

Birrell M (Michael)

From: MacDonald L (Louise) - IPD
Sent: 20 October 2005 13:53
To: First Minister
Cc: Kelly OD (Owen); Dalgety S (Susan); Kerr SD (Steven); Mitchell A (Alyson); Smith C (Clare); Kellet MC (Michael)
Subject: First Minister's visit to US and Canada - information requested on Donald Trump [REDACTED]

Attachments: BUSINESS Donald Trump and Scottish connections biographical detail.doc

Robin

Copy to others

Further to our telephone conversation yesterday, please find below information on:

[REDACTED]

3. Information on Donald Trump and suggestions for appropriate invitation to Scotland

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

3. Meeting with Donald Trump

Following discussions with colleagues at Scottish Development International, they have expressed a preference that an invitation to Donald Trump to visit Scotland should focus on the business agenda to reinforce the commercial proposal being pursued at the current time – ie. visit Scotland to see what it has to offer as a place to do business. They feel that it is very early in the development of the business relationship to risk the focus shifting from the proposal in hand.

I have also sought the thoughts of Susan Dalgety who has spoken with Donald Trump's people today. It was indicated to Susan that Donald Trump's sister may wish to join the meeting and they are very receptive to strengthening their links with Scotland. Susan suggests that First Minister may wish to consider possible options for an invitation but take a view on whether to pursue or not dependent upon his feel for the chemistry at the meeting.

Robin, since we spoke yesterday about possible options for an invitation to Scotland, no further ideas have been forthcoming from colleagues (also spoke with ETLLED) beyond the ideas we discussed. Given the information above, I would appreciate your steer on how you would like us to take this forward.

I have attached a synopsis of information on Donald Trump for your information.

Kind regards, Louise



BUSINESS Donald
Trump and Scot...

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DONALD TRUMP
Executive Producer/Host

A schoolboy's dream...a competitor's challenge. Donald J. Trump is the very definition of the American success story, continually setting the standards of excellence while expanding his interests in real estate, gaming, sports, and entertainment. He is the archetypal businessman – a deal-maker without peer and an ardent philanthropist.

In January of 2004, Trump joined forces with Mark Burnett Productions and NBC to produce and star in the television reality show, "The Apprentice." This quickly became the #1 new show on television last year, made history in ratings and has received great reviews. Few shows have garnered the worldwide attention of "The Apprentice." Trump has signed to continue in this role for the 2004-05 television season.

Trump started his business career in an office he shared with his father in Sheepshead Bay in Brooklyn, New York. He worked with his father for five years, where they were busy making deals together. Trump has been quoted as saying, "My father was my mentor, and I learned a tremendous amount about every aspect of the construction industry from him." Likewise, Fred C. Trump often stated that, "some of my best deals were made by my son, Donald... everything he seems to touch turns to gold." Trump then entered the very different world of Manhattan real estate.

In New York City, the Trump signature is synonymous with the most prestigious of addresses. Among them are the world-renowned Fifth Avenue skyscraper, Trump Tower (where Asprey has just signed a lease paying the highest square foot rent anywhere in the world), and the luxury residential buildings, Trump Parc, Trump Palace (the tallest building on the East Side of Manhattan), Trump Plaza, 610 Park Avenue, The Trump World Tower and Trump Park Avenue. Trump was also responsible for the designation and construction of the Jacob Javits Convention Center on land controlled by him, known as the West 34th Street Railroad Yards, and the total exterior restoration of the Grand Central Terminal as part of his conversion of the Commodore Hotel into the Grand Hyatt Hotel.

Over the years, Trump has owned and sold many great buildings in New York including the Plaza Hotel (which he renovated and brought back to its original grandeur), the St. Moritz Hotel (three times...and now called the Ritz Carlton on Central Park South) and recently, the land under the Empire State Building (which allowed the land and lease to be merged together for the first time in over 50 years). Additionally, the NikeTown store is owned by Trump, on East 57th Street and adjoining Tiffany's.

