

For Six Month Period Ending 30 DEC 1997
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant: **Bermuda Department of Tourism** (b) Registration No. **00430**
- (c) Business Address(es) of Registrant: **310 Madison Avenue, Suite 201, New York, NY 10017**
44 School Street, Suite 1010, Boston, MA. 02108
150 North Wacker Drive, Suite 1070, Chicago, IL. 60606
245 Peachtree Centre Avenue NE, Suite 803, Atlanta GA. 30303

2. Has there been a change in the information previously furnished in connection with the following:

- (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 checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
- (c) Explain fully all changes, if any, indicated in items (a) and (b) above.

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IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.
Yes No

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

If no, please attach the required amendment.

CRIMINAL DIVISION
INTERNAL SECURITY SECTION
U.S. DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws 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.)

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

If yes, furnish the following information:

Name	Position	Date Connection Ended
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- (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes No

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

- (b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes No

If yes, furnish the following information:

Name	Position or connection	Date terminated
William K. Gutteridge	Regional Manager	12/31/1997

- (c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes No

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

II - FOREIGN PRINCIPAL

7. 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

8. Have you acquired any new foreign principal² during this 6 month reporting period?
Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

10. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A³ Yes No
Exhibit B⁴ Yes No

If no, please attach the required exhibit.

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

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

If no, please attach the required amendment.

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual 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 principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 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.

4 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.

III - ACTIVITIES

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11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement? Yes No

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

See Attached Report

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ 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.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to 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 7, 8, and 9 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 no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
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SEE ATTACHMENT SCHEDULE "A"

Total

(b) RECEIPTS - FUND RAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes No

If yes, have you filed an Exhibit D to your registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date _____.

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 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:

Name of foreign principal	Date received	Description of thing of value	Purpose
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^{6, 7} 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).)

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

⁹ 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 named in Items 7, 8, and 9 of this statement? Yes No

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

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

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.

Date	To Whom	Purpose	Amount
SEE ATTACHMENT SCHEUDLES 3 FOR LIST OF OPERATIONAL EXPENSES			

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes No

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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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 value¹¹ 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:

Date	Amount or thing of value	Name of political organization	Name of candidate
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10, 11 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.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
Yes No

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

17. Identify each such foreign principal.

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 informational materials?
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 informational materials include the use of any of the following:

- 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) TRAVEL AGENTS

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

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

Other (specify) TRAVEL AGENTS

21. What language was used in the informational materials:

- English
- Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes No

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4 (b) of the Act.

VI--EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Type or print name under each signature¹³)

January 28th 1998

Reginald T. Dillas

Reginald T. Dillas

On this day Jan 28, 1998, before me came Reginald T. Dillas, to me known, who resides at 310 Madison Ave., New York, N.Y.

Linda M. Mottele

M.
LINDA MOTTELER
Notary Public, State of New York
No. 01MO4930099
Qualified in Kings County 98
Commission Expires May 9, 19__

13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

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

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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 (Informational Materials - page 8 of Form CRM-154, formerly Form OBD-64-Supplemental Statement):

YES _____ or NO XXX

(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 XXX or NO _____

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

Reginald T. Dillas
Signature

1/28/98
Date

Reginal T. Dillas

Please type or print name of signatory on the line above

Director of Sales, N.A.

Title

On this day Jan 28, 1998, before me came Reginald T. Dillas, to me known, who resides at 310 Madison Ave., New York, N.Y.

LINDA MOTTELER
Notary Public, State of New York
No. 01MO4930099
Qualified in Kings County 98
Commission Expires May 9, 1998

Linda M. Mottelet

Tuesday, July 01, 1997 -- **Tuesday, July 01, 1997**

Hosted a Bermuda presentation to Atlanta Company Travel, Atlanta, GA., by Garth Peters. 7 agents attended. Literature disseminated.

Hosted a Bermuda presentation to Hallmark Travel, Buckhead, GA., by Garth Peters. 7 agents attended. Literature disseminated.

