dear Mr. O'Neil:

I ask you to join me and a small group of New Hampshire's business leaders to form the New Hampshire Business Roundtable on Education.

We have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the Roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested businesses. Based on your role as a Roundtable member and the size of your company, we ask that O'Neil Griffin commit to a \$2,500 a year contribution for two years.



Page 2  
Mr. Gary O'Neil  
June 11, 1992

Under this plan, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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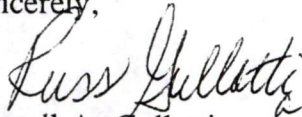
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If you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this.

Sincerely,



Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire  
603.884.5111

**digital**

June 5, 1992

Mr. John A. Helfrich  
Vice President of Personal and Industrial Relations  
**Tyco Laboratories, Inc.**  
One Tyco Park  
Exeter, NH 03833

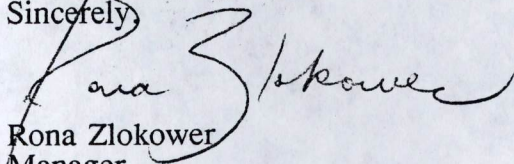
Dear John:

I received a copy of the letter from John Anderson, of IBM to you regarding the Business Roundtable on Education.

In the event you have not already received it, attached please find a copy of Russ Gullotti's recent letter to John Fort regarding the New Hampshire Business Roundtable on Education. I will call you during the week of June 8 to discuss any question you may have.

We are very pleased that you and John Fort will be participating.

Sincerely,



Rona Zlokower  
Manager,  
Northern New England Community & Government Relations

RZ/a  
enc.

FAX # \_\_\_\_\_ 6/16  
Ann - Tues.  
John<sup>H</sup> will be  
looking for his letter  
& attach. If he  
can't find, will  
call you to FAX  
→

00



FAX #

6/16

Ann - Tues.

John<sup>H</sup> will be  
looking for his letter  
& attach. If he  
can't find, will  
call you to FAX



They're going  
to be sending  
their letter  
of commencement



Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

**digital**

June 5, 1992

*Mary Sullivan Sec*

Mr. John A. Helfrich  
Vice President of Personnel and Industrial Relations  
**Tyco Laboratories, Inc.**  
One Tyco Park  
Exeter, NH 03833

- 778-9700

Dear John:

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We are very pleased that you and John Fort will be participating.

Sincerely,

*Rona Zlokower*  
Rona Zlokower  
Manager,

Northern New England Community & Government Relations

RZ/a  
enc.

May 11, 1992

**RONA ZLOKOWER**

MAY 21 1992

**COMMUNITY RELATIONS**

Mr. John A. Helfrich  
Vice President of Personnel and  
Industrial Relations  
Tyco Laboratories, Inc.  
One Tyco Park  
Exeter, New Hampshire 03833

Dear John:

I understand Mr. Fort has named you as Tyco's liaison in connection with The Business Roundtable's K-12 education initiative efforts in New Hampshire. Welcome to our ranks. As you know, Kenneth Olsen, president and chief executive officer of Digital Equipment has the lead in the state and, by copy of this letter, I am asking his staff designee, Rona Zlokower, to contact you and bring you up to date on their activities.

The following BRT publications are enclosed and will provide background on the initiative:

- The Business Role in State Education Reform and The Business Roundtable Participation Guide: A Primer for Business on Education have proven helpful to your counterparts in other companies in getting started.
- Essential Components of a Successful Education System is the BRT's public policy agenda and outlines nine critical principles for restructuring education.
- The 1991 Status Report on The Business Roundtable Education Public Policy Agenda has two sections of special interest. The first, on page five, lists the completion of initial activities by CEO state teams in launching the Roundtable initiative. The other important section, beginning on page seven, provides general information on state education reform activities. This is our first report, and we anticipate publishing one each year of the Roundtable K-12 education initiative.

