

For Six Month Period Ending **30 DEC 1991**  
(Insert date)

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

Registration No. **2310**

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 <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation        | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

- |                          |                              |                             |
|--------------------------|------------------------------|-----------------------------|
| (1) Name                 | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Branch offices       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

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:

<i>Name</i>	<i>Position</i>	<i>Date Connection Ended</i>
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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  N/A

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>
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N/A

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*

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9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes  No

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

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10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

The Bahamas Ministry of Tourism

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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)

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<sup>1</sup>The 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 activity<sup>2</sup> 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.

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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.

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<sup>2</sup>The 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.<sup>3</sup>

<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 value<sup>4</sup> 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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<sup>3</sup>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).  
<sup>4</sup>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>
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(see insert 15 (a))

Total

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

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> 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 value<sup>5</sup> 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

<sup>5</sup> 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.

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:

- Exhibit A<sup>6</sup> Yes  No  N/A
- Exhibit B<sup>7</sup> 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 represent 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.

<sup>6</sup>The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup>The 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 C<sup>8</sup>, 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 7 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  
RENEE D. MAYERS

Subscribed and sworn to before me at NASSAU, BAHAMAS

this 12<sup>th</sup> day of February, 19 92

SA  
SHANE A. MILLER (Signature of notary or other officer)  
ASST. REGISTRAR GENERAL

<sup>8</sup>The 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 \_\_\_\_\_

(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 \_\_\_\_\_ 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.)

\_\_\_\_\_  
Signature

RENÉE D. MAYERS  
Please type or print name of signatory on the line above

SR. EXECUTIVE, ADMINISTRATION  
Title

\_\_\_\_\_  
JANUARY 30, 1952  
Date

2  
-3  
1752

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 attachment)
- Coordination of familiarization trips to The Bahamas and teachers for travel agents (see attachments).

MEMORANDUM

BAHAMAS TOURIST OFFICE - DENVER

TO: Sr Executive - Admin

FROM: District Manager

DATE: January 14, 1992

RE: SALES ACTIVITIES - BTO DENVER

Sales activities in Denver for the period June, 1991 - December, 1991 has been concentrated on Meeting Planners, Wholesalers, Airlines, Travel Agency Associations, Consortiums and Travel Agencies in the Denver, Colorado area; (an average of 60 calls per month beginning in July, 1991 - December, 1991) in a effort to establish myself in the market.

June, 1991  
Nil

July 13, 1991  
Junkanoo in the park (Denver Black Arts Festival)

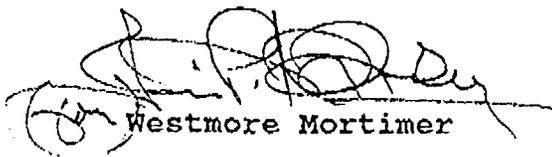
August, 1991  
12th CUC Vacation presentation and trade show (Denver)  
28th - 30th ECO Tourism Conference - Colorado Springs

September, 1991  
Sales Calls

October, 1991  
Sales Calls

November, 1991  
24th Great Bridal Expo (Denver)  
Travel Market Place

December, 1991  
Sales Calls

  
Westmore Mortimer

Post-It™ brand fax transmittal memo 7671 # of pages 1

To: <b>WENEFMARTER</b>	From: <b>WES</b>
Co: <b>MOT</b>	Co: <b>BTO-DEN</b>
Dept: <b>ADMIN</b>	Phone #
Fax #	Fax #

(July 11	McDonnell Douglas Travel Co. Huntington Beach (J. Ramsey)	1,000 consumers
July 16	Associated Travel, San Diego (K. Fountain)	500 consumers
July 25	Caribbean Tourism Organization (K. Fountain, J.C. Pugh, V. Kelly, T. Sands)	55 agents

PRESENTATIONS:

July 27	Leimert Park Travel, Los Angeles Bahamas presentation (J.C. Pugh)	45 consumers
July 30	Buena Park Travel, Buena Park In-house seminar (J. Ramsey)	2 owners 8 agents

TRADE/CONSUMER SHOWS

August 3	Executive Park Travel, Bridal Faire Westminister, Ca (J. Ramsey)	500 cons.
August 11	San Diego Bridal Bazaar (L. Johnson)	2,000 Brides

PRESENTATIONS:

August 6	Go Go Tours , Tustin, Ca Bahamas Teach-In (J. Ramsey)	3 Res. Agents 2 Managers
August 7	On The Go Travel, Santa Ana, Ca In-house Seminar in conjunction with GoGo (J. Ramsey)	6 Managers 1 Owner
August 8	Absolut Travel - Grand Opening (J.C. Pugh)	55 consumers
August 29	I.C.T.A. Destination Specialist (Bahamas & Caribbean) Bahamas Seminar (Knowlwood Travel, Granada Hills) (K. Fountain, L. Johnson)	10 Agents

PRESENTATIONS

9/3	BRM Travel, Inglewood, Ca (J.C. Pugh)	68 consumers
9/19	Destination 'Five-0'/Bahamas Product Seminar, Gardena, Ca (K. Fountain/J.C. Pugh)	35 Owners/ Managers

PRESENTATIONS

10/1	Seashore Travel, Hawthorne, Ca Bahamas Golf Seminar (J.C. Pugh)	200 Consumers
10/2	To Hawaii Only Travel Agency, Cerritos, Ca, Bahamas in- agency Seminar (J.C. Pugh)	13 Agents
10/3	C.T.N. Morgan Travel, West Covina, Ca. Bahamas In-agency Seminar (J. Ramsey)	7 Agents
10/12	Crenshaw Imperial Travel, Inglewood, Ca. Bahamas Expert Seminar (J.C. Pugh)	16 Agents
10/17	C.T.N. Prestige Travel, Las Vegas, Nv Bahamas In- agency Presentation (K. Fountain & L. Johnson)	13 Managers

TRADE/CONSUMER SHOWS

10/7	Henry Davis Show, Sta. Barbara, Ca (L. Johnson & P. Davis)	60 Agents
10/9	Henry Davis Show, San Bernardino Ca (J. Ramsey & K. Fountain)	51 Agents
10/12	Around The World In 80 Days Escondido, Ca (L. Johnson)	280 Consumers
10/14	Travel Marketplace, Ontario Ca (J. Ramsey & K. Fountain)	448 Agents
10/15	Travel Marketplace, Los Angeles CA. (J.C. Pugh)	450 Agents
10/24	Golf Group Show, Santa Ana, CA (J. Ramsey & P. Davis)	168 Agents/Golf Mtg. Planners
10/28	Travel Marketplace, Buena Park, CA (J. Ramsey)	289 Agents
10/30	Travel Marketplace, Phoenix, AZ (J.C. Pugh & K. Fountain)	450 Agents

PRESENTATIONS

11/1 Travel Store, Torrance, Ca  
In-agency Seminar (J.C. Pugh) 7 agents

TRADE/CONSUMER SHOWS

11/1-3 San Diego Travel Show, 1000 consumers  
Del Mar, Ca (L. Johnson & K. Fountain)

11/11 Travel Marketplace, San Diego  
Ca (L. Johnson) 570 trade

11/12 Travel Marketplace, Beverly  
Hills, Ca (J.C. Pugh) 350 trade

11/13 Travel Marketplace, Long Beach  
Ca (J.C. Pugh) 375 trade

11/14 Travel Marketplace, Burbank, Ca  
(L. Johnson & K. Fountain) 200 trade

NOTE: Booth space at the Travel Marketplace shows were all purchased by Paradise Island Resorts & Casino.

PRESENTATIONS

July 18	Freeport Focus In house seminar	15 Agents
July 26	San Francisco School of Travel	16 Agents
August 15	Diving in The Bahamas In house seminar	15 Agents
August 15	SF School of Travel	10 Students Bahamas Overview
August 17	Howard Tours - Oakland	9 Agents
Sept 5	S.F. Business League District Mgr - Guest Speaker	12 Consumers
Sept 10	Undersea Expeditions Dive Club	25 Consumers
Sept 17	BTO In House Seminar Product update	10 Students
Oct 3,4,5	Empire Tours	70 Agents
Oct 10	Caribbean Tourism Consultants	10 Agents
Oct 15	Shriners Group	40 Consumers
Oct 16	BTO In House Seminar Nassau	10 Agents
Oct 17	BTO In House Seminar Family Islands	12 Agents
Oct 17	Foreign Travel Club Luncheon Bahamas Day sponsored by BTO	70 Agents
Nov 21, 22	In House seminar	30 Agents
Dec 21, 22	In House Seminar	30 Agents

CONSUMERS/TRADE SHOWS

Oct 22	Golf Group San Francisco	200 Agents
Nov 11 - 13	Meetings West San Francisco	1000 Agents
Nov 18	Travel Marketplace Sacramento	

Activities Participated in by BTO Dallas  
July Through December, 1991

July 13	Plano Picnic in the Park East Travel	Plano, TS
July 20	Black Tourism Network	New Orleans, LA
August 2-8	Elk's Convention	New Orleans, LA
August 9	Plano Picnic in the Park East Travel	Plano, TX
August 15	Bahamas Day/Presentation North Louisiana Travel Agencies - Assoc.	Shreveport, LA
September 17	Bahamas Day Promotion American Airlines	Irving, TX
September 18	Bahamas Day Promotion Delta Air Lines	Dallas, TX
September 20	Friendship Festival For Travel Agents	Nassau, Bahamas
October 7	Destination Seminar American Airlines	Dallas, TX
October 17	Consular Core Luncheon/ Promotion	Ft.Worth, TX
October 21	National Trade Show	Little Rock, AK
October 23-27	AOPA	New Orleans, LA
October 24	National Trade Show	El Paso, TX
October 28	Destination Seminar American Airlines	Dallas, TX
November 8-10	Southwest ASTA	Little Rock, AK
November 9	Hilltop Auction Promotion -	Dallas, TX
Dec. 3,5,10,12	Delta Air Lines Breakfast Seminars	Dallas, TX

BAHAMAS TOURIST OFFICE - FLORIDA  
SCHEDULE OF ACTIVITIES  
JULY 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
JULY 4	HOLIDAY	
" 10	HOLIDAY	
" 14-16	N. FLA PGA - DAYTONA	B. SHINE
" 18-20	FAM-NAS MEL/DAYTONA	B. SHINE
" 19-24	MIAMI SUMMER BOAT SHOW	B. KING/R. TRECO/ I. THOMPSON
" 20-21	PRESS-FAM ORL/FPO	B. SHINE
" 21-22	DISCOVERY FAM-FPO USAIR	B. SHINE
" 23	*BAHAMAS/DISCOVERY CRUISE LINE SEMINAR-TAMPA-MARRIOTT WESTSHORE	E. LESEMANN
" 24	*BAHAMAS/DISCOVERY CLEARWATER- HOLIDAY INN CENTRAL	E. LESEMANN
" 25	*BAHAMAS/DISCOVERY CRUISE LINE ST. PETE-ST. PETE HILTON & TOWER	E. LESEMANN
" 30	*BAHAMAS/DISCOVERY CRUISE LINE LAKE BUENA VISTA-GROSVENOR HOTEL	B. SHINE/S. JONES
" 31	*BAHAMAS/DISCOVERY CRUISE LINE ALTAMONTE SPRINGS-PARK SUITES	B. SHINE/S. JONES
AUGUST 1	BAHAMAS/DISCOVERY CRUISE LINE DAYTONA-MARRIOTT (LUNCH)	B. SHINE
" 2-4	FAM-AA-ELEUTHERA (TENTATIVE)	
" 21-23	FAM-ELEUTHERA-USAIR (TENTATIVE)	B. SHINE