Wednesday, July 02, 1997 -- **Wednesday, July 02, 1997**

Hosted a Bermuda presentation to Age of Travel, Atlanta, GA., by Garth Peters. 9 agents attended. Literature disseminated.

Thursday, July 03, 1997 -- **Thursday, July 03, 1997**

Attended a trade show at Nikko Hotel in Atlanta, GA., by Garth Peters. 1200 people attended. Literature disseminated.

Tuesday, July 08, 1997 -- **Tuesday, July 08, 1997**

Hosted a Bermuda presentation to Sterling Travel, Atlanta, GA., by Garth Peters. 8 agents attended. Literature disseminated.

Wednesday, July 09, 1997 -- **Wednesday, July 09, 1997**

Hosted a Bermuda presentation to Destinations Travel, in Birmingham, AL., by Garth Peters. 8 agents attended. Literature disseminated.

Thursday, July 10, 1997

Participated in the American Airlines Travel Agent Picnic, High Meadow, Granby CT. by D.Tavares. 450 travel agents attended, literature disseminated.

Hosted a Bermuda presentation at AAA Travel, Roswell, GA., by Garth Peters. 5 agents attended. Literature disseminated.

Friday, July 11, 1997 -- **Friday, July 11, 1997**

Presented in-house presentation to International Travel & Tour, New York, NY. by J. Guishard. 36 agents, literature disseminated.

Hosted a Bermuda Presentation at American Airlines Reservation Center, Hartford, CT, by D. Tavares. 300 reservation agents attended, literature disseminated, video "Colours" shown.

Hosted a Bermuda presentation to GoGo Tours in Charlotte, NC., by Garth Peters. 8 agents attended. Literature disseminated.

Tuesday, July 15, 1997

Presented a Bermuda Educational Seminar at the Radisson Hotel, Indianapolis, IN by T. MacDonald. 18 travel agents attended, literature disseminated and video showed

Wednesday, July 16, 1997 -- **Wednesday, July 16, 1997**

Participated in Austin Travel Trade Show, North Shore Hospital, Glen Cove, NY. by P. Pitt. 150 people, literature disseminated.

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CONFIDENTIAL
COMMUNICATIONS SECTION

Thursday, July 17, 1997

Presented Educational Seminar at AAA Travel, Portland, ME by D. Adams.
8 travel agents attended, literature disseminated, slide presentation.

Tuesday, July 22, 1997- **Thursday, July 24, 1997**

Participated in Meeting World Conference & Exposition, New York Hilton Hotel, New York City by Mary Castro. 61 meeting planners and travel agents visited booth, literature disseminated.

Thursday, July 24, 1997

Presented a Bermuda Travel Agent Workshop at Angelica's, Middleton, MA by D. Adams and D. Tavares. 12 travel agents attended, literature disseminated, slide presentation.

Participated in BIX Race Trade Show, Davenport Convention Center, Davenport, IA by T. MacDonald. 1500 people attended, literature disseminated and video shown..

Friday, July 25, 1997- **Friday, July 25, 1997**

Hosted a Bermuda presentation to Carry Me Away Travel in Hollywood, FL., by Marshalle Hale. 5 agents attended. Literature disseminated.

Saturday, July 26, 1997- **Tuesday, July 29, 1997**

Participated in ASAE Annual Meeting & Exposition, McCormick Place Convention Center, Chicago, IL by Mary Castro. 105 executives visited booth, literature disseminated.

Saturday, August 02, 1997- **Saturday, August 02, 1997**

Attended a trade show at Dupont Hotel in Wilmington, Del. by G. Peters & J. Welch. 140 agents attended. Literature disseminated.

Monday, August 04, 1997

Presented a Bermuda Educational Seminar at the Westin O'Hare, Rosemont, IL by L. Woolridge & T. MacDonald. 74 travel agents attended, literature disseminated.