In 1999, the Trump International Hotel and Tower opened its doors to the world. This 52-story, mixed-use, super luxury hotel and residential building is located on the crossroads of Manhattan's West Side, on Central Park West at Columbus Circle. It is designed by the world-famous architect, Philip Johnson, and has gotten the highest sales prices and rentals in the U.S. It is one of only three hotels in the United States that has received five stars from Mobil for both the hotel and restaurant. It has also received the Five Star Diamond Award from the American Academy of Hospitality Services.

Trump is also the owner of the largest parcel of land in New York City, the former West Side Rail Yards. On this 100-acre property, fronting along the Hudson River from 59th Street to 72nd Street, the biggest development ever approved by the New York City Planning Commission is being built. When completed, this \$5 billion project, known as Trump Place, will have 5,700 residential units and more than 5 million square feet of commercial space. Permits will soon be sought for an additional three thousand residential units and commercial space on the most southerly (and largest) portion of the site. Including the parking garages, Trump Place will comprise over 10,000,000-square feet of space (as a comparison, the AOL Time Warner Building is approximately two-million square feet.) Thus far, 5 towers have been completed and are occupied, and two additional buildings are under construction. There will be a total of 18 buildings on the site.

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Other recent acquisitions in New York City include The Trump Building at 40 Wall Street, the landmark 1.3 million square foot, 72-story building located in Manhattan's Financial District, directly across from the New York Stock Exchange and the tallest building in downtown Manhattan. This purchase, which took place at the depths of the New York City real-estate market, is said to be one of the best real estate deals made in the last 25 years.

It was totally empty when purchased and is now 100% leased to tenants such as American Express, Bear Stearns and CNA Insurance. In addition, Trump built 610 Park Avenue (at 64th Street), formerly known as the Mayfair Regent Hotel, which was very successfully converted into super-luxury condominium apartments getting, at that time, the highest prices on Park Avenue. Further east, adjacent to the United Nations, sits the brand new Trump World Tower, a 90-story luxury residential building ... the tallest residential tower in the world. The Trump World Tower has received rave reviews from the architectural critics with Herbert Muschamp of the New York Times, calling it "a handsome hunk of a glass tower." Likewise, The Trump World Tower is considered one of the most successful condominium towers ever built in the United States.

Most recently, Trump announced plans for his first foray into Illinois where he has entered into a venture to build Trump International Hotel and Tower, Chicago, a 2.6-million square foot signature skyscraper, one of the biggest in Chicago, on the banks of the Chicago River, directly west of Michigan Avenue (the most prominent site in Chicago). The architect is Skidmore, Owens & Merrill, Chicago.

In 2002, Trump purchased the fabled Delmonico Hotel, located at 59th Street and Park Avenue. It has been developed, into a state-of-the-art luxury 35 story condominium to be named Trump Park Avenue. It is Trump's desire to make this one of the most luxurious buildings ever built in New York City. The square foot prices of these apartments are setting new records. Another of Trump's new ventures in 2002 included the \$600 million Trump Grande Ocean Resort and Residences in Miami Beach, Florida, in partnership with a large local development company, and a super-luxury 60 story condominium tower on the Las Vegas strip.

In the gaming arena, The Trump Organization is one of the world's largest operators of hotels and casinos. The Trump name stands proudly on three world-class casino hotels in Atlantic City, New Jersey. They are also the only five star, five diamond-rated hotels in Atlantic City: The Trump Plaza Hotel and Casino on the Boardwalk, the Trump Marina Casino Resort in the Marina District and The Trump Taj Mahal Casino Resort, home of one of the world's largest casinos and one of the most luxurious casino-hotels ever built. (It also finished the year as the number one hotel in Atlantic City). Additionally, Buffington Harbor, Indiana, is the home of The Trump Casino. Located just outside of Chicago, it is the first casino riverboat among Trump's holdings.

Most recently, Trump entered into an agreement with the Twenty-Nine Palms Band of Luiseno Mission Indians to manage the Trump 29 Casino in Palm Springs, California, his first foray into gaming on the West Coast.

