

30 DEC 1994

For Six Month Period Ending _____
(Insert date)

Registration No. 2310

Name of Registrant
Bahamas Tourist Office
d/b/a Bahamas News Bureau

Business Address of Registrant
MINISTRY OF TOURISM
P. O. BOX N-3701
NASSAU, BAHAMAS

I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following: N/A.

(a) If an individual:

- (1) Residence address Yes No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

2. Explain fully all changes, if any, indicated in item 1.

N.A.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name

Position

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Date Connection
Ended

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Jacqueline Markelson	Regional Manager, Miami	July 31, 1994
Antoinette Nelson	Sr. Executive, Miami	July 31, 1994
Lynden Johnson	Marketing Representative	Aug., 1994

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name of foreign principal

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

THE BAHAMAS MINISTRY OF TOURISM

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes No

If yes, identify each such foreign principal and describe in full detail your activities and services:

SEE INSERT 11

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, 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 or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes No

If yes, describe fully.

²The term "political activities" 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.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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SEE INSERT 14(a)

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

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

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
(SEE INSERT 15(a))			

Total

15. (b) **DISBURSEMENTS—THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) **DISBURSEMENTS—POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes No

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal. N/A

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: N/A

- Radio or TV broadcasts Magazine or newspaper articles Motion picture films Letters or telegrams
 Advertising campaigns Press releases Pamphlets or other publications Lectures or speeches
 Other (specify)

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: N/A

- Public Officials Newspapers Libraries
 Legislators Editors Educational institutions
 Government agencies Civic groups or associations Nationality groups
 Other (specify)

21. What language was used in this political propaganda: N/A

- English Other (specify)

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? N.A. Yes No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes No N.A.

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? N.A. Yes No

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following: N.A.

- Exhibit A° Yes No
Exhibit B7 Yes No

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes No

If yes, have you filed an amendment to these exhibits? Yes No

If no, please attach the required amendment.

6The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.
7The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes No N.A.

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement? Yes No N.A.

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

RENEE D. MAYERS

ASSISTANT MANAGER

Subscribed and sworn to before me at NASSAU, BAHAMAS

this 29 day of MARCH, 19 95



(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes _____ or No X _____

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes X _____ or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

RDMayers
Signature

MARCH 29, 1995
Date

KENEE D. MAYERS

Please type or print name of signatory on the line above

ASSISTANT MANAGER
Title

INTERNAL SECURITY
SECTION
REGISTRATION UNIT

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11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement?

Yes X No

If yes, identify each such foreign principal and describe in full detail your activities and services:

All offices are devoted to the promotion of tourism in The Bahamas on behalf of The Bahamas Ministry of Tourism. Some of the activities in which the offices were engaged were:

- Participation in sales conferences, conventions and trade shows, etc. throughout the United States (see attachments)
- Liaison with tour operators, airlines and travel agents to stimulate their interest in the Bahamas' tourism and to engage in joint promotions and advertising (see attachments)
- Coordination of familiarization trips to The Bahamas and teachers for travel agents (see attachments).

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INTERNAL SECURITY
SECTION
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FAX MEMORANDUM

BAHAMAS TOURIST OFFICE - DALLAS

Number of pages, including this page: 2
For further information or clarification FAX 214-741-4118

**TO: Renee Mayers
Administration**

FROM: Sr. Inside Marketing Rep DATE: December 13, 1994

**Re: Dept. of Justice Report
July - December, 1994**

The following is a list of activities regarding the above for the Dallas office.

July

Ocean Club Promotion - Dallas
Jefferson Ridge Promotion - Irving
ACTA - Dallas
PWIT - Dallas
Corpus Christi Travel Show - Corpus Christi

August Ocean Club/Kiss FM Promotion - Dallas
Golf Tournament - Denver
Black Exposition - Dallas
PWIT - Dallas
ACTA - Dallas
Meeting Planners Luncheon - Houston
Five Star Travel Golf Promo - Denver

September

St. Luke's Single Parent's Banquet - Dallas
PWIT - Dallas
ACTA - Dallas
Sterling Hotel Group Show - Dallas
Jimmy Buffet Fall Tour - Dallas
Signature Clubs Promotion - Dallas
Caribbean Festival - Houston
Chamber of Commerce Trade Show - Dallas

October

American Airlines Promotions - Denver
Global Festival - Arkansas
ACTA - Dallas
PWIT - Dallas
Abaco Yacht Club - New Mexico
Signature Health Club Promotion - Dallas
National Travel Exchange - Denver/Houston/Dallas
CTO Trade Show Houston/Dallas
ExtaSea Dive Show - Denver
Carnival Crystal Palace Blitz - Dallas
CTO - New Orleans

