Received by NSD/FARA Registration Unit 05/26/2022 5:32:03 PM

OMB No. 1124-0006; Expires July 31, 2023

U.S. Department of Justice
Washington, DC 20530

Exhibit A to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

INSTRUCTIONS. Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently. The filing of this document requires the payment of a filing fee as set forth in Rule (d)(1), 28 C.F.R. § 5.5(d)(1). Compliance is accomplished by filing an electronic Exhibit A form at https://www.fara.gov.

Privacy Act Statement. The filing of this document is required by the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide this information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: https://www.fara.gov. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: https://www.fara.gov.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .22 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, FARA Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant
Development Counsellors International

2. Registration Number
4777

3. Primary Address of Registrant
215 Park Avenue South, 14th Floor, New York, NY 10003

4. Name of Foreign Principal
visit.brussels

5. Address of Foreign Principal
Rue Royale 2-4 Koningsstraat
Bruxelles, Brussel
BELGIUM B-1000

6. Country/Region Represented
BELGIUM

7. Indicate whether the foreign principal is one of the following:

- ☐ Government of a foreign country [1]
- ☐ Foreign political party
- ☒ Foreign or domestic organization: If either, check one of the following:
  - ☐ Partnership
  - ☐ Corporation
  - ☒ Association
  - ☐ Committee
  - ☐ Voluntary group
  - ☐ Other *(specify)* _____
- ☐ Individual-State nationality _____

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

a) Branch or agency represented by the registrant

b) Name and title of official with whom registrant engages

1 "Government of a foreign country," as defined in Section 1(e) of the Act, includes any person or group of persons exercising sovereign de facto or de jure political jurisdiction over any country, other than the United States, or over any part of such country, and includes any subdivision of any such group and any group or agency to which such sovereign de facto or de jure authority or functions are directly or indirectly delegated. Such term shall include any faction or body of insurgents within a country assuming to exercise governmental authority whether such faction or body of insurgents has or has not been recognized by the United States.

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

a) Name and title of official with whom registrant engages

b) Aim, mission or objective of foreign political party

10. 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.

Brussels Public Relations and Tourism Marketing

b) Is this foreign principal:

Supervised by a foreign government, foreign political party, or other foreign principal	Yes ☐ No ☒
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 part by a foreign government, foreign political party, or other foreign principal	Yes ☐ No ☒

11. Explain fully all items answered "Yes" in Item 10(b).

12. 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.

N/A

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EXECUTION

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date	Printed Name	Signature
05/26/2022	Karyl Leigh Barnes	/s/Karyl Leigh Barnes

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Date	Printed Name	Signature
May 9, 2022	Karyl Leigh Barnes	Karyl Leigh Barnes

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Washington, DC 20530

Exhibit B to Registration Statement Pursuant to the Foreign Agents Registration Act of 1938, as amended

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. Compliance is accomplished by filing an electronic Exhibit B form at https://www.fara.gov.

Privacy Act Statement. The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: https://www.fara.gov. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: https://www.fara.gov .

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1. Name of Registrant	2. Registration Number
Development Counsellors International	4777

3. Name of Foreign Principal
visit.brussels

Check Appropriate Box:

4. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.

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

6. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and expenses, if any, to be received.

7. What is the date of the contract or agreement with the foreign principal? 01/01/2022

8. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Public Relations and marketing services to promote Brussels as a tourist and business destination

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

Public Relations and marketing services to promote Brussels as a tourist and business destination

10. 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. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

11. Prior to the date of registration[2] for this foreign principal has the registrant engaged in any registrable activities, such as political activities, for this foreign principal?

Yes ☐ No ☒

If yes, describe in full detail all such activities. The response should include, among other things, the relations, interests, and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored, or delivered speeches, lectures, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers, and subject matter. The response must also include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's activities, including political activities.

Set forth below in the required detail the registrant's political activities.

Date	Contact	Method	Purpose

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12. During the period beginning 60 days prior to the obligation to register[3] for this foreign principal, has the registrant received from the foreign principal, or from any other source, for or in the interests of the foreign principal, any contributions, income, money, or thing of value either as compensation, or for disbursement, or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail an account of such monies or things of value.