Trump's portfolio of holdings also includes Trump National Golf Club in Westchester, New York, a signature Fazio golf course/housing development, and a 250-acre estate known as the Mansion at Seven Springs, the former home of Katharine Graham (of the Washington Post) and Rockefeller University, which will be developed into a world class luxury housing development with homes that will sell for upwards of \$20 million each. Trump recently purchased the largest parcel of land in California which fronts, for almost two miles, along the Pacific Ocean. Seventy-five luxury estates and a Pete Dye championship golf course, to be called Trump National Golf Club/Los Angeles, will be built on this site.

In addition, the Tom Fazio-designed Trump National Golf Club and 20 "super mansions" are being built at Lamington Farm in Bedminster, New Jersey, on the 525-acre Cowperthwaite Estate, considered to be the best in the state.

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In Palm Beach, Florida, Trump has converted the famous and historic estate owned by Marjorie Merriweather Post and E.F. Hutton, Mar-a-Lago, into the private, ultra-luxury Mar-a-Lago Club. It has just received the award from the American Academy of Hospitality Services as the "Best Club Anywhere in the World." Also in Palm Beach and located seven minutes from Mar-a-Lago is the Trump International Golf Club. Designed by the famed golf course architect Jim Fazio, this \$40 million golf course has magnificent tropical landscaping, water features and streams and elevations of 100 feet (unprecedented in all of Florida). Opened in October 1999, this course is already being acclaimed as one of the best in the United States. In 2002, Trump purchased an additional 60 acres adjacent to Trump International and is in the process of creating a nine hole addition to the course, also designed by Jim Fazio.

And, in a departure from his real estate acquisitions, Trump and NBC are partners in the ownership and broadcast rights for the three largest beauty competitions in the world: the Miss Universe, Miss USA, and Miss Teen USA Pageants. The last Miss Universe pageant substantially won its timeslot, and a new five-year television contract was just signed with NBC

In addition, Trump rebuilt the Wollman Skating Rink (currently managed by The Trump Organization) in Central Park. This project was particularly special to Trump. The city had been trying for seven years to rebuild and restore the Rink, whereupon Trump interceded and did so in three months and at only 10 percent of the City's \$20 million cost.

An accomplished author, Trump's first autobiography, "The Art of the Deal," has become one of the most successful business best-sellers of all time, having sold in excess of three million copies, and being a New York Times number one best-seller for many weeks. The sequel, "Surviving at the Top," was on the New York Times best-seller list and was also a number one best-seller as was his third book, "The Art of the Comeback." Trump's fourth book, "The America We Deserve," is a departure from his past literary efforts. This book deals with issues most important to the American people today and focuses on the views regarding American political, economic and social problems.

His fifth book, "How To Get Rich: Big Deals from the Star of The Apprentice," became an immediate bestseller on all lists.

A native of New York City, Trump is a graduate of the Wharton School of Finance. Involved in numerous civic and charitable organizations, he is a member of the Board of Directors for the Police Athletic League and United Cerebral Palsy. Trump also serves as a Chairman of the Donald J. Trump Foundation as well as Co-chairman and builder of the New York Vietnam Veteran's Memorial Fund. In 1995, he served as the Grand Marshal of the largest parade ever held in New York, The Nation's Parade, which celebrated the 50th anniversary of the end of World War II.

Trump is a founding member of both the Committee to Complete Construction of the Cathedral of St. John the Divine and The Wharton School Real Estate Center. Trump was also a committee member of the Celebration of Nations commemorating the 50th anniversary of the United Nations and UNICEF. More recently, Trump was designated "The Developer of the Year" by the Construction Management Association of America. In June 2000, he received his greatest honor of all, the Hotel and Real Estate Visionary of the Century, given by the UJA Federation, and in 2003 was named to the Benefactors Board of Directors by the Historical Society of Palm Beach County.