Tuesday, August 05, 1997- **Tuesday, August 05, 1997**

Presented Bermuda Seminar at Hyatt in Greenville, SC, by Garth Peters. 260 agents attended. Literature disseminated.

Hosted a Bermuda Presentation at Wyndham Hotel in Charlotte, NC by Garth Peters.
110 Attended. Literature disseminated.

Wednesday, August 06, 1997

Presented a Bermuda Educational Seminar at the Ritz Carlton, Cleveland, OH by L. Woolridge & T. MacDonald. 50 travel agents in attended, literature disseminated.

Thursday, August 07, 1997

Hosted a Bermuda Educational Seminar at First Discount Travel, Bangor, ME by D.Adams. 6 travel agents attended, literature disseminated, slide presentation.

Thursday, August 07, 1997

Presented a Bermuda Educational Seminar at the Fairlane Club, Dearborn, MI by T. MacDonald. 48 travel agents in attended, literature disseminated.

Monday, August 11, 1997

Presented a Bermuda Educational Seminar at the Sheraton Bradley Hotel, Windsor Locks. CT by R.T. Dillas, D.Adams, D.Tavares. 108 travel agents attended, literature disseminated, video shown.

Tuesday, August 12, 1997

Presented a Bermuda Educational Seminar at the Newton Marriott, Newton, MA by R.T.Dillas, D.Adams, D.Tavares. 144 travel agents attended, literature disseminated, video shown.

Wednesday, August 13, 1997

Presented a Bermuda Educational Seminar at the Holiday Inn, Taunton, MA by R.T.Dillas, D.Adams, D.Tavares. 54 travel agents attended, literature disseminated, video shown.

Thursday, August 14, 1997

Presented a Bermuda Educational Seminar at the Nashua Marriott, Nashua, NH by R.T.Dillas, D. Adams, D.Tavares. 60 travel agents attended, literature disseminated, video shown.

Tuesday, August 19, 1997-- **Tuesday, August 19, 1997**

Presented In-house presentation to Liberty Travel agents, Liberty Training Center, Ramsey, NJ. by J. Guishard 75 agents, literature disseminated.

Presented a Bermuda Educational Seminar at the Travel New England School, Cambridge, MA by D. Adams. 12 student travel agents attended, literature disseminated, slide presentation.

Thursday, August 21, 1997-- **Thursday, August 21, 1997**

Participated in Austin Travel Trade Show, Manhasset, NY. by P.Pitt 300 people, literature disseminated.

Tuesday, August 26, 1997-- **Tuesday, August 26, 1997**

Presented Bermuda seminar at the J.W. Marriott in Atlanta, GA., by G. Peters & J. Welch. 102 agents attended. Literature disseminated.

Wednesday, August 27, 1997-- **Wednesday, August 27, 1997**

Presented Bermuda Seminar at the North Raleigh Hilton, in Raleigh, NC., by J. Welch & G. Peters. 78 agents attended. Literature disseminated.

Thursday, August 28, 1997-- **Thursday, August 28, 1997**

Presented Bermuda Seminar at Marriott Westshore in Tampa, FL., by M Hale & G. Peters. 52 agents attended. Literature disseminated.

Wednesday, September 03, 1997 -- **Thursday, September 04, 1997**

Participated in Affordable Meetings Exposition & Conference, Washington D.C. Convention Center, Washington, DC by Karin Darrell. 100 meeting planners and travel agents visited booth, literature disseminated.

Monday, September 08, 1997 -- **Monday, September 08, 1997**

Hosted an educational seminar at Uniglobe Creative Travel in Tampa, FL., by Marshalle Hale. 10 agents attended. Literature disseminated.

Wednesday, September 10, 1997 -- **Friday, September 12, 1997**

Participated in the Congressional Black Caucus Foundation Trade Show at the Washington Convention Center, Washington, D.C. by M. Outerbridge. Literature disseminated.