November

Arkansas Travel Depot Trade Show - Arkansas
American Airlines - Fam Trip to Nassau
ACTA - Dallas
PWIT - Dallas
GoGo - Dallas
National Travel Exchange - New Orleans
Apple Vacation Sales Blitz - Colorado
The Travel Store Promotion - Dallas
Ebby Halliday Exposition - Dallas
Sales Blitz - Seattle

December

Sales Blitz - Seattle
CTO - Black Tie Gala
Tarrant County Black Tie Gala - Ft. Worth
Steele Foundation Charity Ball - Dallas
PWIT Black Tie Gala - Dallas
ACTA - Dallas
Bellini Society Charity Ball - Dallas

cc: AM_West

BTO CHICAGO AREA
JULY-DECEMBER, 1994 PROMOTIONS/SEMINARS

JULY

- 1-4** **Indiana Black Expo, Indianapolis, Indiana**
- 9** **Taste of Chicago, Chicago, Illinois**

AUGUST

- 2** **Imperial Travel Presentation, Indianapolis, Indiana**
- 9** **Provident Travel Presentation, Cincinnati, Ohio**
- 11** **Big Boy Golf, Indianapolis, Indiana**
- 16-17** **American Trans Air Trade Show, Indianapolis, Indiana**
- 19-21** **Missouri Black Expo, St. Louis, Missouri**
- 21** **African American Presentation, Cincinnati, Ohio**
- 23-28** **Nec. World Series of Golf Firestone, Chicago, IL**

SEPTEMBER

- 13** **Apple Vacations 7th Annual Show, Chicago, Illinois**
- 19-23** **Apple Vacations Blitz, Milwaukee, WI**
- 20** **Apple Vacations Product Launch, Cleveland, OH**
- 21** **M.A.S.T, Chicago, IL**
- 21** **Apple Vacations Product Launch, Youngstown, OH**

SEPTEMBER (CONT.)

- 26** Apple Vacations Product Launch, Dayton, OH
- 27** Apple Vacations Product Launch, Columbus, OH
- 28** Apple Vacations Product Launch, Cleveland, OH
- 29** Apple Vacations Product Launch, Lexington, KY
- 30** Apple Vacations Product Launch, Louisville, KY

OCTOBER

- 4** Free Press Fall Trade Show, Detroit, MI
- 10** USAir Vacations Product Launch, Cleveland, OH
- 10-14** Apple Vacations Blitz, St. Louis, MO
- 11** MASTORAMA-Ohare, Chicago, IL
- 17-18** CTO Trade Show, Detroit, MI
- 17** Star Tribune Show, Minneapolis, MN
- 19** Kingdom Tours Show, Cleveland, OH
- 20** Plain Dealer Show, Cleveland, OH
- 24** Kingdom Tours Show, Columbus, OH
- 24** National Trade Show, Cincinnati, OH
- 24-28** Apple Vacations Blitz, Chicago, IL
- 25** National Trade Show, Columbus, OH
- 26** National Trade Show, Cleveland, OH
- 27** National Trade Show, Akron, OH

NOVEMBER

- 1** **American Eagle Presentation, Chicago, IL**
- 9-14** **US Carib Interfaith Exchange, Detroit, MI**
- 28-Dec. 2** **Apple Vacations Blitz, Detroit, MI**

Area: Southeast U.S.A./L.A
 Activities for
 July-December 1994

ATLANTA REGION

Regional Manager: Edward Archer
Marketing Representatives: Ruth Turner, Tasha D'Aguilar, Pauline Davis

NAME	SALES CALLS	TELEMARKETING CALLS
<u>JULY & AUGUST</u>		
Archer, E.	73	50
D'Aguilar, T.	80	60
Davis, Pauline	0	0
Turner, R.	59	46

Trade & Consumer Shows/Presentations/Meetings:

- 1) BTO and TNT conducted sales blitz in Atlanta; July 12-15th.
- 2) T D'Aguilar assisted a gospel group, visiting from Nassau. Helped to secure a number of performances, including an "Underground Atlanta" show.
- 3) The Bahamas received good exposure from "The Black Arts Festival" held in Atlanta July 30 through August 7th; participation included a straw vendor and a wood carver from Nassau.