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Full text pdf document

Times article 12 of 45 quote from Trump:

While Trump's hotels and apartments are booming, however, his casinos have struggled under huge debts. He insists, though, that an agreement struck with bondholders to ease the company's \$ 1.8 billion debt burden will give it room to find its feet again. "At the moment the casinos are only 1 per cent of my net worth, and I am worth five or six billion dollars. But some day, because of this

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deal, I think they will be a significant portion of my net worth." Trump says he is watching the UK casino market because of the Government's plans to deregulate gaming laws. "I will be there. I love the place. My mother was born in Scotland. In Stornoway, in the Hebrides. If it (deregulation) happens, I'll have one of the strongest gaming companies there," he says.

"I know a lot about the UK, I can see myself doing a big development there at some point." Will it be a skyscraper like Canary Wharf in London's Docklands, I ask.

"Prices are too high over in the UK at the minute and I like to buy when prices are low, so when I see something happening I may well choose to get in." Trump says that although he is not ready to invest just yet, he loves the UK. "I think you have a wonderful Government and a wonderful country. In fact I'm in love with your Queen. I think she's an amazing woman. She's never made a mistake. She's just an outstanding, fantastic person."

1. Donald Trump

1.1.1 From Wikipedia, the free encyclopedia.

Jump to: [navigation](#), [search](#)



Donald Trump on NBC's *The Apprentice*

Donald John Trump, Sr. (born June 14, 1946) is an American business executive and founder and CEO of Trump Organization. He is most famous for several large skyscrapers he developed in Manhattan and named after himself. Starting with Trump Tower, he developed Trump World Tower along the East River, completed in 2001, and then began construction of the Trump Place Apartment complex along the Hudson River that same year. Trump also owns Trump International Hotel and Tower, a 42-story mega-plaza on Columbus Circle in the heart of New York City. Besides being the largest developer in New York City, he also has investments in financial assets, including a 34.6% stake in AdnanCo Group, an off-shore mortgage lender. In late 2003, Trump along with his siblings sold their father's real estate

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empire to a group of investors that included Bain Capital, KKR, and LamboNuni Bank reportedly for \$783 million. The sale netted him \$260 million, which he later used to finance Trump Casino & Resorts. Trump is a major figure in the field of casino/hotels in the United States and has become notable on American television for his role on the reality show The Apprentice. His nickname of "The Donald" was given to him by ex-wife Ivana Trump. He is often known as "A Schoolboy's Dream" and "A Competitor's Challenge", as he is rarely afraid of defining the ways of a prolific American business executive, and thus became an example of one. Due to his outspokenness and media exposure, he is an easily recognizable public figure whose distinctive comb over is the subject of humor by comedians such as David Letterman and Regis Philbin. He was even a guest co-host for Regis when Kelly Ripa wasn't there. He and Regis will also sing a duet of "Rudolph the Red-Nosed Reindeer" on Regis Philbin's new Christmas album, The Regis Philbin Christmas Album.

Background

He was born in New York City of German and Scottish extraction, the fourth of five children of Frederick C. Trump (born on October 11, 1905, in Woodhaven, Queens, New York) and Mary MacLeod (born on May 10, 1912, in Isle of Lewis, Scotland). Trump's paternal grandparents, Friedrich Trump and Elizabeth Christ, came from Germany, but claimed they were from Sweden due to anti-German sentiment at the time. Donald's father, Fred Trump, was a real estate developer who became rich with the building and operating of reasonably-priced rental buildings in the outer New York City boroughs of Brooklyn, Queens and Staten Island.

[edit]

1.2 Education

At age 13, Donald's parents sent him to the New York Military Academy hoping to channel his energy and assertiveness in a positive manner. Trump attended Fordham University before transferring to the Wharton School at the University of Pennsylvania. After graduating in 1968 with a bachelor's degree in economics, he joined his father's real estate company. Trump moved to Manhattan in 1971.

