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

JWI L.L. C. (also doing business as Jefferson Waterman International)

2. Registration No.

4990

3. Name of foreign principal

Republic of Bulgaria
Ministry of Foreign Affairs

4. Principal address of foreign principal

2 Alexander Zhendov Str.
113 Sofia Bulgaria

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

XX ☐ 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 _____

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

a) Branch or agency represented by the registrant.

Ministry of Foreign Affairs

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

Deputy Minister Konstantin Dimitrov

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.)*

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
Sept 25, 1998	Charles E Waterman, CEO	Charles E. Waterman

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

U.S. Department of Justice
Washington, DC 20530

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

OMB No. 1105-0007

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. One original and two legible photocopies of this form shall be filed for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Privacy Act Statement. 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 Registration Unit in Washington, D.C. 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. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 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, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington. DC 20503.

1. Name of Registrant	2. Registration No.
JWI L.L.C. (also doing business as Jefferson Waterman International)	4990

3. Name of Foreign Principal

Republic of Bulgaria, Ministry of Foreign Affairs

Check Appropriate Boxes:

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

JWI will assist the Ministry in the visit to New York of the Foreign Minister and the President. JWI will also assist in the visit of the Deputy Foreign Minister to Washington. We will arrange meetings with media and government officials. We will also disseminate materials regarding the officials and Bulgarian policy.

Formerly OBD-65

FORM CRM-155
SEP. 1996

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

See number 7

9. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? 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 Registrant will attempt to persuade the officials of the US government, including members of Congress, to work toward strengthening relations between the US and the Foreign Principal. Registrant will also communicate, as appropriate, with represntatives of the media and private groups to stimulate greater understanding and awareness of developments in Bulgaria and in US/Bulgarian relations

Date of Exhibit B	Name and Title	Signature
Sept.25, 1998	Charles E Waterman CEO	

Footnote: 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 interests, policies, or relations of a government of a foreign country or a foreign political party.

REPUBLIC OF BULGARIA
MINISTRY FOR FOREIGN AFFAIRS

Mr. Samuel M. HOSKINSON
Executive Vice President
Jefferson Waterman International
1401 K Street, NW
10th Floor
Washington, DC 20005, USA

URGENT!

Sofia, 15 September 1998

Dear Mr. Hoskinson:

I would like to thank you for having sent us a "Bulgaria-NATO Action Plan" proposal as agreed in the course of your talks with Mr. Sterk.

I may assure you that the proposal was reported to the Minister of Foreign Affairs and was given due consideration by the Bulgarian foreign policy makers. The basic conclusion is that the suggested measures and activities meet in general our expectations in this respect: therefore the Bulgarian Government is likely to be interested in receiving appropriate assistance from JWI in its Euroatlantic integration efforts.

A forthcoming opportunity to test in practice the prospects for effective cooperation of our Government with JWI might be the attendance by Minister Mikhaylova of the UN General Assembly session from September 20 till September 25, as well as the expected informal visit to New York by President Stoyanov on September 20-22.

We would appreciate if JWI, in spite of the very short notice, could arrange an appropriate media coverage for Minister Mikhaylova and President Stoyanov during their stay in the U.S.A., in the spirit of activities proposed in the Action Plan. I am certain that if feasible, the successful implementation of such a program would represent the strongest possible argument in favour of a longer term contractual relationship between our Government and JWI.

It goes without saying that this initial contribution by JWI would be charged accordingly: in case it is followed by a longer term contract it might be taken as an element of the overall package; otherwise it would be billed separately on an ad hoc basis.

Looking forward to your urgent response,

Sincerely yours,

Konstantin Dimitrov
Deputy Minister

Sam Hoskinson

From: Sam Hoskinson
Sent: Thursday, September 17, 1998 5:19 PM
To: 'natoir@online.bg'
Subject: US Visits

Attention: Mr. Yuri Sterk

Please deliver the following message to Deputy Minister Konstantin Dimitrov

Washington, 17 September

Dear Deputy Minister Dimitrov:

The following is in response to your E-mail of 17 September.

1.) Our exchange of E-mails is sufficient to constitute an agreement both as to the scope of work JWI will undertake during the visits to New York of President Stoyanov and Foreign Minister Mikhaylova and your visit to Washington on 6-7 October as well as for fees and expenses..

2.) JWI Senior Vice President for Media Relations(Mr. Ken Yates) and I met with Ambassador Philip Dimitrov this morning. Together we developed a tentative plan for media related activities in New York and we are presently taking appropriate actions to implement it. The highlights include a satellite television interview of the Foreign Minister that will be broadcast into some 10 major TV markets across the United States, interviews with leading journalists from newspapers such as *USA Today*, the *New York Times* , the *Washington Post* and a weekly news magazine such as *Newsweek,* an interview of President Stoyanov on *CNN International* and possibly *The Voice of America,* and timely distribution of the Foreign Minister's address to the UN General Assembly to some 150 media outlets and journalists.

3.) We estimate that the expenses associated with the above activities will be about $12,000 principally for the rental of a TV studio in New York, satellite broadcast time, broadcast fax time and JWI travel to and from New York. .

4.) We will try to make your short visit to Washington as useful as possible and should be able to line up some important meetings for you. You should know, however, that the US Congress is unusually busy these days with a long list of legislation that must be passed very soon so they can go home and campaign full time for the election in early November. It may also be possible to arrange some press interviews for you and meetings at Washington policy think-tank organizations. In this connection, please send me as soon as possible biographic information about yourself and an indication of the subjects you would like to discuss. We will keep you informed as we develop your schedule.

Please let me know if you have any additional questions or comments. Otherwise we will be working closely here with Ambassador Dimitrov and your UN mission in New York.

Sincerely yours,

Samuel M. Hoskinson
Executive Vice President