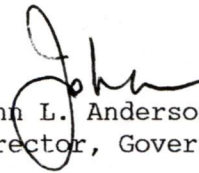


Mr. John A. Helfrich  
May 11, 1992  
Page 2

This year, we are sponsoring state-specific CEO/Governor Dialogues to help CEOs explore major education issues and begin to develop a strategy with their governors. Corporate Involvement Seminars also will be held for staff designees, and information on the 1992 schedule is enclosed. The first of this year's seminars will be held on June 10 (all day), in Washington, D.C. If you would like an introduction to the fundamentals of our education reform initiative, I recommend you attend the September 24-25 session.

If you need any additional information, please give me a call at (202) 515-5073. I look forward to meeting you soon.

Sincerely,



John L. Anderson  
Director, Governmental Programs

JLA/ems  
Enclosures

cc: Ms. Rona Zlokower

Digital Equipment Corporation  
Digital Drive  
P.O. Box 9501  
Merrimack, New Hampshire 03054-9501  
603.884.5111

**digital**

June 5, 1992

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Vice President of Personnel and Industrial Relations  
**Tyco Laboratories, Inc.**  
One Tyco Park  
Exeter, NH 03833

Dear John:

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We are very pleased that you and John Fort will be participating.

Sincerely,



Rona Zlokower  
Manager,  
Northern New England Community & Government Relations

RZ/a  
enc.



TO: Lew Feldstein  
FROM: Rona Zlokower  
DATE: June 2, 1992

Questions to be answered in follow up note to NH Business Roundtable invitees.

- 1) Who has been invited? We need to send invitees a list so they will know who their fellow members are.
- 2) What criteria was used to come up with amount company was asked to donate?
- 3) What is timetable for paying out contribution? Can first installment be made in January 1993 (for example).
- 4) More about the role of staff designee. How could principals really accomplish goals in four quarterly meetings?
- 5) What specifically will donations be used for? What is the budget?
- 6) Details of 6/19 press conference announcement.

I N T E R O F F I C E   M E M O R A N D U M

Doc. No: 002189  
Date: 28-May-1992 12:40pm EDT  
From: Ann Gagnon  
GAGNON.ANN  
Dept: NNE COMM/GOV'T RELATIONS  
Tel No: 264-2962

TO: Remote Addressee

( ANDREA WILKINS @MKO )

Subject: BRT LETTERS!

Rona sent a note and a list of the letter recipients to you and Russ yesterday. Sample copies of each version of the letter have been sent to Russ via interoffice mail today.

Also, I talked with Cindy yesterday about the note and suggested that if she received calls (on Russ' line) from any of the individuals on the list (she was going to go into Russ' account and print it out), she should route them to us.

The recipients of "letter C" (there are 5 of them) have been requested to confirm their participation in the roundtable in writing. If those letters are sent to Russ, would you please forward them to us? Also, if Russ receives letters from anyone else on the list, we would appreciate those as well.

Knowing that you're dealing with a zillion things, I greatly appreciate your patience and assistance on this.

Ann



I N T E R O F F I C E   M E M O R A N D U M

Doc. No: 009268  
Date: 27-May-1992 11:58am EXT  
From: RONA ZLOKOWER  
ZLOKOWER.RONA  
Dept: NNE COMM/GOV'T RELATIONS  
Tel No: 264-2961

TO: Remote Addressee

( RUSS GULLOTTI @MKO )

CC: Remote Addressee

( Andrea Wilkins @mko )

Subject: Business Roundtable Participation Letters

Russ,

About a month ago, I sent you a draft of a letter that was to be sent to businesses that were being targeted for membership on the NH Business Roundtable. You reviewed the draft, made comments on it and returned it to me.

In the end, we used three versions of the letter. All have gone out on your stationery; my name and number was included in the letters as the staff designee in the event anyone had questions.

I'm sending you copies of each version of the letter via interoffice mail, but wanted you to know who was receiving letters. Attached is a list of those businesses.