\*PLEASE NOTE ALL DINNER SEMINARS

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

SEPTEMBER, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
September 10	CTO - Miami	
" 12 - 16	Bahamas Jazz and Blues Festival Paradise Island, Bahamas	
" 20 - 22	Miami Fall Boat Show Miami Beach Convention Center	
" 24	Fall Bridal Fantasy Marroitt Hotel - Pompano Beach The Travel Bureau	
" 26 - 29	Southern Women's Show Orlando	
" 27 - 29	FAM - Ft. Lauderdale/Nassau Midway	
" 29	The Great Bridal Expo 1991 Ft. Lauderdale-Broward County Convention Center	

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

OCTOBER, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
October 07	Don Holland - Tampa	E. Lesemann
" 08	Don Holland - Orlando	B. Shine
" 14	Don Holland - Miami	
" 15	National Trade Show - Jacksonville	(NASPI)
" 15	Don Holland - Ft. Lauderdale	B. King/ I. Thompson
" 16	National Trade Show - Orlando	(NASPI)
" 16	Don Holland - West Palm Beach	B. King
" 17	National Trade Show - Clearwater	
" 17	Don Holland - Ft. Myers	
" 18	National Trade Show - Sarasota	
" 18-20	FAM - Ft. Lauderdale/Nassau Midway Airlines	(Tentative)
" 25-27	Go Go Fam - Nassau	
" 28	Something Sensational - Bridal Show - Deerfield - Hilton	B. King
" 31	<del>B.A.R.D. - Nassau</del>	
" 31-Nov 3	Southern Women's Show - Jacksonville	
" 31-Nov 4	Ft. Lauderdale's International Boat Show	

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

NOVEMBER, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
November 03	Sea Escape/Go Go Tours Seminar-at-Sea - Miami	
" 05	PIV/Resorts - Breakfast/ Blitz - Daytona	
" 06	PIV/Resorts - Breakfast/ Blitz - Maitland	
" 07	SeaEscape/Go Go Tours Seminar-at-Sea - Ft. Lauderdale	
" 07	Family Islands Promotion Board - Reception	
" 07	PIV/Resorts - Breakfast/ Blitz - S. Orlando	
" 08	PIV/Resorts - Breakfast/ Blitz - Lakeland	
" 08-10	Jensen Beach Pineapple Festival	
" 09	Starlite Cruise - Staff	
" 10	Cruise Only Show - Orlando	
" 11	Henry Davis - Orlando (No booth)	

...../2

" 13 Carib Expo - Miami Airport  
Hilton

" 19 PAL - Daytona Beach

" 19-23 Women's Aglow - Orlando

" 20 PAL - Melbourne, Fl.

" 21 PAL - Boca Raton

" 21 Golf Show - Orlando (Sports)

" 22 Paradise Island Inaugural -  
Orlando

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

DECEMBER, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
December 03	PAL Trade Show - Ft. Myers	R. Treco
" 05-06	Bahamas Tourism Interface Crystal Palace - Nassau	

NEW YORK - JULY

Monthly Activities

July 1st	NYASTA Outing
July 2nd	Meeting with Chocolate Singles
July 9-11th	Cavalcade Tours Breakfast seminars
July	Proctor and Gamble/Bahamas Promotion the entire month
July 11-12th	PITDA Seminars and Blitz
July 25-28th	American Airlines Fam
July 31st	Meeting Alken Tours

ADDITIONAL ACTIVITIES

JULY 1: Attended Black Expo Trade Show at the Javits Convention Center, NYC. The Bahamas received exposure through its brochures that were supplied to Anjoy Travel of Queens. IGT Travel also of Queens had a booth at the show. The show was very well attended.

JULY 7-10: Organized a site inspection and escorted Eileen Deering, Vice President and Gus Scoufaras, Meeting Planner of Tap Marketing Group to Nassau/Paradise Island. Eileen is looking to bring 500 people to Paradise Island for Models World Magazine Convention, August 5-9, 1991. However, the trip was rescheduled for October 10-14, 1991 because the lead time was too short to organize the trip successfully. The group is confirmed at Paradise Island Resort & Casino.

As a result of the inspection, Eileen is also bringing to Paradise Island, October 14-17, 1991 a body building world expo, 300-500 persons. Space has been reserved at Paradise Island Resort & Casino.

JULY 8-9: Organized and escorted Donald Baasch of American Vision Center on a site inspection to Nassau. Donald saw Le Meridien Royal Bahamian, Carnivals Crystal Palace Resort & Casino and Resorts Int'l properties in Paradise Island. Since our return, Donald has now confirmed Paradise Island Resort & Casino for his October 31 - November 3, 1991 meeting.

JULY 11: Attended Meeting Planners International Greater New York educational day at Vista Hotel, NYC. The day began with a keynote address by Beverly Kinkdale, President of MPI who spoke on "MPI in the 90s".

I attended the following workshops: Site Selection and Site Inspection by Doris Sklar, Manager Conference Planning of General Electric Company, NYC.

"Hotel Negotiations for Planners and Suppliers" by Richard Porth, Manager of Training Administration and Meeting Planner of McKinsey and Company, NYC. Airlines - Company Meetings and Convention Services: "How to get the best value for your money" by Maureen Healy - Murray, Account Manager of American Airlines. "Different Approaches To Getting Your Foot In The Door" a panel of meeting planners discussed common supplier error and successful techniques in soliciting business. Mary McGroany, Consultant of Management Marketing Meeting was the moerator. (see attached material obtained).

- JULY 12-15 Escorted Delta Airlines/BTO fam for Buffalo travel agents to Nassau. These agents were group oriented and only two had been to The Bahamas before. The agents were very surprised at the diversity of hotel facilities/activities and our beaches. I was very pleased to hear them noted the amount of things to see and do. Sadly though, it was noted that staff members in the hotels were not as friendly as they expected. A number of agents indicated that they will definintely bring a meeting or incentive program to The Bahamas.
- JULY 19 Attended Pathmark Tennis Classic with Lurline Bubb at Ramapo College, Mahwah, NJ. American Airlines/ Paradise Island Resort & Casino gave away a trip for two to The Bahamas. Over 300 persons filled out coupons; however, The Bahamas was exposed to over 11,000 attendees that day because announcements were made for them to visit the booth and sign up for the trip. A number of persons who stopped at the booth had plans for a Bahamas vacation. A lot of the attendees had been to The Bahamas and picked up a few leads.
- JULY 21: Hosted a luncheon (personal funds) for 15 members of the Sisters Club of Brooklyn and gave a presentation on Freeport. The small group of underprivileged children will be going to Freeport, staying at Freeport Inn, August 18-23, 1991.
- JULY 29: Bob Orfuss, General Manager of Nass/Paradise Island Express gave an update on their Freeport services. They will not get another aircraft but will use the Continental flight as follows:

3. USAIR assisted the BTO in the August sales blitz in Western New York State. Apparently from all indications, USAir is the carrier of choice for most travel agencies in those markets. This carrier is willing to work with the BTO on other joint programs in that area. Rep. Adderley is working with several of the USAir offices on possible fairs later in the fall.

4. NASSAU/PI EXPRESS reported a 97% load for August which from their indications is the best month this year. Their Freeport service is steady but will need more support. Early booking projections for September are weak however, given a strong impulse market, this situation could change.

5. CARNIVAL AIR had a 69% load factor from the region which seems low given the number of flights and the amount of advertising done in this market. Twice weekly the carrier stops in Ft. Lauderdale to board additional passengers. Approx. 60 pax.

#### TRAFFIC DEVELOPMENTS - COMPETITION

1. AMERICAN AIRLINES has been advertising it's Caribbean program on television with lead prices from \$289.

2. BERMUDA Delta Airlines and this destination has been advertising competitive packages from \$399 over the month of August. According to information received, the destination is down by 14.1% in the first six months of this year.

3. USAIR has announced that it will be suspending New York/Bermuda service November 1st. The service will resume next May.

4. ARUBA hosted members of CTO New York to a reception and to thank them for their support of Aruba. From all indications, this destination's summer was very strong.

#### WHOLESALE/RETAIL DEVELOPMENTS

1. SALES BLITZ WESTERN NEW YORK STATE the BTO conducted a very successful sales blitz in that part of the region the week of August 19-23. Approximately 180 sales calls were made. The BTO had the support of PITDA, NCBPIPB and USAir. The blitz was organized by Sr. Sales Rep. Borghardt with Reps. Adderley and Culmer assisting. The results were as follows: a) There is great potential for the Bahamas b) The travel community is eager for Bahamas information c) a considerable amount of blind selling has been occurring, d) The potential for group development is also good and the Groups manager has been alerted. The Sales Reps consensus was that there is a need for more Bahamas visibility in that market and that the BTO should consider conducting Bahamas seminars in those markets. Sr. Sales Rep. Borghardt also indicated that on calls in Buffalo/Rochester most agents called on, preferred Canadian Tour operators as an alternative to Funjet or Adventure Tours. She also suggested that the BTO should cosponsor seminars with them.

ADDITIONAL ACTIVITIES

SEPTEMBER 5 - Attended Site meeting at Harvey's Chelsea House. Door prizes were given and yours truly was the lucky winner of an 8' Waterford Crystal serving bowl. Approximately 80 persons were in attendance.

SEPTEMBER 6 - Joint sales calls were made with Colin Fox in Toms River, New Jersey. The 8 agents called on reported that Mexico is their biggest seller, followed by Nassau/Paradise Island. Six of the agents also do group business and noted that they will try to divert some of that business to The Bahamas. There were also positive comments about Nassau/Paradise Island Express services out of Newark.

SEPTEMBER 11 - Attended NYSAE opening monthly luncheon of the 1991/92 program year on board World Yacht's Princess of NY. There were reports from various committees on goals and objectives set at the Retreat Weekend. The Membership Committee presented a preliminary report on the recently conducted membership needs survey. Approximately 150 persons were in attendance.

SEPTEMBER 17 - Attended the Membership Committee of MPIGNY meeting. The purpose of the meeting was to discuss plans for the upcoming months.

SEPTEMBER 19 - Attended MPIGNY luncheon meeting at the NY Hilton. The guest speaker was Richard Brown, President of Richard Brown Production who spoke and gave a slide presentation on multi-image. Approximately 110 persons were in attendance.

SEPTEMBER 23 - Nancy Williams, Sales Manager of Grand Bahama Island Promotion Board, gave a presentation to the sales staff. It was quite refreshing to see the video on Grand Bahama and all the new promotional material available.

SEPTEMBER 25-26 - In charge of the NY BTO during absence of the Regional Manager.

SEPTEMBER 26 - Attended SITE breakfast seminar at Parc Fifty One Hotel. The Seminar on "Networking - How To Make It Work" was conducted by Dawn Penfold, a partner with Lerner Associates. Approximately 50 persons were in attendance.

Attended WLIB Radio/Lee Pollack meeting, for Caribbean Tourist Offices at Travel-Leisure office, on behalf of Area Manager-East. The purpose of the meeting was to discuss plans and obtain support for the Second Annual Caribbean Music Awards scheduled for March 26th, 1992 at the Apollo Theatre. Ms. Pollack said that this year's show was aired on BET several times and BET noted the show received the most positive response from viewers. She's also asking all tourist offices to advertise in the journal which is given out the night of the show, sent to sister radio stations, tourist offices and network TV stations. A video of the show will be sold in the USA and internationally. Radio stations within the Caribbean will be sent letters asking for nominations of artists. The show is to be hosted by Sidney Portier and Harry Belafonte. Ms. Pollack also asked for feedback on a destination supplement. It was felt that another meeting needed to be held to discuss this subject.