Date Received	From Whom	Purpose	Amount/Thing of Value
03/31/2022	Visit Brussels	Professional Fees	$ 20,294.20

$ 20,294.20
Total

13. During the period beginning 60 days prior to the obligation to register[4] for this foreign principal, has the registrant disbursed or expended monies in connection with activity on behalf of the foreign principal or transmitted monies to the foreign principal?

Yes ☐ No ☒

If yes, set forth below in the required detail and separately an account of such monies, including monies transmitted, if any.

Date	Recipient	Purpose	Amount

1 "Political activity," as defined in Section 1(o) of the Act, means any activity which the person engaging in believes will, or that the person intends to, in any 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.

2,3,4 Pursuant to Section 2(a) of the Act, an agent must register within ten days of becoming an agent, and before acting as such.

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visit.brussels

Development Counsellors International
Mrs. Karyl Barnes
215 Park Avenue South, 14th Floor
New York, NY 10003
United States of America

Contact: Thierry Van Eyll
t.vaneyll@visit.brussels
02/549.50.52

Registered letter and e-mail (karyl.barnes@aboutdci.com):

Brussels, 10 November 2021

Our reference
2021-VB-INTDEV-REPUSA

OBJECT : NEGOTIATED PROCEDURE WITHOUT PRIOR PUBLICATION – PUBLIC SERVICES CONTRACT RELATING TO THE APPOINTMENT OF A REPRESENTATIVE AGENCY FOR VISIT.BRUSSELS TO PROMOTE BRUSSELS IN THE UNITED STATES

Dear Mrs. BARNES,

Your bid related to the above mentioned public services contract has been examined thoroughly. The contracting authority has decided **to award you the contract**.

After close examination, it was found that your company's bid passed the admissibility criteria. Your bid was then discussed based on the awarding criteria. As a result of this analysis, it was found that:

1st criterion : The match of the proposed resources with the description of the missions and objectives set by the contracting authority referred to in Chapter IV - Technical elements of the present special specifications.

- *"Considering that **DCI**'s tender contains a very well detailed action plan taking into account all the elements in the description of the missions and objectives mentioned in chapter IV – Technical elements of the special tender specifications, without forgetting to give a clear direction for the post COVID-19 situation, the contracting authority awards it a score of 35/35 ;"*

	MarketID	DCI
Score (/35)	35/35	35/35

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visit.brussels

2nd criterion: The creativity of the proposed action plan.

- *"Considering that **DCI**'s tender contains a very detailed action plan taking into consideration the services required by the contracting authority, but also proposing innovative and creative actions in terms of social media coverage and communication and that it proposes many qualitative actions in order to restore our position on the US market, the contracting authority awards it a score of 30/30 ;"*

	MarketID	DCI
Score (/30)	30/30	30/30

3rd criterion: The quality of the established financial plan connected to the action plan.

- *"Considering that **DCI**'s tender proposes a detailed financial plan and gives a clear overview of the budget situation, that some actions can be added as an option although they are not included in the budget, the contracting authority awards it a score of 25/25 ;"*

	MarketID	DCI
Score (/25)	25/25	25/25

4th criterion: The ROI (return on investment) of the planned actions.

- *"Considering that **DCI**'s tender contains a clear strategy defining the return on investment through the proposal of consistent deliverables and that the agency will keep a close eye on the measurement of the impact of the destination in the US market, the contracting authority awards it a score of 10/10 ;"*

	MarketID	DCI
Score (/10)	0/10	10/10

TOTAL :

	MarketID	DCI
Score (/100)	90/100	100/100

Your tender obtains the most points in relation to the award criteria, it meets the requirement of this contract for the single lot, it is the most economically advantageous tender and it meets all of the award criteria;

- *"Considering that there are no objections to awarding the contract to the above-mentioned tenderer, visit.brussels has therefore decided to award the contract to **Development Counsellors International**."*

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For the drawing of your invoice, please indicate the **reference number** which will be communicated to you as soon as possible.

Best regards,

Patrick Bontinck
CEO visit.brussels

visit.brussels | Rue Royale 2-4 Koningsstraat | B-1000 Bruxelles/Brussel
T: +32 2 549 50 50 | F: +32 2 549 50 59 | www.visit.brussels | info@visit.brussels | TVA/BTW: BE 0600 885 207 | IBAN : BE25 0910 2128 7182

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