PRESENTATIONS: 7 WALK-INS: 30

SEPTEMBER

Archer, E.	36	30
D'Aguilar, T.	52	35
Davis, P.	42	68
Turner, R.	46	28

PRESENTATIONS: 4 SHOWS: 1 WALK-INS: 12

...../2

Trade & Consumer Shows/Presentations/Meetings:

- 1) E Archer/T D'Aguilar met with Delta-Birmingham to discuss Delta's recent changes. Presently Managers at Delta's District Offices are unable to commit seats for fam trips or promotions but they are very interested in working with us when the opportunity permits.
- 2) GoGo Tours Annual RoundTable Seminar-September 21st in Nashville, Tennessee.
- 3) E Archer/T D'Aguilar attended ribbon-cutting ceremony for concourse E at Hartsfield International Airport on September 21st.
- 4) E Archer attended Black Pages Annual Awards on September 29th.
- 5) The Bahamas received favourable exposure in "The Tennessean" on September 4th on our mailboat services.
- 6) R Turner make a presentation to the Young Adult Department of Zion Baptist Church in Nashville on September 18th; the group plans to visit The Bahamas July, 1995.
- 7) R Turner began preparations for the fall breakfast seminars in Memphis and Nashville, Tennessee.

OCTOBER

Archer, E.	34	24
D'Aguilar, T.	54	40
Davis, P.	120	32
Turner, R.	49	30

SHOWS: 3 WALK-INS: 10

Trade & Consumer Shows/Presentations/Meetings:

- 1) Sun International held a breakfast seminar for 75 agents in Atlanta on October 25th.
- 2) Atlanta general ASTA meeting - October 25th.
- 3) CTO monthly meeting, October 5th.
- 5) TIAG monthly meeting - October 11th.
- 6) The Bahamas received coverage in the Atlanta Journal/Constitution on October 30th. .../3

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Trade & Consumer Shows/Presentations/Meetings:

JULY

- 1) Attended TAC Convention in Naples Florida; The convention committee announced that the mid-year convention will be held in Nassau July 20-23, 1995 with the host hotel- Radisson Cable Beach.
- 2) Attended a consumer show sponsored by Speciality Travel of Jacksonville, Florida.
- 3) Familiarization trip to Nassau with TAC.

SHOWS: 1 FAM TRIPS: 1

AUGUST

- 1) Attended SEASTA meeting in Charleston August 18-21.
- 2) Attended PVI seminars in Greenville on August 3rd and in Raleigh on August 23rd.

SHOWS: 3

SEPTEMBER & OCTOBER

- 1) Participated in PVI seminar in Greensboro; 75 agents were in attendance.
- 2) Attended PVI's fam trip to Freeport in October.
- 3) USAir conducted their annual seminar in Charlotte with over 400 agents in attendance.
- 4) Kingdom Tours held their seminar in Charlotte with 125 agents.
- 5) Working with Starship Travel Network; they would like to produce a 30-minute show in Nassau/Out Islands.

SHOWS: 3 PRESENTATIONS: 1 FAM TRIPS: 2

NOVEMBER & DECEMBER

- 1) Conducted a fam trip to Nassau November 11th with 10 agents.

.../5

- 2) Starship Travel Show filmed two shows in Nassau which will be aired in The Carolinas over the Christmas holidays.
- 3) Will send out letters to television/radio stations and travel agents encouraging them to work with The BTO on consumer promotions.
- 4) National Trade Shows in Charlotte and Raleigh, November 7/8th.
- 5) AAA Travel Show on November 6th.

SHOWS: 1 FAM TRIPS: 1

LATIN AMERICA

Sr. Regional Manager-LA:Ignacio Bocwinski
General Sales Agents: Mexico/Venezuela/Brazil/Chile/Argentina

	SALES CALLS	TELEMARKETING
July	671	264
August	800	296
September	636	175
October	669	358
November	592	336
December	481	286

Trade & Consumer Shows/Presentations/Meetings:

JULY

- 1) Brazil BTO participated in a consumer show in a Sao Paulo shopping center along with tour operator, Flot Operadora, to promote The Bahamas. About 15,000 persons visited the exhibition.
- 2) GSA-Mexico mailed out Bahamas brochures/flyers (produced by Destinos Europeos) to 900 travel agents.
- 3) American Airlines and United Airlines assisted us with promoting Latin BahamaMart.
- 4) I Bocwinski worked with United Airlines to include The Bahamas in their Value Added Promotion Programme which they put together with Florida, Puerto Rico and Mexico.

.../6

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- 5) GSA-Argentina was interviewed by the local cable television station, dedicated to travel and tourism, on The Bahamas.