Approximately 30 persons attended the meeting.

NEW YORK - OCTOBER

MONTHLY ACTIVITIES

Oct 1st New Times magazine luncheon/ meeting with Golin/Harris  
Oct 2nd Alken Tours/NCBPIPB breakfast seminar/  
Friendly Holidays meeting  
Oct 3rd Meeting with Mayor of Albany re twinning of cities  
Oct 4th Meeting with Globetrotters/98FM Hispanic Radio  
Oct 7th NTS Stratford CT.  
Oct 8th AAA Hudson Valley Inhouse seminar / Korff Enterprises  
Oct 9-16 Globetrotters/BTO blitz  
Oct 9-30 Cavalcade Seminars throughout tri state area  
Oct 10-13 WRKS/KISS FM Radio promotion.  
Oct 11th Travel Time Exp TV promotion  
Oct 12th Tvl Mkt Place Albany  
Oct 22nd Meeting with NJ Nets Promotions Director  
Oct 23rd Travel Impressions meeting  
Oct 24th Meeting with Big Apple Parents Paper/ Perillo Tours  
Oct 25th Metro Society of TVL Agent Dinner Presentation  
Oct 30th TTRA Luncheon.  
Oct 31st Meeting with Consulate/Mission

NEW YORK - NOVEMBER

**ADDITIONAL ACTIVITIES.**

**CAVALCADE TOURS**

On November 5, 1991 I participated in the Cavalcade trade show at the Marriott Uniondale, Long Island, 5:30-9:00pm. There were 60 travel agents in attendance. The purpose of the seminar was to introduce Fall/Winter '92 tour packages and to update the travel agents on the suppliers destinations represented by Cavalcade. Present at the seminar were Aruba Tourist Office, Bahamas Tourist Office and Super Clubs.

**CTO**

On November 6, 1991 I participated in the CTO trade show and round tables discussion at the Radisson hotel, Newark, New Jersey 5:30 - 9:00pm. There were 190 travel agents at the event and I was able to informed them of our functions in the group sales department. The purpose of the trade event were to introduce suppliers Fall/Winter '92 products and update the travel agents on new developments.

**NYASTA**

On November 13, 1991 I attended the NYASTA monthly meeting held at the Tarevn On The Green, Manhattan, 6:00-9:30pm. There were 160 members in attendance. The topic of discussion was " The Trade Press Impact On Travel Agents".

**FRIENDLY HOLIDAYS, INC.**

The Group Sales Manager and I met with Ms. Karen Schramm-Klein to discuss group development to the Bahamas. Karen said that Cancun, Mexico is the most requested destination through her group department. Yet, many of the quotes are compared with Nassau's hotels group rates. Karen said that her department focuses on incentives, special interest, social, and student groups. She said that she has several groups who are interested in going to Nassau, but because of the limited air seats available to Nassau she are unable to confirm the groups.

Monthly Activities

Dec 2-6 - WTIC Hartford Live broadcast from PIRC  
Dec 3rd - Meeting at Sheraton Ctr Hotel  
Dec 10th - .. with American Airlines  
Dec 12th - .. .. Sun Tvl.  
Dec 17th - Tvl and Tourism Research Luncheon  
Dec 18th - Meeting with Consul of Austria.

ADDITIONAL ACTIVITIES

December 3 Attended SITE holiday party at Macy's Cellar Grill. I was able to secure a four day/three night stay at Harbour Cove to be used as one of the prizes for the auction to benefit UNICEF. At the end of the evening, SITE was able to donate \$5,000 to UNICEF. Approximately 100 persons were in attendance.

December 4-6 Colin was on vacation.

December 6 Steve Kravitz and Howard Schacter of Golin/Harris, Linville, Henry and I met to go over the list of invitees to the MOT's reception.

December 8 Attended the meeting at St. Regis re The Bahamas 500 anniversary promotion.

December 9 Cathy Dugo of Pirate's Cove Holiday Inn and Merritt Zacchick of Comfort Suites gave a presentation on their properties.

Attended the promotion at St. Regis Hotel. Even though there were some problems with the names/tables before the function, everyone I talked to said that it was a very nice function. As a matter of fact, I've received telephone calls the next day from clients that were invited about how very nice the function was and that they were happy to have been a part of it; also that they will be talking about it for a long time.

December 12 Attended NYSAE holiday party at the Holiday Inn Crowne Plaza. There were 320 persons in attendance. Everyone brought toys to be donated to Kennedy Child Study Center - a NY organization addressing the physical, mental, and emotional abilities of children.

December 16-20 Colin's on vacation.

December 17 Attended MPIGNY holiday party at the Merchants Club, NYC. There were 300 persons in attendance.

December 18 Lurline Bubb and I gave a presentation to a number of clerygmen from Newark and vicinity. The program was arranged by Veronica Taylor as a follow up to our meeting re the pastors' retreat.

BOSTON - JULY

GROUP SALES ACTIVITIES:

1. WEASTA: Winding Bay has agreed to host WEASTA's Second Annual Mtng in the Bahamas 9/12-9/16/91. USAir/USAir Express providing air. USAir's Maine rep, BTO's Johnson & Markelson to work fam. JJ
2. See attached Group Form re potential softball group 10/10-14/91 JJ.
3. ICTA: Educational/Sports Fam sked 10/17-12/91. USAir to provide air. JJ
4. See attached Group Form re Church group from Garber Trvl. JJ
5. Working to bring recruiters from 50+ Colleges/Jr Colleges to NAS for 3 nites in Fall '92. Group is sked for Sonesta in Bermuda NOV '91. Budget is 2k for each recruiter and they usually bring a spouse for whom a separate program is devised. Have brought in Ken Major from our Groups Dept. JRM

CONSUMER ACTIVITIES:

1. Worked Newburyport, MA Chamber of Commerce Annual Get-Together 7/17 hosted by a local trvl agcy. Approx 220 businesspersons. Great contacts: One female lawyer involved w/private school keen on Quincentennial info/trip for school. Event outdoors which resulted in mini-attack of heat prostration. I'm OK. JRM

BOS DSM, Carl Wimmer, advises that he'll provide reps for seminars but not to blitz. Am somewhat embarrassed to have lined up dates and places w/him before we knew definitely as this would have been the first BAH/AA series of events. Carl's a good guy but we appear less professional/organized than we are. JRM

2. Youngs Travel/American Express have 5 retail stores in middle and western MA with whom JJ's developing a coop program. Of note, AX appointed offices are no longer booking Carnival as Carnival will not accept the AX card. JJ learned this while on joint sales calls w/Carnival Rep. JRM

3. DIVI: Advsd by David Sommerville 7/26 that Divi filed for Chap 11 on 7/25 as they need to restructure and could not pay their bond-holders, 80% of whom agreed to go along w/the restructuring. Approval is expected within 90-120 days and will mean a swing of 106% in capital, going from immediately owing 34mil to having an operating fund of 40mil. Sommerville advsd he was contacting other BTOs and their NAS GM, Tony Aboushama, was advising MOT hdqtrs. JRM

BOSTON - JULY

4. TNT: Vanderpool-Wallace of Resorts inquired re JAN 10-12, '92 major show to be hosted by TNT. I met w/TNT VP Sales 7/18 at Action 6 Regional who advsd they had not contacted local suppliers yet and were looking for mega-participants first. Show, "Vacation World", hopes to draw 20k (!!) consumers. See attached. Advsd Vanderpool-Wallace to wait. JRM

5. THOMAS COOK: Assisting TC in their attempts to solicit ads from BAH hoteliers for their 1992 Caribbean & Bahamas Reference Guide. See attached. JJ

6. Conducted inhouse seminar 7/24 for Uniglobe/Nashua, NH. JJ

7. GOGO: PVD office reports business down approx 50%. Inquiries coming in for Christmas but businesses in entire state are suffering. Discussed our "private" mail list gleaned from our TV ads but Mgr advises that they've cut back on mailings due to budget.

Quincy. MA GoGo advises that while this has not been a time of growth, they and their BAH business is OK. Both GoGo's RI and MA offices indicated they will assist whenever we do seminars and blitzes. SMC

CONSUMER ACTIVITIES:

1. Firmed 9/30 agcy/Carnival/BTO promo at apartment complex. Expect 50. JJ
2. Worked Carnival Cruise Night at Warwick, RI agcy 8/22. Approx 75 attended. SMC

PUBLIC RELATIONS ACTIVITIES:

1. Worked Saunders Associates annual thank-you for their corporate accounts 7/31. Approx 500 companies present along w/airline DSM's. BTO only tourist board invited, ever. Terrific opportunity. Always secure subsequent inquiries for buiness or personal travel JRM
2. Cooping w/area agts in Worcester Telegram & Gazette. Prototype of ad previously sent to Area BTO being revised as we are unable to use slicks produced by former ad agcy. JRM
3. Arranging Meet & Assist, hotel accommodations, BTO visit, dinner and sightseeing for 9/4 arrival of PS. JJ/JRM
4. Firming Mobil Oil/Dunkin Donuts Andover, MA promo to start 1/91. Both will actually buy trips as giveaways. JRM
5. Attempted nationwide Victoria Secrets promo but company has policy against same. JRM
6. Participated in telephone interview w/writer Anne Waigand who will be writing article for The Traveller, a new ICTA sponsored travel magazine. JJ
7. Majorly disappointed in VT/BAH Golf Invitational in that no BAH coming up and only Rep Johnson and Asst AM, East will possibly play. Much, much time, effort and monies went into bringing promo to fruition. JJ/JRM
8. Sr Sales Reps to jointly conduct seminar at 10/30 BWIT meeting. Cella to cover product knowledge. Johnson to give techniques on selling. JRM
9. See attached article from 8/17 ed Boston Globe on fraud charges against Richard Rust. Rust is former Dir of Tourism for MA and is Dir of CTO. JJ Rust has since been relieved of his duties. I knew of this before he "resigned" from the MA job and while it
10. Rep Johnson to speak 10/16 at MPI's Educational Conference on "The Benefits of Using Your Natiqnal Tourist Offices As A Resource." JJ

PROMOTIONS & DATES

7/31	Saunders Associates Corp "Thank-You" Boston 500 +	JRM
8/22	Consumer Cruise Night Warwick, RI 75	SMC
8/27	Thomas Cook Inhouse Seminar Cambridge, MA 25	JJ

BOSTON - SEPTEMBER

PROMOTIONS & DATES:

9/7	Travel Fest (Consumer) Quincy, MA	1000 consumers	SMC
9/10	National Trade Show Portland, ME	125 agts	JJ
9/11	National Trade Show Burlington, MA	125 agts	JJ
9/12	Golf Outing Killington, VT		JJ
9/12	National Trade Show Providence, RI	125 agts	SMC
9/12 - 9/15	MEASTA Annual Mtng Winding Bay	21 agts	JRM
9/13 - 9/16	" "		JJ
9/15 - 9/21	SPATA Convention PIRC	132 delegates	JRM
9/19 - 9/22	BAH Tourism Institute	125 agts	JJ
9/23	GWV Dinner Cambridge, MA	60	JRM
9/24	GWV Product Launch Boston, MA	1400 (?)	JRM
9/25	Destination Specialist Seminar Methuen, MA	10 agts	JJ
9/25	BWIT Mtng Cambridge, MA	65	JRM
9/30	NECTO Mtng Lexington, MA	58	JRM