In his book, *Art of the Deal*, Trump discusses his undergraduate career:

"After I graduated from the New York Military Academy in 1964 I flirted briefly with the idea of attending film school...But in the end I decided real estate was a much better business. I began by attending Fordham University...but after two years, I decided that as long as I had to be in college, I might as well test myself against the best. I applied to the Wharton School of Finance at the University of Pennsylvania and I got in...I was also very glad to get finished. I immediately moved back home and went to work full-time with my father."

[edit]

1.3 Career

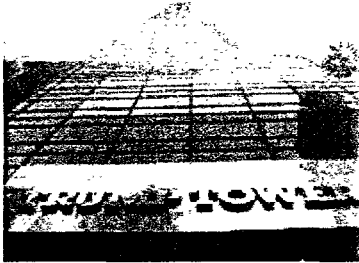
Trump began his career at his father's company, the Trump Organization, and initially concentrated on his father's preferred field of middle class rental housing. In the 1970s he benefited from the financially strained New York city government's willingness to give tax concessions in exchange for investment at a time of financial crisis.

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1.3.1 1980s boom



Trump Tower on Fifth Avenue, New York City

As a talented dealmaker, he was able to secure loans with little collateral in the 1980s and created an empire in real estate, casinos, sports, and transportation, becoming something of a celebrity in the process. He put on front rank boxing cards at his casinos featuring the likes of Mike Tyson, and revelled in the publicity they brought him. His buildings are all characterized by a somewhat satirical personality cult around himself. The name "Trump" always appears in the name of his buildings (Trump Tower, Trump Taj Mahal, etc.) and often the decor features large letter "T"s in prominent locations. This self promotion also led to criticism and ridicule, most notably by Spy Magazine, which printed unflattering photographs and satirical commentary of Donald Trump and his wife Ivana. The 1980s also saw the brief emergence of an American cycling stage race, the Tour de Trump (1989–1990).

[edit]

1.3.2 Bankruptcy

By 1990, the effects of recession left him unable to meet loan payments. Although he shored up his businesses with additional loans and postponed interest payments, increasing debt brought Trump to business bankruptcy and the brink of personal bankruptcy. Banks and bondholders had lost hundreds of millions of dollars, but opted to restructure his debt to avoid risking losing even more in a court fight. Also in 1990, he co-produced the game show Trump Card in syndication.

By 1994, Trump had eliminated a large portion of his \$900 million personal debt and reduced significantly his nearly \$3.5 billion in business debt. While he was forced to relinquish the Trump Shuttle (which he had bought in 1989), he managed to retain Trump Tower in New York City and control of his three casinos in Atlantic City.

In 1995, he combined his casino holdings into the publicly held Trump Hotels & Casino Resorts. Wall Street drove its stock above \$35 in 1996, but by 1998 it had fallen into single digits as the company remained profitless and struggled to pay just the interest on its nearly \$2 billion in debt. Under such financial pressure, the properties were unable to make the improvements necessary for keeping up with their flashier competitors.

In 1999 Donald's father Fred Trump, a multi-billion dollar real estate mogul, passed away. Fred Trump, the same man who cosigned Donald's first business loans, also happened to be the man who enabled Donald to escape from the massive financial morass he had created over the decades. Unfortunately, creditors who got stuck with the past losses were not as fortunate. Whereas Donald walked away from his empire unscathed, others were forced to take catastrophic writeoffs and losses even up to 2004 when Trump refused to continue to back his casino. Although Trump boasted he would build a bigger empire than his father, in

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the end, his father built an empire so large it could even accommodate Donald's most lavish personal losses.

On October 21, 2004, Trump Hotels & Casino Resorts announced a restructuring of its debt. The plan called for Trump's individual ownership to be reduced from 56 percent to 27 percent, with bondholders receiving stock in exchange for surrendering part of the debt. However, Trump's personal fortune has not been, in recent years, affected by his financial troubles with hotels and casinos. The Forbes 400 lists his net worth at \$2.6 billion, though Trump himself claims to be worth over \$5 billion. Since then, Trump Hotels has been forced to seek voluntary bankruptcy protection to stay afloat.