Friday, September 12, 1997 -- **Sunday, September 14, 1997**

Participated in the Black Caucus Travel Show at the Convention Center, Washington D.C. by D. Adams. 4,000 consumers attended, literature disseminated.

Tuesday, September 16, 1997 -- **Tuesday, September 16, 1997**

Presented a Bermuda Educational Seminar at the Marriott Bethesda, Bethesda, MD. by M. Outerbridge 57 agents, literature disseminated.

Wednesday, September 17, 1997 -- **Wednesday, September 17, 1997**

Participated in MPI International Education Day, Marriott World Trade Center, New York City by Mary Castro. 14 meeting planners visited booth, literature disseminated.

Presented Bermuda Educational Seminar at the Philadelphia Marriott West, Conshocken, PA. by M. Outerbridge 23 agents, literature disseminated.

Monday, September 22, 1997

Participated in the Delta Dream Vacations Trade Show at the Radisson Hotel, Cromwell, CT by D. Tavares. 250 travel agents attended, literature disseminated.

Tuesday, September 23, 1997 -- **Tuesday, September 23, 1997**

Presented Bermuda Educational Workshop at the Syracuse Marriott, Syracuse, NY by P. Pitt 22 people attended, literature disseminated.

Hosted a Bermuda Night at AAA Travel, Augusta, ME, by D. Adams. 7 consumers attended, literature disseminated.

Wednesday, September 24, 1997 -- **Wednesday, September 24, 1997**

Presented Bermuda Educational Seminar at the Holbrook Country Club. Holbrook, NY. by P. Pitt 88 people attended, literature disseminated.

Participated in the Pearson Travel Expo held at the Radisson Hotel, Warwick, RI by D. Tavares. 150 consumers attended, literature disseminated.

Thursday, September 25, 1997 — **Thursday, September 25, 1997**

Presented Bermuda Educational Seminar at The Inn at Longshore, Westport, CT. by P. Pitt, 71 people attended, literature disseminated.

Participated in the Delta Dream Vacations Trade Show, Cincinnati Marriott, Cincinnati, OH by L. Woolridge. 110 people attended, literature disseminated.

Participated in Star Tribune trade show, Minneapolis Convention Center, Minneapolis, MN by T. MacDonald. 1,800 people attended, literature disseminated.

Monday, September 29, 1997

Participated in the Boston Globe Trade Show at the Marriott Hote, Burlington, MA by D. Tavares. 300 travel agents attended, literature disseminated.

Hosted Bermuda Presentation to Travel Center by Jerry Welch. 13 agents attended. Literature disseminated.

Attended Delta Dream Show in Atlanta at the Westin North Hotel by Garth Peters. 175 agents attended. Literature disseminated.

Attended a Delta Dream trade show at the Westin North Hotel in Atlanta, GA, by Garth Peters. 175 agents attended. Literature disseminated.

Tuesday, September 30, 1997

Participated in the Delta Dream Vacations Trade Show at the Marriott Copley Place, Boston, MA by D. Adams. 300 travel agents attended, literature disseminated.

Monday, October 06, 1997 — **Wednesday, October 08, 1997**

Participated in I.T. & M.E. Show, McCormick Place North, Chicago, IL by Karin Darrell, Mary Castro and Dianne Carlson. 208 meeting planners and travel agents visited booth, literature disseminated.

Tuesday, October 07, 1997 — **Tuesday, October 07, 1997**

Participated in the Pittsburgh Travel Show, Pittsburgh Convention Center, Pittsburgh, PA. by J. Guishard. 400 agents attended, literature disseminated.

Wednesday, October 15, 1997

Hosted a Bermuda Night at Perkins Travel, New Britain, CT by D. Tavares. 50 consumers attended, literature disseminated.

Saturday, October 18, 1997 — **Saturday, October 18, 1997**

Participated in the Van Zile Travel Show at the Riverside Convention Center, Rochester, NY. by Patti Pitt 500 people attended, literature disseminated.