BOSTON - OCTOBER

PROMOTIONS & DATES:

9/30	Colpitts Golf Tournament Canton, MA	70 golfers	SMC
9/30	Granada Highlands Malden, MA	25 consumers	JJ
10/3	TNT/Great Adventure Trvl Methuen, MA	75 consumers	JRM
10/9			
10/10	Caboose Travel MA	80-100 consumers	JJ
10/12	Quincentennial Show Newburyport, MA	500 consumers	JRM
10/15	C of C Exec Club Boston, MA	200 consumers	JRM
10/15	NEASTA Mtng Saugus, MA	65 agts	JRM
10/18	Intl Vacation & Leisure Expo Boston, MA	4000 consumers	SMC/JJ
10/19	" " " "	" "	JJ/JRM
10/20	" " " "	" "	JRM/SMC
10/25	Breakaway Travel Saugus, MA	200 consumers	JJ
10/26	Steppin' Out Gala (KB & Spyda, Smith Band) Boston, MA	4000 consumers	BR/MLC/JRM

BOSTON - OCTOBER

CONSUMER ACTIVITIES:

- \*1. Gave brief seminar 10/3 to 75 consumers at Salem, NH agcy/TNT Trvl night. JRM
- \*2. Mgr and Reps worked 10/18-10/20 Vacation & Leisure Show which was paid by Channel Club (FPO) and Resorts. Ann Mullin, co-owner of The Cove in Eleuthera assisted and 2nd booth was paid for and worked by Paradise Harbour Club and Marina. Turnout was light but yielded many leads so we will consider same for next year if paying partner can be found. JRM
- \*3. Worked Colpitts annual Cruise & Travel night 10/16. Approx 200 attendees, less than last year, and fewer suppliers. SMC
- \*4. Conducted consumer presentation at apt complex 9/30 in conjunction w/Triad Trvl who will monitor calls coming in from 900 flyers distributed. JJ
- \*5. Participated in Saugus, MA agcy's consumer show 10/24 along w/TNT, Carnival and Cove Eleuthera. Excellent response, approx 200 in attendance. JJ
- \*6. Participated in MA agcy's consumer show 10/10. Approx 80-100 attended. JJ
- \*7. Worked Columbus Quincentennial Consumer show 10/12. Approx 500 students and families. JRM
- \*8. Worked AA Show 11/2 in Warwick, RI where in addition to booth I gave a presentation to re 50 persons. SMC

PUBLIC RELATIONS & ADVERTISING:

- \*1. See attached newly expanded Travel Section from Patriot Ledger. Hope to coop w/local retailers as tour ops seem to feature their charters but w/moratorium on coops, will hold off. SMC
- \*2. Attended Colpitts Golf Tournament fundraiser for Jimmy Fund (cancer). BTO sponsored a hole. Approx 70 businessmen played. Rep from Continental was only female player. Sat w/Jamaica's rep and his team of businessmen, all of whom have been to BAH and plan to return. SMC  
disappointment as BAH partners reneged on their participation Embarrassing. VT organizers created exciting event and arranged for a Honda Prelude for the "Hole-In-One" winner. BTO arranged for weekend at Ocean Club for a foursome. JJ

BOSTON - NOVEMBER

PROMOTIONS & DATES:

11/2-11/3	<u>Telegram &amp; Gazette</u> Worcester, MA	JJ
11/6	Milne Trvl Consumer Show Barre, VT                      600 consumers	JJ
11/7	VSTA Trade Show Burlington, VT                100 agts	
11/7	<u>Golf Digest</u> Expos Waltham, MA                    125 golfers/agts	JRM
11/7	Wellesley Chamber of Commerce Wellesley, MA                300 consumers	SMC
11/14	Thomas Cook Symposium Cambridge, MA                1000 attendees	SMC/MLC
11/14	Intl Society Meeting Planners Burlington, MA                25 planners	JJ
11/19	BOS C of C Exec Club Mtng Boston, MA                    250 members	JRM
11/19	CaribExpo Boston, MA                    110 agents	JRM
11/20	BWIT Cambridge, MA                75 members	JRM
11/20	Cosmopolitan Trvl Cruise Night North Andover, MA            40 consumers	SMC
11/21	ALTA Providence, RI                200 agts	SMC
11/23	United Supreme Council Providence, MA	SMC
11/23	WZOU-Radio Expo Dorchester, MA	JRM/MLC
11/24	"                    "	SMC
11/25	NECTO Mtng Cambridge, MA                62	JRM

BOSTON - NOVEMBER

CONSUMER ACTIVITIES:

1. Worked annual Golf Digest Expo 11/7. Approx 125 mostly agts w/sprinkling of golf pros. Even this show's numbers have dropped. JRM
2. Worked annual Milne Trvl Consumer Show 11/6 in Barre, VT. Show possibly best in Region as guests have to have spent at least \$500 w/Milne in current year. Audience always large. BTO gave Grand Prize of w/end at Resorts in conj w/USAir tkts. JJ
3. Worked Wellesley C of C Show at Wellesly College 11/7. Approx 300 monied consumers. Suzanne Seitz of Windermere worked show along w/Rep Cella. JRM
4. Worked Methuen, MA agcy Cruise Night 11/20. RCCL was participating cruise line. Jamaica and Bermuda sent brochures and regrets so BTO was highlighted exclusively. See attached letter of thanks from agt. SMC

PUBLIC RELATIONS & ADVERTISING:

1. Attended BWIT 11/20. Evening co-sponsored by TNT and Mexican Government Tourist Office and Mexican Hotel Assn. Approx 75. JRM
2. Worked WZOU Radio Expo 11/23-24 to benefit Children's Fund. Booth bartered using 3 nite stay at Comfort Suites. KB and Spyda Smith band played 11/24 and their gig was also bartered by their manager, Bostonian Gary Bernstein, who gave WZOU 2 air tickets. All other entertainers have already been signed by record companies and participated gratis to hype their records. Show opened 10AM 11/23. At 9AM there were approx 200 teenie-boppers queued, many w/parents as they were re 12yrs old. Never saw such bizarre clothing or hairstyles (Cella says she could barely breathe with all the hairspray). One supplier, a timeshare seller, left mid-afternoon SAT demanding his money back as he claims organizers promised him 25-35 yr olds and he hadn't seen or talked to anyone over 12. BTO distributed much info and came back w/leads because teenie-boppers w/\$\$ to buy records were accompanied by parents who have monies to travel. MLC/SMC/JRM

BOSTON - DECEMBER

PROMOTIONS & DATES:

12/2	Bon Vivants Mtng Charlestown, MA	16	JRM
12/3	HSMIA Mtng Boston, MA	150	MLC/JRM
12/5-7	Hanscom AFB 1991 Civic Leaders Tour San Antonio, TX	36 Leaders 4 Military Escorts 6 Texas Military	JRM
12/6	Dean Jr College Board Mtng Franklin, MA	8	SMC
12/10	Hanscom AFB 1991 Civic Leaders Recp Bedford, MA	150	JRM
12/13	Osterville Trvl Open House Osterville, MA	100	SMC
12/13	" " Annual Dinner	12	SMC
12/14	United Supreme Council Dorchester, MA	25	SMC
12/17	BOS C of C Mtng Boston, MA	225	JRM
12/17	NECTO MTNG Sudbury, MA	65	JRM
12/18	BWIT Cambridge, MA	60	JRM

PHILADELPHIA - JULY

Consumer Activities

1. Bill Lockett did a live broadcast on WHAT radio 7/6 @ Penns Landing in Philadelphia. This coincided with the start up of their advertising campaign for the jazz festival.
2. The enclosed article appeared in USA today. The article highlighted discount coupons for travel and featured the Bahamas Discovery card
3. Dun & Bradstreet reports that 50% more businesses failed in the first six months of '91 as compared to '90.
4. The government of the state of Pennsylvania has been without a budget for one month. State employees have been going without pay. It is expected that once a budget is passed the state income tax will increase by 30%.. This will certainly have an effect on discretionary spending.

Public Relations Activities

1. Fortino Travel Q102 radio and the Club Atlantis Nightclub are holding a Bahamas night and sweepstakes with the prize winner going to the Divi Bahamas
2. Channel 10, CBS Affiliate, aired a 4 minute Bahamas piece on their news magazine, Time Out, July 27. The piece was excellent and did Goombay justice.

July 4 - US Holiday  
July 9 - Apple/Nass. Promo Board Breakfast, CM & VI, 65pp  
July 10 - Apple/Nass Promo Bd. Breakfast, PB, 76pp  
Bahamas Independence Day  
July 11- 15 - US Air/ Discovery Cruise/ Freeport Fam, PB, 15  
T.A.  
July 16 - Fling PITDA Breakfast, Lancaster, VI, 32pp  
July 17 - Joint calls rep Bevans and Mgr. Melman  
Fling PITDA Breakfast, Reading, VI, 38pp  
July 18 - Fling PITDA Breakfast, Wilmington, VI, 40pp  
July 19-21, Delta Marketing Office Fam to Nass, CM  
July 24 - Moving day to Suite 216  
Staff Presentation to Travel Wizards, PB, 9 T.A.  
July 26-30 - American Airlines fam to Nass, VI, 18 t.a.

PHILADELPHIA - SEPTEMBER

- Sept. 2 - Labor Day
- Sept. 9-10 - Apple Blitz, VI & PB
- Sept. 10 - Apple Trade Show, 1200 pp, CM, PB, VI
- Sept. 11 - Staff Meeting with Asst. Area Mgr. East (CM, PB & VI)  
Breakfast seminar, GoGo Tours, 40pp, PB  
PHILAERS Meeting, 150pp, CM  
ASTA Dinner, 60pp, VI
- Sept. 19-22 - BTI, PB
- Sept. 25 - Meeting Franklin Mills, PB
- Sept. 26 - Meeting Apple Vacations, PB
- Sept. 26-30 - Discovery Cruise Fam from Pit, CM
- Sept. 28 - Presentation Mobil Oil, 2000pp, PB
- Sept. 30 - Meeting Franklin Mills, PB

PHILADELPHIA - OCTOBER

1. Sports Dept requested our assistance in manning a booth at a consumer golf show with expected attendance in the thousands and provided us with about 100 brochures.
2. Economists in the Philadelphia area predict NO REBOUND in the economy in this area until at least mid to late 1992.
3. Declined to participate in Travel Panel for "WomenPower 91" due to lack of funds. This event is to be held in Pittsburgh 11/23. Expected attendance is 350-400.
4. Declined to participate in Franklin Mills fund-raiser for American Cancer Society and fund-raiser for Chester Crozer Hospital due to inadequate promotional consideration.
5. Presentation made to the newly formed Caribbean Business Association by Rep Ingraham. No firm business potential from group as yet, but it is hoped that as these new entrepreneurs become more successful there will be travel potential for the Bahamas.

Public Relations Activities

1. Articles about the Bahamas Treasure Card appeared Oct.6 in the Scranton Times and the Pittsburgh Press.

Melman & Ingraham conducted Bahamas seminar at Apple Vacations to Reservations agents and documents staff. (75pp) This included an update on status of hotels and use of Bahamas Treasure Card.

Mest of Apple reiterated in course of meeting the importance of the building of a close working relationship between Pres. of Apple, John Mullen & the D.G. They are also hoping to work with our Washington BTO to conduct seminars in Baltimore as that is where their loads need the most help. Also stressed at the meeting was the status of the Philadelphia plane. Recent meetings with Carnival have resulted in the continued commitment of a plane in Philadelphia on a six day a week basis for the winter. The plane at this point is still a joint venture with Carnival, however that may change at some future point with Apple assuming the risk for the entire plane.