PRESENTATIONS: 1 SHOWS: 1

AUGUST

- 1) L Johnson, I Bocwinski and GSA-Argentina participated in the annual Brazilian Travel Agents Association Congress & Trade Show (ABAV) August 28-31. Contacts were made with both the wholesalers and the local air carriers.
- 2) Worked with Aeolineas Argentinas and Sanser Travel to develop and promote a new package to The Bahamas.
- 3) Worked with and promoted our first annual Golf Tournament to interested wholesalers in Latin America (Freeport, November 3-7).
- 4) All GSA's were very busy informing all concerned about the BahamaMart-September 7-11.

PRESENTATIONS: 4 SHOWS: 1

SEPTEMBER

- 1) Due to insufficient time, and conflicts with other tournaments in November, the Golf Tournament has been postponed to April/May, 1995.
- 2) Latin BahamaMart in Nassau, September 7-11.
- 3) AAVYT trade show in Cordoba, September 28-October 1.

PRESENTATIONS: 1 SHOWS: 2 WALK-INS: 9

OCTOBER

- 1) GSA-Chile worked on in-house breakfast seminars to promote The Bahamas.
- 2) GSA-Brazil planned a radio promotion to be broadcast throughout Brazil in conjunction with Varig and Bahamasair.
- 3) GSA-Chile participated in a workshop organized by VIASA and attended by 300 persons. Also participated in the USA Today trade show.
- 4) VISIT USA Trade Show in Buenos Aires, Argentina - October 13/14th.

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- 5) VISIT USA Trade Show in Santiago, Chile.

SHOWS: 1 FAM TRIPS: 2

NOVEMBER

- 1) GSA-Mexico participated in a trade show organized by The Travel Agents of The State of Mexico - 175 agents visited our booth.
- 2) Viajes Y Turismo 1994 Trade Show held in Caracas, Venezuela November 29th through December 1st.
- 3) Luncheon seminar in La Sorena, Chile on November 3rd for 30 travel agents and airline representatives. They also participated in a LACSA trade show.
- 4) GSA-Mexico met with Mr Augusto Bojorquez, owner/Director of Magnitur. He expressed interest to operate to The Bahamas, and we are working with him to discuss aspects of his programme.
- 5) GSA-Brazil met with Air Vias regarding their intention to promote The Bahamas as an option connecting with Bahamasair. They have received authorization to operate flights between Sao Paulo and Ft Lauderdale beginning January, 1995.
- 6) Victor Manjarrez, Super Clubs-Latin America, and his Mexican representative met with our GSA-Mexico to discuss promotion for SuperClubs-Nassau which will open in June, 1995.

PRESENTATIONS: 2 WALK-INS: 1 SHOWS: 3

DECEMBER

- 1) GSA-Chile held a joint trade show with Super Clubs; Bahamas brochures were distributed and new SuperClubs "Breezes" was presented.
- 2) We received numerous press coverage releases in Latin America regarding our September Latin BahamaMart. These have been passed on to our Bahamas News Bureau for compilation.

PRESENTATIONS: 2 WALK-INS: 1

.../8

FLORIDA REGION

Sr.Regional Manager-FL: Joey Johnson
District Manager: Janet Johnson
Sr. Marketing Representative: B. King
Marketing Representatives: N Hilliard, J Simms, J Munnings, J Gardiner

SALES CALLS

TELEMARKETING

July		
August		
September	138	445
October	218	504
November	153	455
December		

Trade & Consumer Shows/Presentations/Meetings:

JULY

- 1) Gulfstream's co-op promotion with Pizza Hut through August 15th targeted travel agents. For every 14th passenger the agency books to any combination of Gulfstream destinations out of St Petersburg/Clearwater, a free pizza will be delivered to the agency.
- 2) Bahamasair's inaugural flight from Ft Lauderdale to Freeport: July 8-10, 1994.
- 3) Video presentation at the Tampa Bay Bridal Show, July 31st.

AUGUST

- 1) BTO telemarketed to Orlando/Winter Park travel agents for the Film Promotion Board Show which was held August 4-6th at Universal Studios-Orlando. Twenty-five agencies were contacted.

SEPTEMBER

- 1) Janet J met with Success Marketing and Pinkie Lee's Jazz Club to discuss a radio promotion.
- 2) The BTO was nominated "Business of The Month" at Barnett Bank (Tampa) during the month of September. USAir was invited to participate in this event by The BTO. Two roundtrip tickets on USAir will be offered in a registered drawing. Carrollwood Neighbourhood Newspaper will feature the promotion in its September issue.