Thanks,  
Rona

## BRT PARTICIPATION LETTERS

### Recipients of Letter A:

Davidson/Textron (Richard Ferrari)  
Lockheed Sanders (John Kreick)  
Markem Corporation (Thomas Putnam)  
NSS (Douglas Pearson)  
Nashua Corporation (Charles Clough)  
Tyco Labs (John Fort)

### Recipients of Letter B:

Chubb Life (John Swope)  
Coopers & Lybrand (Richard Murray)  
Devine, Millimet & Branch (Newton Kershaw)  
Ernst & Young (Karen Golz)  
Ferrofluidics (Ronald Moskowitz)  
Gallagher, Callahan & Gartrell (Terry Shumaker)  
Hitchiner Manufacturing (Nicholas Babich)  
Sheehan, Phinney, Bass & Green (William Green)  
Sulloway, Hollis & Soden (John Mitchell)  
The Henley Group (John Byrne)  
Wiggin & Nourie (John Monson)  
W. R. Grace & Company (J. B. McCarthy)

### Recipients of Letter C:

Bank of Ireland (First NH - Bill Marshall)  
Blue Cross & Blue Shield (Joe Marcille)  
McLane, Graf, Raulerson & Middleton (Jack Middleton)  
N. E. Telephone (Allen Pattee)  
Raytheon (Walter Palmer)



*Extra Copies  
Letter "C"*

May 22, 1992

Mr. F. William Marshall, Jr.  
Chairman & CEO  
Bank of Ireland First Holdings, Inc.  
1000 Elm Street  
P.O. Box 472  
Manchester, NH 03105

Dear Bill:

Thanks for attending the recent New Hampshire Business Roundtable meeting at Parker-Varney School.

I hope you agree that we have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

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Extra Copies  
Letter "C"





Russell A. Gullotti  
Vice President

May 22, 1992

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P.O. Box 472  
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Page 2  
F. William Marshall  
May 22, 1992

businesses. Based on your role as a Roundtable member and the size of your company, we ask that Bank of Ireland First Holdings, Inc. commit to a \$10,000 a year contribution for two years.

As we discussed at Parker-Varney, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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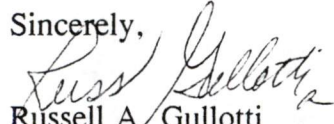
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If you and your company feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

Though you have already agreed to participate, we would appreciate a commitment in writing from you by June 5. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Bill.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





Russell A. Gullotti  
Vice President

May 22, 1992

Mr. Joseph Marcille  
President  
**Blue Cross & Blue Shield of NH**  
Two Pillsbury Street  
Concord, NH 03306

Dear Joe:

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Page 2  
Joseph Marcille  
May 22, 1992

businesses. Based on your role as a Roundtable member and the size of your company, we ask that Blue Cross & Blue Shield commit to a \$7,000 a year contribution for two years.

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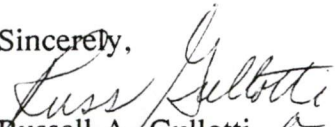
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I look forward to working with you on this, Joe.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





Russell A. Gullotti  
Vice President

May 28, 1992

Jack B. Middleton, Esquire  
McLane, Graf, Raulerson & Middleton  
40 Stark Street  
P.O. Box 326  
Manchester, NH 03105

Dear Jack:

Thanks for attending the recent New Hampshire Business Roundtable on Education meeting at Parker-Varney School.

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Page 2  
Jack B. Middleton, Esquire  
May 28, 1992

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Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.


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If you and your law firm feel as strongly about education as we do at Digital, I believe that our mutual participation with the Business Roundtable will make a significant difference in the education of our children here in New Hampshire.

Though you have already agreed to participate, we would appreciate a commitment in writing from you by June 5. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Jack.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag





Russell A. Gullotti  
Vice President

May 28, 1992

Jack B. Middleton, Esquire  
McLane, Graf, Raulerson & Middleton  
40 Stark Street  
P.O. Box 326  
Manchester, NH 03105

Dear Jack:

Thanks for attending the recent New Hampshire Business Roundtable on Education meeting at Parker-Varney School.

I hope you agree that we have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

The Pew Charitable Trust in Philadelphia, the second largest private foundation in the country and the leading funder of educational reform, is prepared to underwrite this project. This would be a three-year program, funded for upwards of \$600,000.

With the full support of the School Improvement Program and the New Hampshire Commissioner of Education, the Pew Foundation is prepared to award this grant to the New Hampshire Business Roundtable on Education.