PHILADELPHIA - DECEMBER

- Dec.7 - Adine's Tour & Travel Cultural Festival @  
Franklin Mills Mall, 5000pp, PB
- Dec.10 - Staff presentation by Crystal Palace rep.
- Dec. 13 - Meeting with Pres. of Leisure Timers Group, PB
- Dec.19 - Meeting with WDAS Radio, PB

WASHINGTON - JULY

Consumer Activities

1. July 2.-attended a reception for the men and boys choir from The Bahamas (Christ Church Cathedral). RH
2. July 4.-Joined the men and boys choir in the festivities of the Independence celebration. Dinner and fireworks displays, were courtesy of commissioner Hallett, former US Ambassador to The Bahamas. The choir also performed for the commissioner and her guests. Approximately 150 pax. RH
3. July 7.-attended The Bahamas Independence church service in Washington. Approximately 70 pax were in attendance. RH,DC,BV,DW.
4. July 8 - attended The Bahamas Exhibition by Mrs. Gail Saunders at the OAS. DC,WR,BV,PS,DW
5. July 9- conducted a staff presentation for Galdino and Frazier Travel. 3 agents. DC.
7. July 10 - attended the performance of the Men and Boys Choir at the Martin Luther King library. There were approximately 70 pax in attendance. RH, PS.
8. July 11-14 - participated in Bahamas fam with USAir to Nassau. DC.
9. July 14 - presentation for Carnes Group. pax. WW
10. July 14 - Laural Mall Promotion. Very successful promotion, The Bahamas received extensive exposure. WW,RH,PS.
11. July 17- Staff presentation Central City Travel . 9 agents. DC.
12. July 17 - staff presentation Henderson Travel. 2 agents. DC.
13. July 23 - Apple Vacations breakfast seminar in virginia was very well attended, there were approximately 108 agents. WR,DC
14. July 24 - Apple Vacations breakfast seminar in Baltimore was also well attended, with approximately 160 travel agents in attendance. WW.

Public Relations Activities

1. Working with WETA TV station in Washington regarding a Bahamas promotion. Discussions are ongoing.
2. Working with Berniece Mason and Associates and the Washington View Magazine on a Bahamas promotion.
3. Working with Jazzy 100 regarding a live remote from Nassau in late October. is generating alot of exposure for the destination. BTO has has received lots of very favorable comments.

## WASHINGTON - AUGUST

### Additional Activities

SITE-Mid Atlantic Regional Activities Committee - one day seminar did not materialize. It is expected that because of vacation period for so many executives, that this meeting will have to be rescheduled for Fall/Spring to have the kind of turnout required to make it successful.

Met Mr. Edward J. Wojtas, Travel Writer/Photographer who informed me of the Society of American Travel Writers' visit to The Bahamas in October. They expect 300 persons to participate in Nassau and the Family Islands.

Met Sales Representatives-Mid Atlantic and gave them details on the largest health clubs (22 clubs) in the area and gave them some tips as to how they should approach it when soliciting business for our destinations.

Participated in GWSAE golf tournament - over 150 Association Executives were present. I invited the Regional Manager to come along.

Several discussions were held with Destination Inc, Ms. Rosemarie Kosmalski is the Group Manager. Rosemarie was trying to book Carnival's one day aircraft for 4 groups - Carnival gave them two at the \$99.00 price and said that if they wanted the others they would have to pay more because of what it will cost them to operate.

Carnival Air flights are doing good on weekends but is still not overly busy during weekdays. Nassau packages are very attractive from this area - approximately \$359.00 for 3 nights.

Coordinated last minute details for Ms. Sheila Paige, Executive Director for American Food Services Association. She visited Nassau on July 27-31 (note the change in site visit dates).

Coordinated details for Harbon site visit to Freeport and Nassau. Decision will be made shortly regarding hotel selection. The trip was a good one.

WASHINGTON - SEPTEMBER

Consumer Activities

1. September 3 - 8 participated in the National Baptist Convention trade exhibition held in Washington at the Washington convention center. All staff worked shifts.
2. September 6- Attended the reception at Ambassador McDonald's residence for the Bahamas delegation to the National Baptist Convention. Approximately 70 persons were in attendance. RI.
3. September 8-participated in the Adams Morgan Day Festival. There were over 300,000 people in attendance. This event was said to be the largest in its history. The Bahamas had four booths; two with straw work, one with general information and one food booth, selling Bahamian dishes. RH, DW, PS.
4. September 9-13 - Attended the Caribbean Tourism Conference in Caracas, Venezuela. The conference was not as organized as in the past. RI
5. September 12 - attended the National Black Caucus convention held in Washington, DC. DC, WR, BV.
6. September 10- conducted a staff seminar for American Express in Washington. 4 agents. DC.
7. September 8-17 - participated in The Bahamas Jazz and Blues Festival. This event was quite a success this year given the condition of the marketplace. WW.
8. September 20 - attended a luncheon sponsored by the SATW. This is presently preparing for their trip to The Bahamas. An address was given to the group by the Area Manager-East. AM-E, RI
9. September 24-Bahamas evening at the Caribbean Tourism Organization. The Ambassador gave the address, with emphasis on the Quincentennial celebrations in The Bahamas in 1992. Approximately 60 travel agents were in attendance. WR, DC, RI, BV, PS, DW.
10. September 20-22 - attended the Mt. Calvary Baptist Church Women's Retreat. There were ninety women in attendance. DC.

## WASHINGTON - SEPTEMBER

### Additional Activities

September 6-9 took down a group of Corporate and Association Meeting Planners. Stayed at Merv Griffin's Resort & Casino. American Airlines, Tropical Tours and all other vendors went all out to make this trip one long to be remembered. Several bookings resulted from this trip.

I plan to do two more trips before the end of 1991 once seats are obtainable "End results - bookings."

Participated in Edward S. Carlough Golf Tournament & Fundraiser for Sheet Metal Workers Scholarship. To date over 44 scholarships have been awarded to members' children. This tournament was promoted thru to all its 150,000 members nationally. The Bahamas was the destination selected for a one week giveaway prize, courtesy of Pirate's Cove, Paradise Island. This was mentioned on radio and TV as well as national newspapers.

Affordable Meetings were held in Washington Sept. 11-13, 1991 with over 425 booths. This year The Bahamas did not take a booth because of budget restraints, however, Nassau/Cable Beach/Paradise Island Promotion Board was here in full force representing their member hotels in Nassau and Paradise Island. All indications are that the show was very well attended and quite a success. Customers came to the booth to buy, which is an unusual experience today at trade shows.

Participated in Washington Travel Association monthly get-together. This month there were over fifty members attending, allowing The Bahamas tremendous exposure with our peers and business associates.

Washington was very hectic with industry events as well as National Conventions e.g. National Baptist Convention

- Alamo Rent A Car/Alamo Heritage Bowl Reception
- Harbon Corporation/Being Single Reception
- Black Caucus Animal Conference
- AMPS Monthly Meeting

1. October 2 participated in the City of Roanoke annual employee recognition night held at the Roanoke civic center. BTO shared a booth with USAir. There were 175 employees in attendance. WR.
2. October 3 participated in travel show with Travel Network at RMG company in Roanoke. Approximately 250 business people were treated to a Bahamas presentation using The Bahamas Beat 2
3. October 6 Participated in Eyre Travel's first annual travel show held in Gleneg, MD. There were 150 consumers in attendance. WW.
4. October 15 participated in the Paradise Island Vacations breakfast held at the Ritz Carlton Pentagon City. There was representation from USAir, British Colonial, Resorts and Pirates Cove. There were 80 Travel agents in attendance. WR.
5. October 15 participated in Martins travel and cruise show held at the civic center in Roanoke. The show had good support from suppliers. There was representation from all the major cruise lines, airlines and representation by the Bahamas Tourist Office and Cayman Island Tourist Board. There were over 2,000 consumers in attendance. WR.
6. October 4 participated in Travel Marketplace in BWI. Shared a booth with Crystal Palace. WW.
7. October 5 attended the Saks/Cystic Fibrosis Gala held at the Owings Mills Mall. The Black Tie affair was attended by some 500 persons at \$150 per plate. The main item for their silent auction was a trip for two at the Ocean Club with air provided by American Airlines, trip for 4 days / 3 nights. WW.
8. October 17 Participated in the PIV breakfast seminar held at the BWI Hyatt. Some 60 agents turned out on a rainy morning to attend this seminar. WW.
9. October 17 shared a booth with PIV at the Henry Davis show at the BWI Hilton. There were approximately 300 agents attending the show. WW.
10. October 17 Attended a cocktail reception for area black travel agency owners and a managers, hosted by the British Colonial. The BC was able to book two new groups as a result of the evening. WW, RH.
11. October 17 Conducted a presentation for Leo Tours in Coral Hills, MD.. Approximately 35 persons were in attendance. WW.
12. October 16 conducted presentation for USAir sales staff in Roanoke. Emphasis was on the upcoming Quincentennial Celebrations and was shown the The Bahmas Beat 2 video. WR.
13. October 20 attended the Washington Bullets and Miami Heat basketball game held at The Crystal Palace. The Bullets lost to the Heat 100 - 98. DC.

WASHINGTON - OCTOBER

14. October 24 - 27 participated in a fam trip with USAir hosted by the Sheraton Grand. A breakfast seminar was conducted by the BTO, USAir and the Sheraton Grand for the 10 participants. WR.
16. October 29 participated in SATO Travel show in Aberdeen, MD. There were approximately 150 persons in attendance. WW.
17. October 30 attended the Newspaper Day 1991 luncheon held at the Washington Hilton. There were 80 persons from various newspapers, ad agencies, etc. in attendance. I was a guest of the Washington Post. RH.

Public Relations/Advertising Activities.

The Bahamas received extensive exposure during the Saks/Cystic Fibrosis Black-Tie gala event held at the Owings Mills mall on October 5, 1991.

The Bahamas received quite a bit of exposure during the Associated Managers Of Seagrams 7th Annual Fundraiser held October 20. The grand prize was a trip for two at the Nassau Beach Hotel, and the event was attended by over 1,300 persons.

WASHINGTON - OCTOBER

- October 8                    Attended the membership committee meeting for MPIGNY.
- October 16                    Attended the membership committee meeting for NYSAE prior to the monthly luncheon meeting. The purpose of the meeting was to discuss the final draft October new member campaign letter, campaign theme and hospitality assignments.
- Attended NYSAE luncheon meeting at the Drake Hotel. The guest speaker was Sally Hernandez-Pinero, Deputy Mayor, Finance and Economic Development of the City of New York. The Deputy Mayor announced the creation of the Association Center Building for non-profit organizations. This project is the first such city sponsored building, making a renewed commitment to establish New York City as the undisputed headquarters location for national non-profit associations.
- The Association Center Building lies at the heart of the New York effort, in cooperation with NYSAE, to reverse a decade long exodus of national non-profit charitable, professional, and trade association headquarters from New York City. (see attached)
- Colin Fox and I attended MPIGNY workshop on "How To Plan International Meetings" held at the Plaza Hotel. Speakers were Ann Boehme of Long Island Jewish Medical Center and Ulla Buchner-Howard of Daimler-Benz of North America. Topics discussed were site selection, overcoming cultural and linguistic barriers, protocol, vendor selection/interactions, how to prepare your attendees and speakers, customs and shipping, etc. Approximately 40 persons were in attendance.
- October 17-23                 In Nassau with the New Jersey State Policemen's Benevolent Association group of 1200+ at the Crystal Palace Resort and Casino.
- October 18                    Conducted a site inspection of PI hotels for Sue Wernick of Globe Travel Services and Claire Albon of The Rockville Mt. Vernon Senior Citizen Center. Sue is hoping to bring 55 senior citizens to the Crystal Palace, April 28-May 5, 1992. She was also looking at another hotel for a teachers' group. She was quite interested and pleased with the Comfort Suites.
- October 28                    Suzanne C. Seitz, Sales Manager of Orient-Express Hotels gave a presentation to the NYBTO on Windermere Island Club.