.../9

- 3) Vending Machine promotion with Tampa Bay Partners in Travel included a cruise to The Bahamas on Discovery Cruises. The promotion ran October through December; random cruises were offered in candy bars.
 - 4) N Hilliard worked with Sun Sentinel to feature a Bahamas prize in a subscriber mailout to 220,000 homes. The value of this promotion is \$70,800 - the success of a similar promotion resulted in over 14,000 responses.
 - 5) N Hilliard worked with WEDR on its 99 Days of summer promotion to feature The Bahamas.
 - 6) Bahamasair/Paradise Fun Club initiated this joint advertising participation in the souvenir book for the grand opening of the Zora Neal Hurston Museum in Belle Glade - September 9-17th.
 - 7) J Simms assisted Billie Brooks of Getaway Travel and Rev WJ Jackson with arrangements for the AME Church group to The Bahamas (125 persons) for November 11-14th at the Radisson-Cable Beach.
 - 8) September 1-October 31: USAir/BTO Terrific Thursday promotion.
 - 9) Radisson Fam Trip: September 16-18th.
- FAM TRIPS: 1 SHOWS: 2 WALK-INS: 19

OCTOBER

- 1) N Hilliard worked with Nigel Cosans-Hotel Marketing International-on promoting singles groups to The Bahamas during the slow hotel season. Groups consist of 350 persons average.
- 2) N Hilliard worked with Four Seasons Internation who was interested in promoting Bahamas Golf packages on Prime Sports Network Television. Arrangements were made for site inspections of golf properties in The Bahamas.
- 3) B King worked with WEDR on script copy for a Bahamas contest which began in October for five weeks.
- 4) B King solicited retail travel agents to co-op on an ad in The Miami Today.
- 5) Baja Beach Club/Nassau Royale Promotion - October 7th.

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- 6) Don Holland Trade Shows in Palm Beach Gardens, Ft Lauderdale October 10th and 13th.
- 7) Lifestyles Trade Show in Ft Lauderdale, October 23rd.
- 8) Joey J met with Ms Josie Carvajales of United Airlines; United is working very closely with Gulfstream Airlines.
- 9) Joey J participated in the second annual inter Hip Hop New Power Summit. The Bahamas was represented by three groups. These groups will be soliciting the Ministry's support for future competition.
- 10) Joey J participated in the MPI-FLA chapter fam trip to Freeport October 14-17th.
- 11) Janet J participated in the International Federation of Women In Travel Organization's Conference held in Nassau.
- 12) Janet J attended Conventions/Visitors Bureau luncheon and Women In Travel meetings.
- 13) Janet J participated in National Trade Show in Jacksonville, October 31st. Also paid a courtesy call to The Florida Times (Jacksonville's newspaper).
- 14) "Taste of The Bahamas" at St James Anglican Church in Tampa; featured edible delicacies of The Bahamas.

FAM TRIPS: 4 SHOWS: 15 PRESENTATIONS: 11

NOVEMBER

- 1) November 2-3: National Trade Shows in Ft Lauderdale/Miami.
- 2) Caribbean Carnival Festival; November 9th hosted by Changes In Latitude. Combined participation of The BTO and the Grand Bahama Island Promotion Board.
- 3) November 10-11th: Sun International breakfast seminars - Ft Lauderdale/Miami.
- 4) November 15/16/17th: Places To Go and Travel Link receptions, Miami/Ft Lauderdale/W Palm Beach.
- 5) November 19/20th: Monte Carlo Madness in Ft Lauderdale.
- 6) Sun International breakfast seminars in Clearwater/St Petersburg/Tampa: November 10/11th.

.../11

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- 7) November 11-13th: T For Travel's Stress Free Weekend.
- 8) The BTO co-sponsored promotion of The Florida Classic, Jazz Nightcap and Casino Night in Tampa, November 25th was advertised in the St Petersburg Times/Tampa Sentinel and The Tampa Tribune. The event was also promoted at the Convention Center in Orlando at The Orlando Classic to over 50,000 consumers.
- 9) Participation in the Countryside Mall Shoppertunity Promotion in Clearwater during the months of November and December. Consumer promotion focusing on increasing Bahamas name awareness. Radisson Cable Beach and USAir - grand prize.

WALK-INS: 27 SHOWS: 12 SITE INSP: 2 PRESENTATIONS: 10

DECEMBER

- 1) Jensen Beach Travel Trade Show on December 6th with co-sponsor Bahamasair.
- 2) December 10/11th "Kids Beach Promotion" in Hollywood.
- 3) The BTO sponsored a prize for two at the Tampa Lighted Boat Parade. This promotion was coordinated in conjunction with the St Petersburg Chamber of Commerce.

