

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Black, Manafort, Stone & Kelly 211 N. Union Street, #300 Alexandria, VA 22314	2. Registration No. 3600
3. Name of foreign principal Embassy of Ecuador	4. Principal address of foreign principal 2535 15th Street, NW Washington, DC 20009

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

- Foreign government
- Foreign political party
- Foreign or  domestic organization: If either, check one of the following:
  - Partnership
  - Corporation
  - Association
  - Committee
  - Voluntary group
  - Other (specify) \_\_\_\_\_
- Individual—State his nationality \_\_\_\_\_

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

- a) Branch or agency represented by the registrant. Embassy
- b) Name and title of official with whom registrant deals. Ambassador Edgar Teran

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

- a) Principal address N/A
- b) Name and title of official with whom registrant deals.
- c) Principal aim

RECEIVED  
 DEPT. OF JUSTICE  
 CRIMINAL DIVISION  
 95 FEB 16 P 2:42  
 INTERNAL SECURITY  
 SECTION  
 REGISTRATION UNIT



8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Directed by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Financed by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes  No

Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes  No

---

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

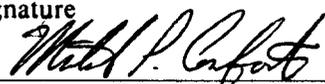
N/A

---

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

---

Date of Exhibit A February 16, 1995	Name and Title Michael P. Conforti Associate	Signature 
--	--	--

---

**INSTRUCTIONS:** A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

**Privacy Act Statement.** Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

**Public Reporting Burden.** Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
Black, Manafort, Stone & Kelly	Embassy of Ecuador

Check Appropriate Boxes:

- The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2.  There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3.  The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION  
FEB 16 P2:42

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

Registrant will provide counsel, advice and assistance to the foreign principal with respect to public relations and the development and implementation of various strategic plans relative to the Embassy's objectives.

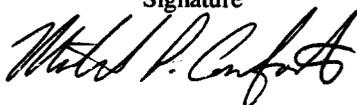
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant will provide counsel, advice and assistance to the foreign principal with respect to public relations and the development and implementation of various strategic plans relative to the Embassy's objectives.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes  No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

It is anticipated that the Registrant's activities will from time to time constitute "political activities" on behalf of the foreign principal. Such activities will be reported on the registrant's supplemental statements as required by FARA.

Date of Exhibit B	Name and Title	Signature
February 16, 1995	Michael P. Conforti Associate	

<sup>1</sup>Political activity as defined in Section 1(o) of the Act 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.



EMBAJADA DEL ECUADOR  
WASHINGTON, D.C.

**AGREEMENT**

By this Agreement entered into on the thirteenth day of February 1995, between Black, Manafort, Stone & Kelly Public Affairs Company, (hereinafter BMS & K), and the Embassy of Ecuador, (hereinafter Embassy), the Parties agree as follows:

1. **Scope of Employment.** BMS & K will provide professional services to the Embassy that will include the development and implementation of various strategic plans relative to the Embassy's objectives.
2. **Term.** This Agreement will continue in force on a month to month basis.
3. **Fees.** In return for the performance of the services outlined herein, Embassy agrees to compensate BMS & K \$5,000 U.S. per month. The first payment is due upon execution of this Agreement and each subsequent payment is due on the tenth day of each month.

In addition to such fees, Embassy will reimburse BMS & K for all extraordinary but necessary expenses including such expenses as travel, overseas telephone, and extensive copying. It is understood that these costs will be approved in advance by Embassy.

Further, the Embassy understands and agrees that if this Agreement should be terminated for any reason, payment of all expenses and fees earned to date shall be immediately due.

4. **Miscellaneous Provisions.**
  - A. **Use of Information by Third Parties.** BMS&K has no control over information once it has been issued to the media or another third party. BMS & K cannot assure the use of any material by any medium, print or electronic, nor the accuracy of what any third party publishes.
  - B. **Notice.** All notices provided for herein shall be sent by certified mail, postage pre-paid and addressed as follows:

RECEIVED  
DEPT. OF JUSTICE  
CRIMINAL DIVISION  
FEB 16 P 2:42



EMBAJADA DEL ECUADOR  
WASHINGTON, D.C.

To Consultants:

Black, Manafort, Stone & Kelly  
Public Affairs Company  
211 North Union Street  
3rd Floor  
Alexandria, Virginia 22314

To Embassy:

Ambassador Edgar Terán  
Embassy of Ecuador  
2535 15th Street, N.W.  
Washington, D.C. 20009

C. Government Law. This Agreement shall be governed by the Commonwealth of Virginia as to interpretation and performance.

IN WITNESS WHEREOF, the Parties hereto, by their respective and duly authorized officers, have hereunto set their names.

BLACK, MANAFORT, STONE & KELLY  
PUBLIC AFFAIRS COMPANY

By *Paul J. Manafort*  
Paul J. Manafort

EMBASSY OF ECUADOR

By *Edgar Terán*  
Edgar Terán