WASHINGTON - NOVEMBER

Washington

American Airlines - Comfort Suites - November 22-25, 1991  
25 pax

American Airlines - Bahamas Princess Resort & Casino -  
November 7 - 10, 1991 10 pax

Consumer Activities

1. Over 4,000 Bahamians and visitors watched the Miami Heats beat the Washington Bullets 109 - 98 in Nassau. The game was a sell-out. Many fans travelled from the Washington metro area for the game. DC
2. Meeting with Hugh Thomas of HBT Insurance Service who is considering using travel as part of an incentive program for his agents. DC
3. The Golf Show held at the Embassy Suites in Crystal City went very well. Approximately, 200 consumers/travel agents visited the Bahamas suite and collected golf brochures and general information.

Richard Bromberg, Area Sales Representative, Princess Vacations shared our suite and promoted Bahamas Princess Resort and Casino golf packages with departures out of Richmond. WR

WASHINGTON - NOVEMBER

FRIENDLY HOLIDAYS - Met with Karen Schramm-Klein. Karen noted that they handle a lot of groups; however, her biggest problem is getting air for The Bahamas. She said that her average group size is 70 but they have handled up to 300. She works only with travel agents on special interest/leisure/incentive/student groups. She is in a position to persuade her clients to The Bahamas but since she is unable to secure air space, it is very difficult to do so.

Mexico is most requested destination and is usually compare to The Bahamas.

Karen and Colin will make joint sales calls on group-oriented travel agents in 1992.

In a follow-up call with Janita McDaniel about the New Jersey Smart Set cruise to Nassau, she reported that even though the group of 350 had a great time, Crystal Palace did not measure up-to-par in services. She said that she will not use the hotel again; however, she will go back with a land program. She reported that Richard Moss did an outstanding job in transporting the group. (see attached)

Jerri Konvalinka of Coopers and Lybrand, New Jersey, was looking at The Bahamas for their 1992 convention; however, they decided against us because our hotels did not meet the meeting space requirements.

Met with Vincent Ahaesy, President of Multi Media Consultants. Mr. Ahaesy is putting together a program for Mont Santo incentive group of 250 to Hawaii in 1992. The group is looking at The Bahamas for their 1993 program and Mr. Ahaesy needed slides to put his program together.

ADDITIONAL ACTIVITIES

November 1-4

Participated in the Incentive Planners fam to Nassau organized by the groups department and myself. American Airlines gave 12 seats and 11 persons signed up; however, two cancelled out two days out. Bahamas Pleasure Tours did an outstanding job with transfers. Sonia Bowe made a great impression on the group when she presented them with gifts upon check-in at the Crystal Palace.

Paul Gordon, President of Meeting & Travel Group Services indicated that it was a concept he could use for his March 1992 group to Resorts. All of the hotels did a great job in hosting the group to either breakfast/lunch/dinner. The only negative feedback was from the Ambassador Beach Hotel. The hotel had a conference in house and all the rooms were sold; as a matter of fact, they were walking people to the Nassau Beach Hotel. The only room we were able to see was dirty and the entire lobby area was crowded with luggage and people sitting in the area. They were not impressed at all with the hotel. The Nassau Beach Hotel was a pleasant surprise to all and they have informed me that they will use this property for future groups.

WASHINGTON - NOVEMBER

- November 8-9 In charge of the NY Regional Office.
- November 11 Attended the International Hotel/Motel Show at Jacob K. Javits Convention Center in Manhattan. The show was very well attended by approximately 1500 persons.
- November 14 Peter Francese, President & Publisher of American Demographics Magazine gave a presentation on U.S. Consumer Trends and Opportunities. (see attached)
- November 19 Emmett Saunders, Director of Sales for Lucayan Holiday Inn gave a presentation on his property. The hotel will become a Radison property on December 1, 1991. A lot of monies were put into the property to bring it up to Radison's standards.
- November 21-25 Participated in SITE International Conference (at own expense) in Dublin, Ireland. This was the first time SITE met outside North America and the largest participants - 460. The theme was "Navigating the Nineties". Participants from the Bahamas were Richard Weinstein, Groups Department, Ina Arous and Peggy Goosen from the Crystal Palace and Peter Schaafe, Nassau/Cable Beach/PI Promotion Board.
- The president of Ireland, Mary Robinson, addressed the group during the morning session on the first day. The Minister of Tourism, Transport and Communications, Mr. Seamus Brennan, T.D., hosted the group to cocktails at Dublin Castle on November 22.
- The topics discussed were very enlightening, i.e. two different versions of incentive travel presented by Vladimir Haltigin, Program Manager of Xerox Canada Limited and Christer Lindskog, Conference Support for Volvo Car Corporation. Equally important and very interesting was the topic on "flying solo" the individual incentive program.
- Mr. Niki Lauda, President of Lauda Air, gave an insight into the difficulties of the airline industry.
- Participated in "You the Member" program where members were able to discuss things of interest to them, what to expect from SITE, how to relate to each other, networking, and how to get involved with the organization.
- Overall it was a wonderful experience.
- November 22-29 On vacation. Participated in the post trip.

WASHINGTON - DECEMBER

WHOLESALE/TOUR OPERATOR DEVELOPMENTS

Adventure Tours reported that their Bahamas business increased 56% over 1990 and a 7.1% increase for December 1991 over December 1990. Nassau is Adventure's number two product, while Freeport is number 31.

Fling Vacations ran a very impressive ad in the Washington Post's December 15 issue. Ad featured Junkanoo/celebration of 1492/New Years Bash from \$309 for 3 nights, including a Bahamas Treasure card offering up to \$50 discount on food, entertainment, etc....

RETAIL/CONSUMER DEVELOPMENTS

December 4 - attended PROST monthly luncheon. BTO gave away a bottle of Nassau Royale as a door prize. There were 70 persons in attendance. WR.

December 6 - attended Glyndon Square Travel Open House. A trip to The Bahamas was the grand prize for this event. WW.

December 6 - attended Baltimore Marketing Association's annual dinner. Guest speaker was Susan Taylor of Essence Magazine. There were 900 persons in attendance. BTO gave away a 4 day 3 nights stay at the Harbour Cove. WW.

December 10 - attended The Bahamas night held for CTO members in the Baltimore area. There were 260 travel agents in attendance. RC, LJ, RH, WR, WW, DW.

December 10-11 staff meetings with the Deputy Permanent Secretary.

December 10-11 joint calls to top accounts in the region with the Area Manager and Asst. Area Manager.

December 6 - in-house presentation for the reservation staff of Adventure Tours. There were 35 new agents that participated in this classroom presentation. WW.

December 10 - In-house presentation for Thieves Travel in Alexandria. There were 4 agents that participated. They viewed the Beat video and were updated on other activities in The Bahamas. WR.

December 17 - conducted a presentation for the Washington Black Ski Club. There were 123 persons in attendance. RH.

December 19 - attended the Organization of Caribbean Business' (OCB) christmas party. There were approximately 280 business persons in attendance. RH.

PUBLIC RELATIONS ACTIVITY

The Bahamas received exposure on radio for our participation in a bridal show held in Salisbury, Maryland. WW.

GROUPS

January 27-31, 1992 Anchor Tour And Travel Crystal Palace 28 pax

January 11-15, 1993 Frederick Engineering Nordic Empress 100 pax

**CHICAGO REGION**  
**JUNE - DECEMBER, 1991 PROMOTIONS/SEMINARS**

**JUNE**

7-9           ASTA Wisconsin/Bahamas Presentation, Wisconsin  
8             Lobster Bake Promotion, Lagrange, IL  
16            Real Man--Cook Promotion, LaGrange, IL  
26            ASTA Mississippi Valley, Moline, IL  
26-28         Black Agents Appreciation Fam/Awards Dinner,  
              Nassau, Bahamas

**JULY**

1             Kennedy King College Pres., Chicago, IL  
9             In-House Presentation, Apple Vacation, Chicago  
10            Apple Vacations/BTO Wine & Cheese Seminar,  
              Chicago, IL  
15            Promenade Travel Bahamas Nite, Chicago, IL  
17            Butterfield Country Club Promotion,  
              Oakbrook, IL  
18-21         Indiana Black Expo, Indianapolis, IN  
24            Apple /BTO Wine & Cheese Seminar, Chicago, IL  
25-31         EAA Air Show, Wisconsin

**AUGUST**

1             Festival of Festivals, St. Louis, MO  
2-4           ASTA-Pittsburgh Presentation, Pittsburgh, PA  
5             Ozzie Smith Golf Tournament, St. Louis, MO  
5-7           American TransAir-Destination Review,  
              Indianapolis, IN

- 2 -

AUGUST

7 Apple/BTO Wine & Cheese Seminar/Pres., Elk Grove, IL.

13-16 Princess/BTO Blitz, Chicago, IL

20 Bahamas Seminar, Chicago, IL

21 Bahamas Seminar, Northbrook, IL

23-25 Missouri Botanical Gardens Caribbean Festival, St. Louis, MO

24 ASTA Missouri Valley Pres., St. Louis, MO

1-17 WBEE/American Airlines/BTO Jazz Fest, Chicago, IL

SEPTEMBER

5 American '91 Awards Promotions, St. Louis, MO

12 Apple Vacations Product Launch, O'Hare Chicago

17 Princess Vacations Seminar, Chicago, IL

23 Don Holland Trade Show, Omaha, NE

23 Travel Marketplace, Chicago IL

24 Travel Marketplace, Bloomington, IL

24 Funjet Seminar, Oak Lawn, IL

25 Don Holland Trade Show, Des Moines, Iowa

26 Funjet Seminar, Morton Grove, IL

26 Don Holland Trade Show, Kansas City, MO

26 Funjet Seminar, Milwaukee, WI

27-30 American Fly Away Show, Chicago, IL

- 3 -

OCTOBER

2 Don Holland Trade Show, Milwaukee, WI  
3 Don Holland Trade Show, O'Hare IL  
10 Star Tribune Travel Show, Minneapolis, MN  
12 Columbus Day Parade, Columbus, OH  
14 Columbus Day Parade, Chicago, IL  
14 Travel Marketplace, O'Hare, Chicago  
21 CTO Trade Show, O'Hare, IL  
22 Mastorama Travel Show, O'Hare, IL  
22 GoGo Tours Seminar, Kansas City, MO  
23 St. Louis Post Dispatch, St. Louis, MO  
27 Today's Magazine Bride Show, Peoria, IL  
29 Don Holland Trade Show, Indianapolis, IN  
29 Paradise Island Vac. Seminar, Downtown,  
Chicago  
30 Paradise Island Vac. Seminar, Oakbrook, IL  
30 MLT Vacations Show, Minneapolis, MN  
31 Paradise Island Vac. Seminar, O'Hare, IL