Monday, October 20, 1997 — **Monday, October 20, 1997**

Participated in the Travel Impressions Travel Show, Long Island Marriott, Uniondale, NY. by Patti Pitt 250 people attended, literature disseminated.

Participated in the Hudson Valley ASTA Trade Show, Westchester Marriott, Tarrytown, NY. by Patti Pitt, 200 people attended, literature disseminated.

Monday, October 20, 1997 — **Monday, October 20, 1997**

Participated in the TNT Trade Show at the Biltmore Hotel, Providence, RI by D. Tavares. 200 travel agents attended, literature disseminated.

Wednesday, October 22, 1997 — **Wednesday, October 22, 1997**

Participated in the Travel Impressions Trade Show at the Twelve Caesars Ballroom, Philadelphia, PA. by M. Outerbridge. 350 agents, literature disseminated.

Participated in the TNT Trade Show at the Crowne Plaza, Worcester, MA by D. Tavares. 150 travel agents attended, literature disseminated.

Participated in St. Louis Post Dispatch Trade Show, Frontenac Hilton, St. Louis, MO by T. MacDonald. 200 people attended, literature disseminated.

Thursday, October 23, 1997 — **Thursday, October 23, 1997**

Presented in-house presentation to Liberty Travel agents, Liberty Training Center, Ramsey, NJ. by Patti Pitt. 30 agents, literature disseminated.

Monday, October 27, 1997 — **Monday, October 27, 1997**

Participated in the Long Island ASTA Travel Show, Melville Marriott, Melville, NY. by Patti Pitt. 150 people attended, literature disseminated.

Tuesday, October 28, 1997

Participated in the ASTA Trade Show, Holiday Inn, Portland, ME by D. Adams. 270 travel agents attended, literature disseminated.

Wednesday, November 05, 1997 — **Wednesday, November 05, 1997**

Participated in USAirways Vacations Trade Show, Adams Mark Hotel, Philadelphia, PA. by M. Outerbridge, 600 agents attended, literature disseminated.

Presented an Educational Seminar at the New Hampshire Technical Institute, Concord, N.H. by D. Adams. 17 Travel Students attended, literature disseminated, slide presentation.

Participated in the Milne Travel Night at the Elks Hall, Barre, VT by D. Tavares. 600 consumers attended, literature disseminated.

Thursday, November 06, 1997

Attended the Vermont Society of Travel Agents Trade Show at the Sheraton Hotel, Burlington, VT by D. Tavares. 200 travel agents attended, literature disseminated.

Attended trade show at Quality Inn in Port Richey, FL., by Marshalle Hale. 75 consumers attended. Literature disseminated.

Tuesday, November 11, 1997

Participated in M.A.S.T. Trade Show, Holiday Inn O'Hare, Rosemont, IL by T. MacDonald. 200 people attended, literature disseminated.

Wednesday, November 12, 1997 -- **Sunday, November 16, 1997**

Participated in National Coalition of Black Meeting Planners Conference, Minneapolis Marriott City Center, Minneapolis, MN by Karin Darrell. 72 meeting planners visited booth, literature disseminated.

Participated in the Connecticut ASTA Trade Show, Sante's Manor, Milford, CT by D.Tavares. 250 travel agents attended, literature disseminated.

Thursday, November 20, 1997

Presented a Bermuda Educational Seminar at Liberty/GoGo Training Center, Mahwah, NJ by D. Adams. 35 travel agents attended, literature disseminated.

Friday, November 21, 1997 -- **Friday, November 21, 1997**

Hosted a Bermuda presentation to Four Seasons Travel in Atlanta, GA, by Garth Peters. 4 agents attended. Literature disseminated.

Hosted Bermuda presentation at Four Seasons Travel in Atlanta, GA., by Garth Peters. 4 agents attended. Literature disseminated.

Tuesday, December 16, 1997 -- **Tuesday, December 16, 1997**

Presented In-house seminar for GoGo Tours, Ramsey, NJ. by J. Guishard
30 agents, literature disseminated.

