

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 Joan M. Medhurst 1208 Washington Drive Centerport, NY 11721	2. Registration No. 39496
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3. Name of foreign principal Ministry of Tourism Government of Anguilla	4. Principal address of foreign principal The Valley, Anguilla BWI
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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. Ministry of Tourism
- b) Name and title of official with whom registrant deals. Hon. Emile Gumbs, Chief Minister

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

- a) Principal address The Valley, Anguilla BWI
- b) Name and title of official with whom the registrant deals. Hon. Emile Gumbs, Chief Minister
- c) Principal aim Promote Anguilla as a tourist destination in the North American market

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

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OFFICE OF THE ATTORNEY GENERAL  
COMMERCIAL DIVISION

**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

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

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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.

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Date of Exhibit A	Name and Title	Signature
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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 duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Joan Medhurst Trading as Medhurst & Assoc., a Sole Proprietorship	Ministry of Tourism Government of Anguilla

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 two copies of the contract to this exhibit.
- 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 two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- The agreement or understanding between the registrant and 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.

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

Public Relations, Sales and Marketing Services in order to develop the travel product of Anguilla in the United States of America.

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 SECTION  
 REGISTRATION UNIT

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

1. Maintain and operate a Tourism Office for the Government of Anguilla in the United States of America.
2. Answer telephone and written inquiries from interested vacationers and travel agents, forwarding brochures and promotional material.
3. Attend Sales Meeting, Forums, etc.
4. Generally promote the Island as a tourist destination.

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.

Date of Exhibit B

Name and Title

Signature

<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.

# MEDHURST & ASSOCIATES

1208 WASHINGTON DRIVE  
CENTERPORT, N.Y. 11721  
(516) 673-0150

JAN 02 1987

12th December 1986

The Hon Emile R Gunbs  
Chief Minister and Minister of  
Tourism  
Office of the Chief Minister  
The Valley  
Anguilla  
B W I

Dear Chief Minister

At the invitation of the Government of Anguilla Medhurst & Associates submitted a proposal to serve as Anguilla's Public Relations and Marketing Representatives from 1st January 1987. This was covered by our letter dated 24th October 1986. We are now delighted to submit the following terms of an agreement between the Government and Medhurst & Associates:-

Medhurst & Associates (M & A) will represent the island of Anguilla (represented by the Department of Tourism) for a period of two years commencing 1st January 1987 in the United States and the Province of Ontario, Canada, in the fields of marketing, public relations, advertising and general tourism representation.

The services will be based on the proposal submitted on 24th October 1986, and will include close liaison with your appointed sales representatives in the USA and Canada, International Travel and Resorts Inc. (IIR). We understand that the Appendix A to that proposal is acceptable to the Government, but would point out that this is a framework to our efforts, and that our services may enlarge upon this framework.

The budget for this programme is agreed as follows:-

- a) For the period of two years commencing 1st January 1987 the retainer fee payable to M & A will be US\$24,000 per annum.
- b) Out of pocket expenses will not exceed US\$9,135 per annum for the first year (without the prior approval of the Government of Anguilla) but the out of pocket expenses for 1988 will be reviewed in December 1987 in the light of actual operating costs experienced in 1987.
- c) The retainer fee will be paid in 24 monthly instalments of US\$2,000, monthly in advance against presented invoices.
- d) Out of pocket expenses to a total of US\$9,135 in 1987 will be paid against presented invoices under the following heads:-

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i) Transportation - Domestic and International	US\$1,800
ii) Ground transfers - International	400
iii) Lodging etc - International	1,000
iv) Phone and telex	800
v) Mailings	1,500
vi) Photo Library update	300
vii) Clipping service	1,500
viii) Entertainment	1,000
ix) Contingency 10%	830
	<hr/>
	US\$9,135
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- e) This agreement will remain in force for a period of 24 months from 1st January 1987, and may be reviewed, renewed or cancelled by either party on 90 (ninety) days written notice before the end of the contractual period, 31st December 1988. If a cancellation option is exercised by the Government, any authorized but non-cancellable commitments by the Agency will be re-imbursed by Government.
- f) A written report will be submitted quarterly by M & A to the Government covering the scope of the contract.

M & A appreciates this opportunity to serve the Government of Anguilla, and assures the Government that it will use its best endeavours to enhance and extend the image of Anguilla as a tourism destination in the USA and Ontario, Canada.

Yours sincerely

*Joan Medhurst*

Joan Medhurst  
President

ACCEPTED AND AGREED BY:

THE DEPARTMENT OF TOURISM  
ANGUILLA, B.W.I.

By:

*Emile R Gumbs*  
Emile R Gumbs

Date:

23/12/86

LEDHURST & ASSOCIATES

By:

*Joan Medhurst*  
Joan Medhurst

Date:

12/12/86