NOVEMBER

4 USAir Appreciation Day, Indianapolis, IN  
5 Central Illinois Trade Show, Peoria, IL  
4-7 US Travel Agency Special Travel Week,  
Chicago, IL  
7-11 Princess Vacations Chicago Inaugural,  
Chicago, IL

- 4 -

DECEMBER

5

Lou Rawls Telethon, St. Louis, MO

**DETROIT REGION**  
**JUNE - DECEMBER, 1991 PROMOTIONS/SEMINARS**

**JUNE**

- 3                   The Wolverine State Congress of  
Christian Education, Saginaw, MI
- 7                   WJZZ Radio & Chene Dinner Cruise, Detroit, MI
- 21                  Robert Q's Travel, Windsor, Ontario

**JULY**

- 10                  Bahamas Independence Day, Daley Plaza,  
Chicago, IL
- 15                  Bill Lockett/BTO TV Appearance, Detroit, MI
- 18                  BTO/Delta Air Lines Infinity Cruise  
Breakfast Seminar, Chicago, IL
- 18-23              Indiana Black Expo, Indianapolis, IN
- 22                  1st Annual Detroit Pistons Alumni Golf Tournament,  
Detroit, MI
- 25                  TV Appearance-Barden Cable Television, Detroit, MI

**AUGUST**

- 1                   Caribbean International Travel/BTO Presentation,  
Detroit, MI
- 6-10                Organization of Black Airline Pilots Assn. Annual  
Convention, Detroit, MI
- 13-15              Carnival Cruise Lines Seminars, Dearborn, MI
- 24                  Second Annual Thorn Apple Valley, Something to Sing  
About Church Choir Competition, Detroit, MI
- 29                  Bahamas Presentation, American Travel Schools,  
Huntington Woods, MI

SEPTEMBER

19-22 Carnival Cruise Lines, SS Fantasy Fam Trip, Miami,  
20-22 Uniglobe Travel Trade Show, Columbus, OH  
26 Black Family Conference, Detroit, MI

OCTOBER

3-6 CTO/BTO Premier Cruise Lines Fam Trip,  
Abaco, Bahamas  
5 Uniglobe Trade Show, Columbus, Ohio  
7 Bahamas Presentation/AAA Monroe & YMCA, Detroit, MI  
10 Cleveland Plain Dealer Trade Show, Cleveland, OH  
11 Columbus Day Parade, Columbus, OH  
16 Michigan Fly Fishing Presentation, Detroit, MI  
17 BTO/WJLB Radio Presentation, Detroit MI  
21 Goombay Ball Bahamas Presentation, Detroit, MI  
22 Detroit News/Free Press, Dearborn, MI  
23 Key Tours/BTO/British Colonial Beach Seminar,  
Windsor, Ontario  
30 Golf Group Trade Show, Columbus, OH  
31 BTO/Delta Air Lines Luncheon Business Meeting,  
Detroit, MI

NOVEMBER

5 Apple Vacations Breakfast Seminar, Detroit, MI  
6 Apple Vacations Breakfast Seminar, Troy, MI  
7 Apple Vacations Breakfast Seminar, Grand Rapids, MI  
12 Apple Vacations Breakfast Seminar, Toledo, OH  
19 Carnival Crystal Palace Product Seminar,  
Dearborn, MI

DECEMBER

9 Skybird Reception, Detroit, MI

11 CTO Annual Christmas Dinner, Dearborn, MI

RECEIVED

JAN 14 1992

Area Office-South

BAHAMAS TOURIST OFFICE

2957 Clairmont Road, N.E.

Suite 150

Atlanta, Georgia 30345

Telephone: (404) 633-1793

MEMORANDUM

TO: Area Manager-South

FROM: Regional Manager

January 13, 1992

RE: FILING OF REGISTRATION FORM  
U.S. JUSTICE DEPARTMENT

The following is a breakdown of activities that BTO Atlanta participated in during the period of July thru December 1991.

JULY

- . Attended CTO monthly meeting
- . Attended TIAG monthly meeting
- . Participated in National Urban League Convention at World Congress Center - Atlanta
- . Participated in American Airline Sales Blitz - North Carolina.
- . Assisted WKRK Radio - live remote broadcast from Nassau
- . Worked with International Tours - Tennessee, "Bahamas Day" promotion.
- . Participated in BTO/Delta familiarization trip to Nassau from Birmingham.
- Sales calls: Knoxville, Chattanooga, S.W. Atlanta and Eastern Tennessee

AUGUST

- . Participated in Princess Vacations sales Blitz - Atlanta

- . Attended Princess Vacations cocktail reception and dinner for 200 retail agents - Atlanta
- . Attended CTO monthly meeting
- . Attended TIAG monthly meeting
- . Sales presentation to Allstate Insurance Company
- . Cruise presentation for senior citizens in conjunction with Garrett Travel Agency, Hendersonville, Tn.
- . Participated in WJCW Radio Travel Talk Show sponsored by Travel Agents International - Johnson City, Tn.
- . Attended Rosenbluth Travel Show - Atlanta
- . Sales calls: Atlanta, Ga.; Columbus, Ga.; Douglasville, Ga.; Nashville, Antioch, Gallatin, Clarkesville, Goodlettsville, Tn.

#### SEPTEMBER

- . Attended CTO monthly meeting
- . Attended TIAG monthly meeting
- . Presentation to Atlanta Association of Black Hospitality Professionals.
- . Attended Black Pages Magazine Minority Council Annual Awards Banquet.
- . Attended Atlanta Business Women Conference Trade Show
- . Participated in Pal Productions Travel Trade Shows: Huntsville, Birmingham & Mobile, Al.
- . Participated in Ambassador Travel Agency, Travel Trade Show for the department of Baptist School Board - Nashville.
- . Coordinated and participated in BTO/Delta fam trip to Nassau from Mississippi for retail travel agents.
- . Sales calls: McDonough, Stockbridge, Austell, Lithia Springs, Buckhead, Douglasville & Atlanta, Ga. Lebanon, Manchester, Mt. Juliet & Hendersonville, Tn.

OCTOBER

- . Attended CTO monthly meeting
- . Attended TIAG monthly meeting
- . Attended Bon Vivants monthly meeting - Birmingham
- . Participated in Pal Productions Travel Trade Show - Knoxville
- . Coordinated and participated in Family Island Promotion Board breakfast seminar for 100 retail travel agents - Atlanta
- . Participated in Princess Vacations familiarization trip, Atlanta/Freeport 30 retail agents
- . Participated in a cruise/scuba travel show - Nashville, sponsored by AAA, GoGo Tours, US Air and BTO
- . Sales Calls on wholesalers/tour operators promoting Bahamas Treasure Cards, Atlanta
- . Sales calls: Anniston, Al; Marietta, Ga; Riverdale, Ga; Knoxville, Tn; Murfresboro, Brentwood, Madison, Greenhills, Westend, Old Hickory & Donaldson, Tn.

NOVEMBER

- . Attended CTO monthly meeting
- . Attended TIAG monthly meeting
- . Participated in Don Holland Travel Trade Show - Atlanta
- . Participated in Rich's Travel Trade Show - Atlanta
- . Participated in Golf Group '91 Travel Trade Show - Atlanta
- . Participated in Atlanta Chamber of Commerce after hours Trade Show
- . Direct mailing to dive shops in Georgia, Tennessee & Alabama.
- . Joint sales calls with Nancy Williams, Grand Bahama Island Promotion Board.
- . Attended Nashville boat show
- . Sales calls: N. Atlanta, Roswell, Marietta, Smyrna, Ga. Hillsboro, Nashville, Belview, Franklin, Columbia & Nashville, Tn.

DECEMBER

- Attended CTO monthly meeting annual Christmas Party
- Attended ASTA appreciation dinner for suppliers
- Attended TIAG monthly meeting

*Edward E. Archer*

-----  
Edward E. Archer, CTC

RECEIVED

JAN 8 1992

*[Signature]*  
Area Office-South

*Latin America*

BAHAMAS TOURIST OFFICE  
Latin American Department  
255 Alhambra Circle  
Suite 425  
Coral Gables, FL 33134  
Telephone: (305) 447-9797  
Facsimile: (305) 448-0532

January 8, 1992

MEMORANDUM

TO : Area Manager-South

FROM: Inside Sales Representative, L.A.

REF.: FILING OF REGISTRATION FORM FOR USA JUSTICE DEPARTMENT

Enclosed you will find activities by the Latin American Department for the peirod of July - December 1991 requested by Deputy Permanent Secretary.

For your information.

*[Signature]*

Johanna C. Callis, CTC

Activities July - December 1991/Latin American Department

July

Director of Sales, L.A. - On vacation.

August

16 - 21 ABAV Covention/Bahia, Brasil

September

07 - 08 Lucayan Beach/Pepsi/Radio Ritmo Promotion/Freeport

08 - 13 CTC-15/Caracas, Venezuela

23 ADEVIH/Galaxy Tours Seminar/Miami

October

03 - 06 Fam trip to Nassau by Chile travel agents.

07 Start up Bacardi Breezers/Bahamas 8 week TV promotion/Miami.

09 - 16 AAVYT Convention/Buenos Aires, Argentina

17 - 19 KIEN Workshop/Buenos Aires, Argentina

November

19 - 22 VE Tours presentation/Madrid, Spain

December

01 - 31 Gear up for 1992, no promotions or travel due to budgetary restraints.

jcc  
1/8/92

*Carolinas 3*

EASYLINK 5888701A001 9JAN92 13:15/13:15 EST  
FROM: 62801653  
BAHAMA TOURIST OFFICE  
TO: 3054480532

BAHAMAS TOURIST OFFICE  
4801 INDEPENDENCE BLVD  
CHARLOTTE, NORTH CAROLINA  
28212  
PHONE (704) 532-1290  
FAX (704) 535-0403

FAX-MEMORANDUM

TO: MINISTRY OF TOURISM  
ATTN: DEPUTY PERMANENT SECRETARY  
FROM: DISTRICT MANAGER-CAROLINAS  
DATE: 91/10/29  
RE: U.S. JUSTICE DEPARTMENT  
MS. MC CARTNEY

AS PER YOUR MEMO DATED DEC 24, 1991 REGARDING THE ABOVE,  
I HAVE LISTED MY ACTIVITIES FOR JULY - DECEMBER, 1991.

- JULY SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP NASSAU  
CAROLINA EXPRESS BREAKFAST SEMINARS,  
COLUMBIA, CHARLOTTE, RALEIGH, & GREENSBORO
- AUGUST SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP NASSAU  
TRAVEL AGENTS OF THE CAROLINAS  
CONVENTION (JAMAICA)
- SEPT. SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP NASSAU
- OCT. SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP NASSAU  
NATIONAL TRADE SHOWS CHARLOTTE AND RALEIGH
- NOV. SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP SPANISH WELLS  
PAL TRAVEL SHOWS RALEIGH, GREENSBORO &  
CHARLOTTE  
FAM TRIP NASSAU
- DEC. SALES CALLS NORTH AND SOUTH CAROLINA  
FAM TRIP NASSAU

SHOULD YOU HAVE ANY QUESTIONS, JUST GIVE ME A CALL.

REGARDS,  
RALPH LOVETT

CC: AREA MANAGER - SOUTH



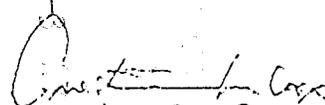
## BAHAMAS TOURIST OFFICE

255 ALHAMBRA CIRCLE, SUITE 4  
CORAL GABLES, FLORIDA 33134  
TELEPHONE (305) 442-1667

### 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 operation in such cases.

If you need additional information please let me know.