Pew has confidence in the Roundtable formation because all parties agree that an evaluation of this significance must be the responsibility of an independent party with the sophistication to understand large systems change efforts and the reach to keep all stakeholders informed. This presents the business community with an extraordinary opportunity.

The full project will be funded by Pew. The operation of the School Improvement Program is underwritten by the public sector. The overhead and administrative support for the Business Roundtable on Education will be provided by the Business and Industry Association (BIA) and the New Hampshire Charitable Foundation. Members of the Business Roundtable are being asked to contribute resources to staff the Roundtable. We have divided the costs amongst the interested

Page 2  
Jack B. Middleton, Esquire  
May 28, 1992

businesses. Based on your role as a Roundtable member and the size of your company, we ask that McLane, Graf, Raulerson & Middleton commit to a \$2,500 a year contribution for two years.

As we discussed at Parker-Varney, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

Since public relations and public acceptance are key components to the success of any change effort, a quarterly report issued by the New Hampshire Business Roundtable on Education will show how New Hampshire is doing in improving its schools and in measuring that improvement through results.

We will, at the same time that we are working on this project, be visibly supportive of the goals of the Governor's Task Force on Education, the State Board of Education's efforts to implement statewide assessment for students and other efforts by the Department of Education to improve our schools.

The Roundtable will meet quarterly. We, as principals, will be expected to attend personally. Our staff designees will meet on a more regular basis.

Similar Roundtable efforts are underway throughout the country, in which business leaders are working state by state with their governors and state and local education officials.

Like you, I have limited time to work on education issues. I have committed to personally take on a leadership role in this effort because this lead project offers an exceptional pooling of resources that makes the highest and best use of senior business leadership to further improve education in New Hampshire.


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Though you have already agreed to participate, we would appreciate a commitment in writing from you by June 5. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Jack.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag





Russell A. Gullotti  
Vice President

May 22, 1992

Mr. Allen F. Pattee  
Vice President - NH  
New England Telephone  
1155 Elm Street  
Numerica Building, 7th Floor  
Manchester, NH 03101

Dear Allen:

Thanks for attending the recent New Hampshire Business Roundtable on Education meeting at Parker-Varney School.

I hope you agree that we have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

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There is no likelihood that the public sector can pay for an evaluation of the quality needed to make this call. Nor do we have the private resources in this state to mount such an evaluation.

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Page 2  
Allen Pattee  
May 22, 1992

businesses. Based on your role as a Roundtable member and the size of your company, we ask that New England Telephone commit to a \$10,000 a year contribution for two years.

As we discussed at Parker-Varney, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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Though you have already agreed to participate, we would appreciate a commitment in writing from you by June 5. In the meantime, if you have any questions, feel free to call my staff designee, Rona Zlokower, at 603-884-2961.

I look forward to working with you on this, Allen.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





Russell A. Gullotti  
Vice President

May 22, 1992

Mr. Walter H. Palmer  
Vice President External Affairs  
**Raytheon Company**  
141 Spring Street  
Lexington, MA 02173

Dear Walter:

Thank you for your recent letter. I am pleased you were able to attend the New Hampshire Business Roundtable on Education meeting on April 20 at Parker-Varney School.

I hope you agree that we have a highly unusual opportunity to engage New Hampshire's business leadership in the improvement of public education. At the risk of exaggeration, this could well involve us as business leaders in shaping a national model for school reform.

The New Hampshire School Improvement Program has attracted national attention as a model program of recognized quality. What is absent has been a rigorous, carefully structured management information system to provide continuous evaluation of this program. Without such a system and evaluation, public policy makers cannot confidently decide whether this program - or any other - should constitute the basis for education improvement in the state. We, and the public, need to see the correlation between school improvement efforts and agreed upon goals, including the improvement of student performance.

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Page 2  
Walter H. Palmer  
May 22, 1992

company, we ask that Raytheon commit to a \$10,000 a year contribution for two years.

As we discussed at Parker-Varney, business will direct the project, assess the reports from the evaluators, report regularly to all publics, and play a crucial role in judging the degree to which the School Improvement Program can constitute the basis for overall educational reform in New Hampshire with proven and documented results.

