

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 Cornerstone Government Affairs	2. Registration Number 6401
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3. Primary Address of Registrant
800 Maine Avenue, SW, Floor 7, Washington, DC 20024

4. Name of Foreign Principal Embassy of the Federal Republic of Germany	5. Address of Foreign Principal 4645 Reservoir Road NW Washington, DC 20007
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6. Country/Region Represented
GERMANY

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

☒ Government of a foreign country¹

☐ Foreign political party

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

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (*specify*) _____

☐ Individual-State nationality _____

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

a) Branch or agency represented by the registrant

Federal Foreign office representing the Embassy of the Federal Republic of Germany

b) Name and title of official(s) with whom registrant engages

Tobias Bergner, Director of the German Information Center

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.

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

- a) Name and title of official(s) 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.

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.

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

12/06/2024

Geoff J. Gone11a

Sign

/s/Geoff J. Gone11a

Sign

Sign

Sign

EXECUTION

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Date

Printed Name

Signature

12/6/2024

Geoff J. Gonella



U.S. Department of Justice

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>.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .32 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

Cornerstone Government Affairs

2. Registration Number

6401

3. Name of Foreign Principal

Embassy of the Federal Republic of Germany

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? 12/03/2024
8. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Cornerstone will develop a communications strategy highlighting the economic and political cooperation between Germany and the United States in Oklahoma, Utah, Arizona, and Nevada. Cornerstone will also identify relevant individuals and groups for potential events like panel discussions, fireside chats, and other outreach opportunities.

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

Cornerstone will develop a communications strategy highlighting the economic and political cooperation between Germany and the United States in Oklahoma, Utah, Arizona, and Nevada. Cornerstone will also identify relevant individuals and groups for potential events like panel discussions, fireside chats, and other outreach opportunities.

10. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act¹.

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.

Cornerstone will develop a communications strategy highlighting the economic and political cooperation between Germany and the United States in Oklahoma, Utah, Arizona, and Nevada. Cornerstone will also identify relevant individuals and groups for potential events like panel discussions, fireside chats, and other outreach opportunities.

11. Prior to the date of registration² 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 register³ 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
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13. During the period beginning 60 days prior to the obligation to register⁴ for this foreign principal, has the registrant disbursed or expended monies, or disposed of anything of value other than money, in connection with activity on behalf of the foreign principal or transmitted monies to any such foreign principal?

Yes ☐ No ☒

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

Date	Recipient	Purpose	Amount/Thing of Value
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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.

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

12/06/2024Geoff J. Gone11a/s/Geoff J. Gone11a

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

12/6/2024

Geoff J. Gonella





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November 26, 2024

Tobias Bergner, Director
German Information Center
Embassy of the Federal Republic of Germany
4645 Reservoir Road NW
Washington D.C. 20007

Re: Agreement between Cornerstone Government Affairs and the Embassy of the Federal Republic of Germany

Dear Director Bergner,

Please find this letter as the formal agreement ("**Agreement**") between Cornerstone Government Affairs, Inc dba Cornerstone Public Affairs ("**Cornerstone**") and the Embassy of the Federal Republic of Germany ("**German Embassy**") for public relations services.

Term

The term of the Agreement shall begin on or around December 1, 2024, when the Agreement is fully executed and operational, and continue until services are complete ("**Term**"). Either party may terminate this agreement with ten (10) days' notice to the other party. The German Embassy shall pay Cornerstone all fees otherwise owed under the terms of the Agreement through the effective date of termination.

Scope of Services

The scope of services ("**Services**") shall entail:

- **Conducting Introductory Deep Dive:**
 - To enhance our ability to become a force multiplier and an extension of your team, Cornerstone shall conduct an in-person meeting to gain a strong understanding of short- and long-term objectives to accurately map out our strategy while properly assessing any potential opportunities and risks. During this in-person meeting, we would also review existing messaging and creative assets that are available to incorporate into our recommendations.
- **Developing Comprehensive Communications Strategies for Engagement in Oklahoma, Arizona, Utah, and Nevada:**
 - Following the deep-dive meeting, Cornerstone shall develop comprehensive strategies for highlighting the importance of economic and political cooperation between Germany and the United States in Oklahoma, Utah, Arizona, and Nevada. This document shall include, but is not limited to, the following:
 - Assessment of key issues in each area to determine which of the German Embassy's existing key messages should be highlighted and identify any topic areas that may be sensitive or should be avoided in particular settings and



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- Identification of key media outlets (incl. local radio and TV stations), reporters, and platforms in each area that are most likely to be consumed by political and business leaders, as well as recommendations on how to work with them.
- Each of the four strategies shall consist of a minimum 20 pages.
- **Providing Recommendations for Public Engagement to Maximize Effectiveness and Visibility:**
 - The strategies shall include recommendations on preferred formats for activities in the respective states (e.g. in person/virtual/hybrid, panel, or townhall.)
 - Our strategy shall include detailed recommendations on specific companies to highlight in each state that are aligned with key issues for both the state and the German Embassy.
- **Determining Third Parties and Other External Validators**
 - Cornerstone shall identify relevant individuals and/or groups in each state as recommended partners for possible events such as panel discussions/fireside chats as well as potential authors of opinion pieces, letters to the editor, etc.
- **Reviewing Social Media Platforms and Content**
 - Cornerstone shall provide recommendations on which social media platforms are most likely to reach political and business leaders and suggestions on the type(s) of content that will connect with them effectively, as well as strategies on paid amplification where appropriate. The latter shall include a concrete list of at least 15 key stakeholders in each of the four states that can be addressed through social media advertising.

Liability

The German Embassy shall be exempt from all liability for loss or damage incurred by Cornerstone in the performance of Cornerstone's obligations of this agreement.

Confidentiality

Cornerstone undertakes to maintain confidentiality vis-à-vis any third party regarding internal operations within the Federal Foreign Office which become known to it in the course of its operation with the Embassy, and to treat confidentially any information which the Embassy divulge to Cornerstone in the course of operation. The obligation to maintain confidentiality shall remain in force even after this Agreement has ended. However, the Embassy acknowledges that nothing in this Agreement shall prevent Cornerstone from registering and reporting all legally required information under the Foreign Agent Registration Act.

Fee

Payment for the Services will be in one (1) payment of forty thousand dollars (\$40,000.00) ("*Fee*"), invoiced to the Germany Embassy upon the provision of the services set forth in this Agreement and payable within thirty (30) days of the Embassy's receipt.

The four strategies for the aforementioned states should be provided no later than January 24, 2025. The first strategy should be provided as soon as possible.

This Agreement and the rights and obligations of both parties will be construed in accordance with the laws of the District of Columbia.



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This Agreement contains the entire understanding of the parties and may only be changed by written agreement signed by each party.

We look forward to working with you. If you have any questions regarding this Agreement, please contact Stacey Scholl in our office at (202) 370-1015 or sscholl@cgagroup.com.

Sincerely,

A handwritten signature in black ink, appearing to read 'Campbell Kaufman', written over a horizontal line.

Campbell Kaufman
President

Embassy of the Federal Republic of Germany

A handwritten signature in black ink, appearing to read 'T. Bergner', written over a horizontal line.

Signature

12/1/2024

Date

Tobias Bergner
Director, German Information Center