  
Ernestine L. Cox  
Sr. Ass't General Manager-Finance



IT'S BETTER IN THE BAHAMAS!



TO: RENEE MAYERS

FROM: MARY CARROLL

TOTAL CASH RECEIPTS/JULY - DECEMBER, 1991

JULY	\$ 368,216.90
AUGUST	131,223.81
SEPTEMBER	284,919.06
OCTOBER	144,475.93
NOVEMBER	74,829.46
DECEMBER	68,145.25
	<hr/>
	\$1,071,810.41
	<hr/> <hr/>

URGENT

Report Of U.S. Offices Half - Year Expenditure

Insert 16(A)

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Nat. Headquarters

	Expenditure
Salaries And Allowances.....	81,396.34
Health Insurance And Pension.....	.00
Travel Allowances And Subsistence.....	1,631.58
Telephone And Communication Services..	7,276.09
Rentals.....	93,053.15
Printing And Reproduction.....	207.59
Repairs And Maintenance.....	50.04
Fees And Professional Services.....	967.97
Office Supplies.....	2,239.16
Hospitality And Entertainment.....	62.14
Office Total-->	186,884.06

92 MAR -3 47:52

RECEIVED  
MAR 12 1992

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

## BTO: Support Services

	Expenditure
Salaries And Allowances.....	42,081.24
Travel Allowances And Subsistence.....	974.75
Telephone And Communication Services..	24,115.50
Rentals.....	4,494.15
Printing And Reproduction.....	610.10
Repairs And Maintenance.....	49.98
Fees And Professional Services.....	68.84
Office Supplies.....	601.93
Hospitality And Entertainment.....	234.58-
Office Total(--->	72,761.91

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Southern Area

	Expenditure
Salaries And Allowances.....	29,858.14
Travel Allowances And Subsistence.....	4,551.96
Telephone And Communication Services..	4,221.76
Rentals.....	1,610.09
Printing And Reproduction.....	55.84
Repairs And Maintenance.....	.00
Fees And Professional Services.....	432.07
Office Supplies.....	368.39
Hospitality And Entertainment.....	234.60
Office Total-----)	41,332.85

Bahamas Government - Ministry Of Tourism  
Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BFO: Groups

	Expenditure
Salaries And Allowances.....	50,791.83
Travel Allowances And Subsistence.....	7,153.64
Telephone And Communication Services..	9,420.58
Rentals.....	2,226.88
Printing And Reproduction.....	77.50
Repairs And Maintenance.....	.00
Fees And Professional Services.....	4,403.04
Office Supplies.....	601.39
Hospitality And Entertainment.....	2,567.22
Office Total---->	77,242.07

Report - US6010 - Bahamas Government - Ministry Of Tourism Page  
Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO: Data Processing

	Expenditure
Salaries And Allowances.....	7,484.52
Travel Allowances And Subsistence.....	2,966.03
Telephone And Communication Services..	5,044.14
Rentals.....	367.99
Fees And Professional Services.....	3,096.47
Office Supplies.....	2,742.14
Hospitality And Entertainment.....	75.21
Office Total-->	21,776.50

Report - USG010 Bahamas Government - Ministry Of Tourism Page  
Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO: Eastern Area

	Expenditure
Salaries And Allowances.....	57,569.40
Travel Allowances And Subsistence.....	13,367.28
Telephone And Communication Services..	11,896.74
Rentals.....	1,109.56
Printing And Reproduction.....	1,122.97
Fees And Professional Services.....	2,016.44
Office Supplies.....	695.39
Hospitality And Entertainment.....	543.24
Office Total-->	88,321.02

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 Report Of U.S. Offices Half - Year Expenditure  
 Expressed In United States Dollars  
 For The Half Year Ended 31/12/91

HTO: Western Area

	Expenditure
Salaries And Allowances.....	31,929.67
Travel Allowances And Subsistence.....	5,246.10
Telephone And Communication Services..	1,857.63
Rentals.....	350.00
Repairs And Maintenance.....	.00
Fees And Professional Services.....	740.34
Office Supplies.....	334.87
Hospitality And Entertainment.....	612.29
Office Total-->	41,070.90

Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO1 Midwest Area

	Expenditure
Salaries And Allowances.....	47,864.38
Travel Allowances And Subsistence.....	12,120.51
Telephone And Communication Services..	9,142.98
Rentals.....	1,150.49
Printing And Reproduction.....	195.44
Fees And Professional Services.....	2,085.17
Office Supplies.....	286.46
Hospitality And Entertainment.....	2,528.10
Office Total---->	75,373.53

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

KTO: Boston

	Expenditure
Salaries And Allowances.....	54,903.41
Travel Allowances And Subsistence.....	5,111.43
Telephone And Communication Services..	9,669.29
Rentals.....	24,191.31
Printing And Reproduction.....	.00
Repairs And Maintenance.....	.00
Fees And Professional Services.....	1,042.95
Office Supplies.....	901.46
Hospitality And Entertainment.....	2,452.06
Office Total----->	98,271.91

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Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO: Chicago

	Expenditure
Salaries And Allowances.....	75,354.82
Travel Allowances And Subsistence.....	15,743.43
Telephone And Communication Services..	31,660.54
Rentals.....	63,140.56
Printing And Reproduction.....	1,399.59
Fees And Professional Services.....	3,733.54
Office Supplies.....	2,416.87
Hospitality And Entertainment.....	6,724.16
Office Total----->	200,173.51

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

ETO: Dallas

	Expenditure
Salaries And Allowances.....	72,048.82
Travel Allowances And Subsistence.....	6,620.65
Telephone And Communication Services..	9,850.87
Rentals.....	21,846.19
Printing And Reproduction.....	114.00
Repairs And Maintenance.....	.00
Fees And Professional Services.....	2,402.81
Office Supplies.....	541.07
Hospitality And Entertainment.....	249.03
Office Total----->	113,673.44

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Atlanta

	Expenditure
Salaries And Allowances.....	66,625.12
Travel Allowances And Subsistence.....	10,644.61
Telephone And Communication Services..	13,075.56
Rentals.....	20,522.87
Printing And Reproduction.....	.00
Repairs And Maintenance.....	.00
Fees And Professional Services.....	1,200.35
Office Supplies.....	1,389.73
Hospitality And Entertainment.....	1,331.70
Office Total-->	114,789.94

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

8101 Los Angeles

	Expenditure
Salaries And Allowances.....	71,751.26
Travel Allowances And Subsistence.....	12,781.92
Telephone And Communication Services..	9,898.95
Rentals.....	38,805.76
Printing And Reproduction.....	425.12
Repairs And Maintenance.....	250.00
Fees And Professional Services.....	742.94
Office Supplies.....	1,147.33
Hospitality And Entertainment.....	2,204.97
Office Total----->	138,006.27

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 Report Of U.S. Offices Half - Year Expenditure  
 Expressed In United States Dollars  
 For The Half Year Ended      31/12/91

BYO: Miami

	Expenditure
Salaries And Allowances.....	123,267.93
Travel Allowances And Subsistence.....	11,150.75
Telephone And Communication Services..	13,010.87
Rentals.....	5,941.83
Printing And Reproduction.....	736.37
Repairs And Maintenance.....	84.49
Fees And Professional Services.....	449.18
Office Supplies.....	994.80
Hospitality And Entertainment.....	2,233.38
Office Total----->	157,869.60

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

RTO1 New York

	Expenditure
Salaries And Allowances.....	131,346.20
Travel Allowances And Subsistence.....	26,773.44
Telephone And Communication Services..	28,770.50
Rentals.....	146,725.62
Printing And Reproduction.....	1,544.41
Repairs And Maintenance.....	169.86
Fees And Professional Services.....	4,801.86
Office Supplies.....	3,965.16
Hospitality And Entertainment.....	3,857.70
Office Total-----)	347,954.75

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Houston

	Expenditure
Salaries And Allowances.....	12,615.55
Travel Allowances And Subsistence.....	2,269.05
Telephone And Communication Services..	5,588.02
Rentals.....	12,723.23
Printing And Reproduction.....	64.90
Fees And Professional Services.....	341.40
Office Supplies.....	46.40
Hospitality And Entertainment.....	760.30
Office Total----->	34,408.85

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Washington

	Expenditure
Salaries And Allowances.....	96,030.40
Travel Allowances And Subsistence.....	12,578.54
Telephone And Communication Services..	18,487.94
Rentals.....	45,856.54
Printing And Reproduction.....	346.32
Fees And Professional Services.....	1,071.70
Office Supplies.....	1,012.58
Hospitality And Entertainment.....	1,843.09
Office Total-->	177,227.11

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Philadelphia

	Expenditure
Salaries And Allowances.....	32,209.95
Travel Allowances And Subsistence.....	8,066.06
Telephone And Communication Services..	11,160.90
Rentals.....	9,042.25
Printing And Reproduction.....	378.08
Fees And Professional Services.....	332.87
Office Supplies.....	1,074.37
Hospitality And Entertainment.....	713.53
Office Total----->	63,058.01

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Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO: Detroit

	Expenditure
Salaries And Allowances.....	46,163.24
Travel Allowances And Subsistence.....	8,378.52
Telephone And Communication Services..	11,618.09
Rentals.....	12,623.85
Printing And Reproduction.....	63.46
Fees And Professional Services.....	290.13
Office Supplies.....	682.86
Hospitality And Entertainment.....	973.28
Office Total-->	80,793.45

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: San Francisco

	Expenditure
Salaries And Allowances.....	16,904.87
Travel Allowances And Subsistence.....	2,171.76
Telephone And Communication Services..	6,105.58
Rentals.....	5,151.68
Printing And Reproduction.....	616.80
Fees And Professional Services.....	548.62
Office Supplies.....	135.71
Hospitality And Entertainment.....	1,143.15
Office Total--->	32,778.17

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Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

BTO: Denver

	Expenditure
Salaries And Allowances.....	3,467.21
Travel Allowances And Subsistence.....	544.30
Telephone And Communication Services..	827.76
Rentals.....	300.00
Hospitality And Entertainment.....	543.22
Office Total----->	5,682.49

## Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 31/12/91

BTO: Charlotte

	Expenditure
Salaries And Allowances.....	14,263.27
Travel Allowances And Subsistence.....	4,438.83
Telephone And Communication Services..	4,623.31
Rentals.....	2,178.00
Printing And Reproduction.....	152.31
Repairs And Maintenance.....	.00
Fees And Professional Services.....	273.43
Office Supplies.....	64.16
Hospitality And Entertainment.....	1,220.00
Office Total----->	27,213.25

Report - USG010 Bahamas Government - Ministry Of Tourism Page  
 Report Of U.S. Offices Half - Year Expenditure  
 Expressed In United States Dollars  
 For The Half Year Ended 31/12/91

BTO: Latin America

	Expenditure
Salaries And Allowances.....	32,568.30
Travel Allowances And Subsistence.....	7,973.16
Telephone And Communication Services..	4,986.26
Rentals.....	2,184.12
Printing And Reproduction.....	110.00
Repairs And Maintenance.....	.00
Fees And Professional Services.....	4,106.66
Office Supplies.....	411.85
Hospitality And Entertainment.....	6,336.99
Office Total----->	58,677.36

Report - USG010

Bahamas Government - Ministry Of Tourism  
Report Of U.S. Offices Half - Year Expenditure  
Expressed In United States Dollars  
For The Half Year Ended 31/12/91

Page

	Expenditure
United States Total-->	2,255,342.95