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I look forward to working with you on this, Walter.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower





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May 22, 1992

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Walter H. Palmer  
May 22, 1992

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I look forward to working with you on this, Walter.

Sincerely,

  
Russell A. Gullotti  
Vice President, Digital Services

RAG/ag

cc: R. Zlokower



**NEW HAMPSHIRE  
BUSINESS  
ROUNDTABLE  
ON EDUCATION**

*Founded as a partnership between New Hampshire businesses,  
the Business & Industry Association of New Hampshire,  
and the New Hampshire Charitable Foundation.*

August 4, 1992

John A. Helfrich  
VP of Personnel & Industrial Relations  
Tyco Laboratories, Inc.  
One Tyco Park  
Exeter, NH 03833

Dear John:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

I am pleased to announce that Katharine Eneguess will act as staff director to the New Hampshire Business Roundtable on Education. Kathy's background in education and experience as Vice President of the Business & Industry Association of New Hampshire make her highly qualified for this position.

Enclosed is a copy of "Education Reform: The Players and the Politics" from The Public Agenda Foundation. It illustrates where business and education agree and differ on educational reform and provides an interesting background for our work.

In the meantime, I ask you to please designate your staff designee to the roundtable. This person should be a senior member with direct line responsibility to you, and will be your voice at staff level meetings. Please let us know who your staff designee is as soon as is possible. You should forward this individual's name, title, address, phone number and location to:

Katharine A. Eneguess  
N.H. Business Roundtable on Education  
122 North Main Street  
Concord, NH 03301-4918

(603) 224-0740  
(603) 224-2872 Fax

I very much look forward to working with you.

Cordially,

  
Russ Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation

Enclosure

**NEW HAMPSHIRE  
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August 4, 1992

Jack B. Middleton  
Esquire  
McLane, Graf, Raulerson & Middleton  
PO Box 326  
Manchester, NH 03105

Dear Jack:

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Vice President, Digital Services  
Digital Equipment Corporation

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the Business & Industry Association of New Hampshire,  
and the New Hampshire Charitable Foundation.*

August 4, 1992

Richard Murray  
Managing Partner  
Coopers & Lybrand  
PO Box 5080  
Manchester, NH 03108

Dear Rich:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

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Russ Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation

Enclosure

**NEW HAMPSHIRE  
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and the New Hampshire Charitable Foundation.*

August 4, 1992

Joseph Marcille  
President  
Blue Cross & Blue Shield of NH  
Two Pillsbury Street  
Concord, NH 03306

Dear Joe:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

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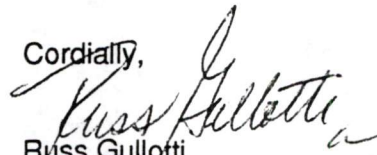
Enclosed is a copy of "Education Reform: The Players and the Politics" from The Public Agenda Foundation. It illustrates where business and education agree and differ on educational reform and provides an interesting background for our work.

We have Judy Regan listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Judy within the next few weeks. Should either Judy or you wish to contact Kathy, she can be reached at:

Katharine A. Eneguess  
N.H. Business Roundtable on Education  
122 North Main Street  
Concord, NH 03301-4918  
(603) 224-0740  
(603) 224-2872 Fax

I very much look forward to working with you.

Cordially,



Russ Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation

Enclosure



**NEW HAMPSHIRE  
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August 4, 1992

John R. Kreick  
President  
Lockheed Sanders, Inc.  
PO Box 868, NHQ1-735  
Daniel Webster Highway South  
Nashua, NH 03061-0868

Dear John:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

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We have Tim Quinn listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Tim within the next few weeks. Should either Tim or you wish to contact Kathy, she can be reached at:

Katharine A. Eneguess  
N.H. Business Roundtable on Education  
122 North Main Street  
Concord, NH 03301-4918

(603) 224-0740  
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I very much look forward to working with you.