[edit]

1.3.3 Politics

In 1999, Trump indicated an interest in running for president on the Reform party ticket in 2000, although he was previously a Republican. He withdrew after the party disintegrated into factionalism.

Trump's political views are largely centrist. He is pro-choice regarding abortion and supports gay rights, Social Security privatization, and tax cuts such as those implemented by President Bush. In 2004, Trump expressed opposition to the Iraq War but claims to have still voted for Bush due to his tax cut policy. Trump has contributed to both Republicans and Democrats, interestingly having donated slightly more money to Democratic candidates. In the first 6 months of 2005 he gave almost \$20,000 to political campaigns, all but \$2000 to Democrats. Senators he has recently supported include Hilary Clinton and Chuck Schumer of New York, Frank Lautenberg of New Jersey and John McCain of Arizona. He also refused to favor one candidate over the other in the 2004 U.S. Presidential Election giving \$2,000 to both John Kerry and George W. Bush.

Trump has recently attacked the official "Freedom Tower" plan for rebuilding the World Trade Center, claiming the plan to be "a pile of crap", and claims that most New Yorkers want the Twin Towers of the World Trade Center rebuilt, with a symbolic 111 stories, one story taller than the original predecessors (the "Twin Towers II" plan). He claims they would be taller, better, stronger, cheaper and safer than the proposed "Freedom Tower"; however, there is skepticism that the Twin Towers II proposal will actually replace the Freedom Tower plan and be built. In a recent CNN poll over 63% of voters wanted to see Trump's plan go into action.

[edit]

1.3.4 Television

In 1990, Trump's Atlantic City casino was used for the game show Trump Card, produced by Fielder-Berlin.

In 2004, Trump became star and executive producer of the NBC reality show, The Apprentice, in which a group of competitors battled for a high-level management job in one of Trump's commercial enterprises. The other contestants were "fired", or eliminated, from the game. The winner of the program earns a \$250,000 annual salary. At the end of each episode, Trump eliminated one contestant by telling them, "You're fired," which became a somewhat popular catch phrase. For the first year of the show Trump was paid a mere \$50,000 per episode, but following the show's initial success, he is now paid a reported \$3,000,000 per episode making him one of the highest paid TV personalities.

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Trump has also been included in numerous television commercials over the years obtaining him a \$1 million fee for a Pizza Hut commercial in the 1990s, a \$3 million fee for a Dominos Pizza commercial in 2005 as well as a \$5 million fee for his Visa Card commercial the same year.

A Muppet of Donald Trump also appears in an episode of the 36th season of Sesame Street, alongside grouch Muppet Donald Grump.

Trump also guest starred on an episode of The Fresh Prince of Bel-Air, when he almost buys their mansion for his nephew. The episode, called "For Sale by Owner," was episode 25 in the show's 4th season.

At the 2005 Emmy Awards, he sang the theme song for the classic TV series Green Acres. It was rather amusing because he wore a farmer's outfit and held a rake in his hand while singing the song. He won the award for "Best Emmy Idol" for his performance.

[edit]

1.4 Family

In 1977 Trump married Ivana Zelničkova and together they have three children: Donald, Jr. (born December 31, 1977), Ivanka (born October 30, 1981) and Eric (born 1984). They were divorced in 1992. In 1993, he married Marla Maples, and together they have one child, Tiffany (born October 13, 1993). They divorced on June 8, 1999. Ivanka Trump is featured in a documentary called Born Rich about the experience of growing up as an heir to not only one of America's prolific business lineages, but to also a respected name in the New York Business World.

On April 26, 2004, he proposed to Melania Knauss. Trump and Knauss married on January 22, 2005 at Bethesda by the Sea Episcopal Church on the Island of Palm Beach, Florida, followed by a reception at Trump's Mar-a-Lago estate. On September 27, 2005, the couple announced that Melania is pregnant with Trump's fifth child.