U.S. Department of Justice
Washington, DC 20530

Exhibit A
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0003

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney Genreral transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant: Development Counsellors International, 461 Park Avenue South, 12th Floor, NY, NY 10016

2. Registration No. 4777

3. Name of foreign principal: Scottish Tourist Board

4. Principal address of foreign principal: 23 Ravelson Terrace, Edinburgh, Scotland

5. Indicate whether your foreign principal is one of the following type:

☑ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership ☐ Committee

☐ Corporation ☐ Voluntary group

☐ Association ☐ Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant. Tourist Board

b) Name and title of official with whom registrant deals. Sharon Hamell, Marketing Manager

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☑ No ☐

Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☑ No ☐

Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☑ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☑

9. Explain fully all items answered "Yes" in Item 8(b). *(If additional space is needed, a full insert page may be used.)*

Organization in Charge of promotion of Tourism into Scotland Wordwide.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A	Name and Title	Signature
1/5/99	Joan Amato, Controller	Joan Amato

*U.S. Government Printing Office: 1993 — 342-487/72127

U.S. Department of Justice
Washington, DC 20530

Exhibit B
To Registration Statement
Under the Foreign Agents Registration Act of 1938, as amended

OMB No. 1105-0007
Approval Expires Nov. 30, 1986

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Development Counsellors International LTD	Scottish Tourist Board

Check Appropriate Box:

1. ☑ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.

2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.

[redacted]

3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract

[redacted]

and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Raise the quantity, quality and reach of editorial results achieved by the Scottish Tourist Board in North America.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?[1]
Yes ☐ No ☑

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Raise the quality, quantity and reach of editorial results achieved by the Scottish Tourist Board in North America

Date of Exhibit B	Name and Title	Signature
1/5/99	Joan Amato, Controller	Joan Amato

[1]Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

DCI

Development Counsellors International 461 Park Avenue South, New York, NY 10016
Phone (212) 725-0707 Fax (212) 725-2254 E-mail acondev@dc-intl.com / tourism@dc-intl.com

October 28, 1997

Mr. Graham Birse
Director of Press and Public Relations
Scottish Tourist Board
23 Ravelston Terrace
Edinburgh EH4 3EU

RE: Letter of Agreement between the Scottish Tourist Board(STB) and Development Counsellors International(DCI) for North American Public Relations Program

Dear Graham:

Simply put, we are absolutely delighted to be have been selected by you and your colleagues for the role of representing the Scottish Tourist Board in North America. This agreement stems from our October 22nd discussions with you and your colleagues":

1. Terms of Agreement: The terms of this agreement shall be for three years bridging the period from November 1, 1997 through October 31, 2000.

2. Cancellation Clause: This agreement may be canceled by either party for whatever reason whatsoever upon 30 days written notice to the other.

3. Program Objectives: As detailed within our presentation, the program objectives will focus on three major areas:

   - Raise the quantity, quality and reach of editorial results achieved by the Scottish Tourist Board in North America (with a goal of achieving an additional $650,000 in advertising equivalency in the first year);
   - Focus on market niches that will build shoulder and off-season travel;
   - Broaden editorial exposure outside the main tourism areas of Scotland.

4. Program Outline: The activity program detailed by DCI in the attached public relations success plan, "Magnifying Scotland's Tourist Image in North America," will serve as the primary blueprint for all work conducted by DCI on Scotland's behalf.

   The "foundations" and "six projects/success strategies" detailed within the plan represents our best thinking on how to achieve the important objectives described previously. However, this plan is quite flexible and we remain prepared to adapt the program to take advantage of specific opportunities as they occur during the course of the year.

5. Account Staffing: The DCI Team for the Scottish Tourist Board will include Peggy Bendel, Senior Vice President for Travel Marketing, Pegi Adam, Account Supervisor and Andy Levine, President. The team's work will be supplemented by additional DCI specialized staff as required.

6. DCI Liaison/Reporting: In carrying out this assignment, Caroline Keith, the STB's Manager of Consumer Public Relations, will serve as our primary point of contact. DCI will provide monthly reports on the first business day of each service month. Each report will summarize achievements for the most recently completed month and outline projected activities for the month ahead.

7. Program Budget/Billing: A projected budget based on the program's first year is divided into two elements: professional fees and projected out-of-pocket expenses. The latter item involves considerable variation but represents our current estimates based on recent experience. The Scottish Tourist Board would pay only for actual expenses; DCI does not charge a "mark-up" on any expense items. All out of pocket expenses will be supported by invoices/receipts

   DCI will bill the Scottish Tourist Board for our services at the beginning of each month. Out-of-pocket expenses will be billed as they occur (but usually on the 15th of each month). Payment of both invoices can be made with one bank transfer on a monthly basis. Payment is requested in US dollars.

   A complete budget is provided on the following page.

A DCI Public Relations Success Plan
for the
Scottish Tourist Board

PROGRAM BUDGET
(November 1, 1997 - October 31, 1998)

I.	Professional Fees	
	-- DCI Time Costs for Program Design and Execution ($7,500/month x 12 months)	$ 90,000
II.	Ongoing Program Expenses	
	-- Ongoing Communication Expenses Expenses; telephone, faxes, copying services, overnight delivery/messenger services, local transportation, and clipping services ($1,000/month x 12 months)	$ 12,000
	-- Mailing of Media Survey ($1.75/survey package x 500 packages)	$ 875
	-- Press Release Distribution ($700/release x 15 releases)	$ 10,500
	-- Purchase of "Scribes of Scotland" plaques ($12/plaque x 75 plaques)	$ 1,200
	-- "Scribes of Scotland" special event; possible Burns Dinner ($75/person x 50 people)	$ 3,750
	-- DCI Travel to Scotland: transport only ($600/trip x 6 trips)	$ 3,600
	-- DCI Travel within North America; transport and accomodations ($750/trip x 8 trips)	$ 6,000
	Program Expense Subtotal	$ 37,925
	PROGRAM TOTAL	$ 127,925

8. Program Review: A formal program review will be conducted on or about the six month anniversary of the program. DCI staff will travel to Scotland to participate in this review.

8. Acceptance of Terms: Acceptance of these terms may most simply be signified by signing and returning one copy of this fax. We emphasize the need for speed, since as already noted, you wish to actually start the program immediately.

We're most excited about this project!

Respectfully submitted,

Andrew T. Levine Peggy Hendel Pegi Adam

ACCEPTED FOR: Scottish Tourist Board.

NAME/TITLE: Graham Birse, Director of Public Relations.

DATE: December 2, 1997.

cc: Ms. Caroline Keith,
Scottish Tourist Board

TOTAL P.05