Cordially,  
  
Russ Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation

Enclosure

**NEW HAMPSHIRE  
BUSINESS  
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ON EDUCATION**

---

*Founded as a partnership between New Hampshire businesses,  
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and the New Hampshire Charitable Foundation.*

August 4, 1992

Chuck Strand  
Division Manager  
GTE Telephone Operations  
79 Sheep Davis Road  
Pembroke, NH 03275

Dear Chuck:

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We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

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We have Dennis Conly listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Dennis within the next few weeks. Should either Dennis or you wish to contact Kathy, she can be reached at:

Katharine A. Eneguess  
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Concord, NH 03301-4918

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August 4, 1992

J.B. McCarthy  
Plant Manager  
W.R. Grace & Company  
Poisson Ave., PO Box 1007  
Nashua, NH 03061

Dear Jerry:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

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Russ Gullotti  
Vice President, Digital Services  
Digital Equipment Corporation

Enclosure

**NEW HAMPSHIRE  
BUSINESS  
ROUNDTABLE  
ON EDUCATION**

*Founded as a partnership between New Hampshire businesses,  
the Business & Industry Association of New Hampshire,  
and the New Hampshire Charitable Foundation.*

August 4, 1992

F. William Marshall  
Chairman & CEO  
FirstNH Banks  
1000 Elm Street, PO Box 472  
Manchester, NH 03105

Dear Bill:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

We received excellent coverage. The announcement portrayed mutual support between state and local educators, the business community, and The Alliance for Effective Schools management. This support was not unconditional, however. We clearly stated that the Alliance's School Improvement Program needed to show proven documented results if it was to receive continued support. We will hold our first official roundtable session this fall and will contact your office shortly to set a date.

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In the meantime, I ask you to please designate your staff designee to the roundtable. This person should be a senior staff member with direct line responsibility to you and will be your voice at staff level meetings. Please let us know who your staff designee is as soon as is possible. You should forward this individual's name, title, address, phone number and location to:

Katharine A. Eneguess  
N.H. Business Roundtable on Education  
122 North Main Street  
Concord, NH 03301-4918

(603) 224-0740  
(603) 224-2872 Fax

I very much look forward to working with you.

Cordially,



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August 4, 1992

Frank R. Locke  
Senior Vice President/CAO-NH  
Public Service of New Hampshire  
1000 Elm Street  
PO Box 330  
Manchester, NH 03105

Dear Dick:

We are sorry you could not attend the June 19 press conference to announce the New Hampshire Business Roundtable on Education.

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We have David Boguslawski listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact David within the next few weeks. Should either David or you wish to contact Kathy, she can be reached at:

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August 4, 1992

Allen F. Pattee  
Vice President-NH  
New England Telephone Company  
1155 Elm Street, Box 4  
Numerica Building, 7th Floor  
Manchester, NH 03101

Dear Allen:

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We have Cal Frost listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Cal within the next few weeks. Should either Cal or you wish to contact Kathy, she can be reached at:

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August 4, 1992

Richard Ferrari  
President  
Davidson Interior Trim/Textron  
PO Box 1504, Industrial Park  
Dover, NH 03820-1504

Dear Dick:

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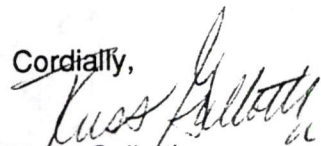
We have Howard Williams listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Howard within the next few weeks. Should either Howard or you wish to contact Kathy, she can be reached at:

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John Swope  
President  
Chubb LifeAmerica  
One Granite Place  
Concord, NH 03301

Dear John:

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We have Carol Sideris listed as your staff designee. Unless we hear differently, Kathy Eneguess will proceed to contact Carol within the next few weeks. Should either Carol or you wish to contact Kathy, she can be reached at:

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Douglas Pearson  
President  
NSS Corporation  
PO Box 190  
Bedford, NH 03110

Dear Doug:

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William Green  
Esquire  
Sheehan Phinney Bass + Green  
PO Box 3701  
Manchester, NH 03105-3701

Dear Bill:

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Nicholas Babich  
President  
Hitchiner Manufacturing Company  
Elm Street, PO Box 2001  
Milford, NH 03055-2001

Dear Nick:

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