March 13, 1995

Copy

BAHAMAS TOURIST OFFICE - NORTHEAST AREA
(NEW YORK STATE, NEW JERSEY & CONNECTICUT, BOSTON & NEW ENGLAND
STATES, PENNSYLVANIA, DELAWARE, WASHINGTON D.C., MARYLAND, VIRGINIA & WEST VIRGINIA)
SALES & PROMOTIONAL ACTIVITIES
JULY - DECEMBER 1994

<u>DATE</u>	<u>SHOW</u>	<u>LOCATION</u>	<u>BTO REP</u>
JULY			
7/7	AA Picnic	Connecticut	Andrew Adderley
7/17	West Indian Festival	Long Island N.Y.	Raquel Culmer
7/28	CTO Mini Trade Show	Long Island N.Y.	"

This month's activities also included daily sales calls by Sales Reps - Monday - Friday - to travel agents in the tri-state area, Boston, New England states, Pennsylvania, Washington D.C., Maryland & Virginia.

AUGUST
Daily sales calls & Agency training seminars conducted by Sales Reps - Monday - Friday in the tri-state area, Boston & New England States, Pennsylvania, Delaware, Washington D.C., Maryland, Virginia and West Virginia.

<u>SEPTEMBER</u>			
9/20	Apple Vacations Seminar	Cherry Hill, NJ	Bradley Bosfield
9/20	Apple Vacations Seminar	Brooklyn, N.Y.	Mel Lewis
9/20	Apple Vacations	Washington, D.C.	Brenda Vanderpool
9/21	Apple Vacations	Trevoose, PA	Bradley Bosfield
9/21	Apple Vacations	Farrystown, N.Y.	Mel Lewis
9/21	Apple Vacations	Baltimore, MD	Conrad King
9/22	Apple Vacations	King of Prussia, PA	Bradley Bosfield

9/22	Apple Vacations	Melville, N.Y.	Raquel Culmer
9/22	Apple Vacations	Tysons Corner, VA	Conrad King
9/22	Apple Vacations	Pittsburgh, PA	Bradley Bosfield
9/24	Empress Travel Show	Albany, N.Y.	Andrew Adderley
9/25	" "	Syracuse, N.Y.	" "
9/25	CTO Trade Show	Hartford, CT	" "
9/27	CTO Trade Show	Boston, MA	Valery Brown
9/28	CTO Trade Show	Long Island, N.Y.	Raquel Caler
9/28	Apple Vacations	Newark, N.J.	Raymond Harrison
9/29	CTO Trade Show	Newark, N.J.	Raymond Harrison
9/29	Apple Vacations	Princeton, N.J.	Kerry Fountain

Month's activities also included daily sales calls & agency training sessions conducted by Sales Reps - Monday-Friday - to travel agents in the tri-state area, Boston, New England states, Pennsylvania, Maryland, Washington D.C. & Virginia.

OCTOBER

10/03	GoGo Tours Fall Seminar	Cruise - Regal Empress	Lewis/Munroe
10/03	CTO Trade Show	Philadelphia, PA	Bradley Bosfield
10/03	USAir Vacations	Washington, D.C.	Vanderpool/King
10/03	National Trade Show	Buffalo, N.Y.	Matthew Higgs
10/04	Thomas Cook Product Launch	Boston, MA	Brown/Watson
10/04	Sun International	Cherry Hill, N.J.	Bradley Bosfield
10/04	CTO Trade Show	Baltimore, MD	Brenda Vanderpool
10/04	USAir Vacations	Baltimore, MD	Conrad King
10/04	National Trade Show	Rochester N.Y.	Matthew Higgs
10/04	Sun International	Philadelphia, PA	Bradley Bosfield
10/05	USAir Vacations	Cherry Hill, N.J.	Bradley Bosfield
10/05	National Trade Shows	Syracuse, N.Y.	Matthew Higgs
10/06	Sun International	Southbury, CT	Harrison/Fountain
10/06	USAir Vacations	Pittsburgh, PA	Bradley Bosfield
10/06	National Trade Show	Albany, NY	Andrew Adderley

