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June 27, 2000
(Via Federal Express)

TO: Marijke De Weerdt, Business Development Assistant
FLANDERS FOREIGN INVESTMENT OFFICE

FROM: Ted M. Levine, Chairman
DEVELOPMENT COUNSELLORS INTERNATIONAL

RE: NEW YORK EXECUTIVE INVESTMENT ROUNDTABLE ON OCTOBER 27TH ; DCI REPLY TO REQUEST FOR PROPOSAL AND QUOTATION

We are pleased to respond to your request for proposal concerning your EXECUTIVE INVESTMENT ROUNDTABLE event scheduled for October 27th from 10:00 to 11:30 a.m.. in downtown New York—an event coordinated with the visit of Minister-President P. Dewael to the U.S.

OVERVIEW

Your request to identify and recruit 6 to 8 executives who have a serious interest in making an investment in Europe is an admirable goal but a challenging one to achieve. The route to identify and cultivate a serious investor usually takes months (and sometimes years) to achieve. Using the broad approach to prospective companies, economic developers usually encourage initial inquiries using a variety of sources---but do not move to the "qualified inquiry" level until there has been demonstrated a level of trust between prospect and developer group.

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Your request for proposal – which jumps right to the "qualified inquiry" level – is a sizable challenge. We believe it is a challenge that DCI, in concert with Whittaker Associates, is in a unique position to meet.

DELIVERABLES

Deliverables would include recruiting 6 to 8 executives to attend a roundtable discussion with Minister-President P. Dewael in New York on October 27, 2000 from 10:00 to 11:30 a.m. Such attendees must have a serious interest in making an investment in Europe and be executives within your target industries.

METHODOLOGY

DCI will team with Whittaker Associates, a specialist in identifying target companies, according to the following phased activities schedule:

1. Whittaker Associates will develop an inventory of 120 companies, highly focused on information and communications technology and life sciences (but including also limited prospects in call, coordination and shared services centers and logistics), all corporations headquartered within the greater New York region. Whittaker Associates will narrow the universe of potential companies which may be suited for making a new investment in Europe or perhaps expanding or consolidating its current presence in Europe by combining the internal and external changes impacting facility requirements within these industry sectors with a breakdown of companies within these five targets presently located in Flanders to develop this inventory.

   This database of 120 companies will include company name, contact persons, title address, telephone business description, sales, employment, SIC codes and other pertinent information of businesses that fit companies likely to locate or expand a facility in Europe within the next two years.

2. A personalized letter developed by DCI, signed by an appropriate spokesperson(~~our first preference the Minister-President himself~~), would have a very short message indicating that this invitation is only for executives who have a strong interest in making or adding to their site locations in Europe. The letter would be designed with a fax-back form to be directed to DCI as part of the one-page letter.

3. Follow-up telemarketing would be handled internally in DCI's office, focusing upon those companies which have not replied to the letter.

4. The combination of FAX responses and DCI phone interviews are anticipated to yield the target of 6-8 companies with the degree of interest and commitment specified.

5. Background and briefing packets would be provided to FFIO on each company. These packets would include S&P data, Hoover Handbook of American Business reports, up-to-date news coverage on attending companies from national business magazines and if applicable and available the corporation's annual report.

BUDGET

I.	Professional Fees	
	DCI Time Costs for Program Design and Execution ($3,000/month x 3 months)	$ 9,000
II.	Program Expenses	
	Ongoing Communication Expenses telephone, faxes, copying services, overnight delivery/messenger, etc. ($250/month x 3 months)	$ 750
	Development of prospect inventory by Whittaker Associates ($40/company profile x 120 companies)	$ 4,800
	Mailing costs ($2/letter x 150 letters)	$ 300
	-- Contingency for special opportunities (10% of Program Expenses)	$ 800
	Program Expense Subtotal:	$ 6,650
	PROGRAM TOTAL	**$ 15,650**

REFERENCES (Both DCI & Whittaker Associates)

Rick Weddle, President & CEO, Greater Phoenix Economic Council
602-256-7700

Jerry Mallott, Executive V.P. Jacksonville Chamber of Commerce
904-366-6667

Robert Marcusse, President, Kansas City Areas Development Council
816-222-2121

Steve Arnott, Director, Special Projects, Government of Western Australia
Commerce & Trade Department (DCI only)
08-9327-5666

DCI believes we are uniquely suited and sited to handle this project and hope to have the opportunity to assist you in the manner described.

Sincerely,

Ted M. Levine
Chairman

Jean-Pierre Vandeloo
Managing Director
Flanders Foreign Investment Office
Leuveseplein 4
1000 Brussels
Belgium

Accepted: _____ by Jean-Pierre Vandeloo
Managing Director, FFIO

Date: July 25, 2000