10/07	Sun International	Rocky Hill, CT	Andrew Adderley
10/08	Van Zile Travel	Rochester, N.Y.	Mathew Higgs
10/10	Connecticut ASTA	Meriden, CT	Adderley/Harrison
10/10	Kingdom Tours	Baltimore, MD	Courad King
10/11	Sun International	White Plains, NY	Mel Lewis
10/11	New Jersey ASTA	W. Long Branch, NJ	Raymond Harrison
10/11	USAIR Vacations	Westchester, N.Y.	Lewis/Fountain
10/11	Kingdom Tours	Boston, MA	Dorell Watson
10/11	National Trade Show	Portland, ME	Valery Brown
10/12	Sun International	Fishkill, NY	Mel Lewis
10/12	New Jersey ASTA	Cedar Grove, NJ	Raymond Harrison
10/12	Kingdom Tours	Portland ME	Valery Brown
10/12	USAir vacations	Boston, MA	Kerry Fountain
10/12	National Trade Show	Burlington, MA	Dorell Watson
10/12	Connecticut Bon Vivants	Hartford, CT	Adderley/Harrison
10/13	Sun International	Tennock, NJ	Raymond Harrison
10/13	USAir Vacations	Long Island, NY	Culner/Harrison
10/13	National Trade Show	Providence, RI	Dorrell Watson
10/14	Sun International	Princeton, NJ	Harrison/Fountain
10/14	National Trade Show	Windsor Locks, CT	Andrew Adderley
10/14	Kingdom Tours	Hartford, CT	Harrison/Fountain
10/17	Kingdom Tours	Rochester, N.Y.	Matthew Higgs
10/17	National Trade Shows	Stratford, CT	Andrew Adderley
10/18	Sun International	Garden City, NY	Raguel Culner
10/18	National Trade Show	Long Island, NY	Raguel Culner
10/18	Golf Group '94	Washington, D.C.	Vanderpool/King
10/18	USAir Vacations	Philadelphia, PA	Bosfield/Fountain
10/18	Kingdom Tours	Albany, NY	Andrew Adderley
10/19	Sun International	Hauptauge, NY	Raguel Culner
10/19	National Trade Show	Morris City, NJ	Matthew Higgs
10/19	Golf Group '94	Philadelphia, PA	Bradley Bosfield

10/19	CTO Garden State	Newark, NJ	Harrison/Fountain
10/20	Sun International	West Orange, NJ	Raymond Harrison
10/20	National Trade Show	Rockland City, NY	Mel Lewis
10/20	Golf Group '94	Secaucus, NJ	Harrison/Fountain
10/20	Kingdom Tours	Philadelphia, PA	Bradley Bosfield
10/21	Sun International	Brooklyn, N.Y.	Mel Lewis
10/24	Hudson Valley ASTA	Tarrytown, NY	Mel Lewis
10/24	Golf Group '94	Boston, MA	Brown/Watson
10/24	CTO Long Island	Farmingdale, NY	Raquel Culmer
10/25	Boston Globe	Boston, MA	Brown/Watson
10/25	Maine ASTA	Portland ME	Valery Brown
10/26	Kingdom Tours	Providence, RI	Dornell Watson
10/27	Kingdom Tours	Pittsburgh, PA	Bradley Bosfield

In addition to the above, this month's activities also included sales calls to travel agents -Monday-Friday in the tri-state area, Boston & New England States, Washington D.C., Virginia, Pennsylvania & Delaware.

NOVEMBER

11/01	BTO Sales Blitz/Seminar	Richmond, VA	Vanderpool/King
11/01	Long Island ASTA	Melville, N.Y.	Raquel Culmer
11/02	BTO Sales Blitz/Seminar	Norfolk, VA	Vanderpool/King
11/02	TABS	Brooklyn, N.Y.	Mel Lewis
11/03	Vermont Society of TA	Burlington, VT	Valery Brown
11/09	National Trade Show	Richmond, VA	Conrad King
11/09	BTO Sales Blitz/Seminar	Pittsburgh, PA	Bosfield/Watson/Brown
11/10	BTO Sales Blitz/Seminar	Pittsburgh, PA	Bosfield/Watson/Brown
11/11	National Trade Show	Norfolk, VA	Conrad King
11/28	BTO Sales Blitz/Seminar	Buffalo, NY	Higgs/Harrison/Alderley
11/29	BTO Sales Blitz/Seminar	Rochester, N.Y.	Higgs/Harrison/Alderley
11/30	BTO Sales Blitz/Seminar	Syracuse, N.Y.	Higgs/Harrison/Alderley

Month's activities also included daily sales calls - Monday - Friday on travel agents in the tri-state area, Washington D.C., Maryland, Virginia, Pennsylvania & Delaware, Boston & New England states.

DECEMBER

12/01	Nassau/P.I. Express	Secaucus, NJ	Fountain/Johnson/Evans/Fisher
12/01	BTO Sales Blitz/Seminar	Albany, N.Y.	Adderley/Higgs
12/05	BTO Sales Blitz/Seminar	Providence, RI	Watson/Culmer/Vanderpool
12/05	BTO Sales Blitz/Seminar	Portland ME	Brown/Culmer/Vanderpool
12/07	BTO Sales Blitz/Seminar	Manchester/Nashua, NH	Brown/Culmer/Vanderpool
12/08	BTO Sales Blitz/Seminar	Hartford, CT	Adderley/Higgs/Harrison
12/09	BTO Sales Blitz/Seminar	Stamford, Fairfield City	Adderley/Higgs/Harrison

This month's activities also included sales calls on travel agencies in the tri-state area, Boston & New England states, Washington D.C., Maryland, Virginia, Pennsylvania and Delaware.

Insert 14(a)



BAHAMAS TOURIST OFFICE

255 ALHAMBRA CIRCLE, SUITE
CORAL GABLES, FLORIDA 33134
TELEPHONE (305) 442-4867

EXPLANATION FOR THE BREAKDOWN OF RECEIPTS.

Payments on behalf of all U.S. Bahamas Tourist Offices are made from the Accounting Department located in Coral Gables, Florida. The actual breakdown of receipts from The Bahamas would be the same as the breakdown of the disbursements. The Bahamas Treasury has provided the B.T.O. with a working float. Payments are made against this float and at the end of each week a summary of the disbursements is prepared (by account eg. salaries, rent, transportation, etc.) and sent to the Ministry of Tourism, Nassau. The Ministry in turn sends these Reports to the Treasury requesting reimbursement. Reimbursement checks are forwarded to the Miami Accounting Department as they are received. The amount of reimbursement checks (receipts) received for a given period (eg. January-June, 1990) would be less than the amount of actual disbursements for that period since reimbursement checks are sometimes received a month or more after reports have been submitted. The float allows us to continue day-to-day operations in such cases.

If you need additional information please let me know.

Ernestine L. Cox
Ernestine L. Cox
Sr. Asst General Manager-Finance

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SECTION
REGISTRATION UNIT

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BAHAMAS TOURIST OFFICE
CASH RECEIPTS, JULY - DECEMBER/94
=====

JULY	0.00
AUGUST	67,323.61
SEPTEMBER	1,034,397.12
OCTOBER	584,507.12
NOVEMBER	472,448.29
DECEMBER	185,703.55

	\$2,344,379.69
	=====

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/94

BTO: Miami

	Expenditure
Salaries And Allowances.....	519,012.86
Travel Allowances And Subsistence.....	63,748.97
Telephone And Communication Services..	84,009.19
Rentals.....	90,374.43
Printing And Reproduction.....	13,143.37
Repairs And Maintenance.....	25.56
Fees And Professional Services.....	11,356.39
Office Supplies.....	4,241.26
Hospitality And Entertainment.....	6,747.49
Office Total----->	792,659.52

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 REGISTRATION UNIT

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/94

BTO: New York

	Expenditure
Salaries And Allowances.....	222,072.84
Travel Allowances And Subsistence.....	37,042.65
Telephone And Communication Services..	45,718.27
Rentals.....	141,038.84
Printing And Reproduction.....	3,812.28
Repairs And Maintenance.....	46.11
Fees And Professional Services.....	6,199.14
Office Supplies.....	6,918.83
Hospitality And Entertainment.....	8,281.43
Office Total----->	471,130.39

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/94

BTO: Chicago

	Expenditure
Salaries And Allowances.....	150,315.56
Travel Allowances And Subsistence.....	35,126.57
Telephone And Communication Services..	42,750.49
Rentals.....	61,257.24
Printing And Reproduction.....	1,351.14
Repairs And Maintenance.....	86.00
Fees And Professional Services.....	1,156.49
Office Supplies.....	1,715.30
Hospitality And Entertainment.....	4,352.46
Office Total----->	298,111.25

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/94

BTO: Los Angeles

	Expenditure
Salaries And Allowances.....	153,503.92
Travel Allowances And Subsistence.....	36,061.46
Telephone And Communication Services..	30,577.88
Rentals.....	37,880.65
Printing And Reproduction.....	549.37
Repairs And Maintenance.....	62.50
Fees And Professional Services.....	3,164.50
Office Supplies.....	2,453.91
Hospitality And Entertainment.....	1,139.99
Office Total---->	265,394.18

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/94

	Expenditure
United States Total---	1,827,295.34