SCHEDULES A & B - ATLANTA OFFICE
JULY 1, - DECEMBER 31, 1997

023794

SCHEDULE "A"

OPENING BALANCE JULY 1, 1997	\$52,519.00
FUNDS RECEIVED FROM BERMUDA	\$194,445.00

\$246,964.00

SCHEDULE "B"

SALARIES	\$1,850.00
OTHER PERSONNEL COSTS	\$22,697.00
TRAVEL & ENTERTAINMENT	\$54,994.00
TELEPHONE/POSTAGE/SHIPPING	\$24,384.00
PROFESSIONAL SERVICES	\$24,006.00
MEMBERSHIP FEES	\$1,464.00
OFFICE & EQUIPMENT RENTALS	\$18,697.00
OFFICE & EQUIPMENT REPAIRS	\$863.00
INSURANCE	\$0.00
ELECTRICITY	\$108.00
SUPPLIES & EQUIPMENT	\$3,308.00
SPECIAL SALES PROMOTIONS	\$7,333.00
PRINTING	\$1,288.00

\$160,992.00

CLOSING BALANCE DECEMBER 31, 1997

\$85,972.00

SCHEDULES A & B - BOSTON OFFICE
JULY 1 - DECEMBER 31, 1997

SCHEDULE "A"

OPENING BALANCE JULY 1, 1997	\$36,887.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$161,756.00</u>	
		\$198,643.00

SCHEDULE "B"

SALARIES	\$4,126.00	
OTHER PERSONNEL COSTS	\$14,435.00	
TRAVEL & ENTERTAINMENT	\$38,491.00	
TELEPHONE/POSTAGE/SHIPPING	\$20,971.00	
PROFESSIONAL SERVICES	\$14,481.00	
MEMBERSHIP FEES	\$585.00	
OFFICE & EQUIPMENT RENTALS	\$20,326.00	
OFFICE & EQUIPMENT REPAIRS	\$1,051.00	
OFFICE & PROPERTY INSURANCE	\$848.00	
ELECTRICITY	\$1,493.00	
SUPPLIES & EQUIPMENT	\$456.00	
SPECIAL SALES PROMOTIONS	\$14,764.00	
PRINTING	\$26.00	
		\$132,027.00

CLOSING BALANCE DECEMBER 31, 1997		\$66,616.00
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SCHEDULES A & B - CHICAGO OFFICE
JULY 1 - DECEMBER 31, 1997

SCHEDULE "A"

OPENING BALANCE JULY 1, 1997	\$22,662.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$154,354.00</u>	
		\$177,016.00

SCHEDULE "B"

SALARIES	\$591.00	
OTHER PERSONNEL COSTS	\$13,937.00	
TRAVEL & ENTERTAINMENT	\$42,651.00	
TELEPHONE/POSTAGE/SHIPPING	\$20,661.00	
PROFESSIONAL SERVICES	\$17,887.00	
MEMBERSHIP FEES	\$320.00	
OFFICE & EQUIPMENT RENTALS	\$8,650.00	
OFFICE & EQUIPMENT REPAIRS	\$3,022.00	
OFFICE & PROPERTY INSURANCE	\$732.00	
ELECTRICITY	\$560.00	
SUPPLIES & EQUIPMENT	(\$3,916.00)	
SPECIAL SALES PROMOTIONS	\$2,939.00	
PRINTING	\$12,812.00	
		<u>\$120,846.00</u>
CLOSING BALANCE DECEMBER 31, 1997		\$56,170.00

**SCHEDULES A & B - NEW YORK OFFICE
JULY 1 - DECEMBER 31, 1997**

SCHEDULE "A"

OPENING BALANCE JULY 1, 1997	\$380,974.00	
FUNDS RECEIVED FROM BERMUDA	\$1,248,085.00	\$1,629,059.00

SCHEDULE "B"

SALARIES	\$18,157.00	
OTHER PERSONNEL COSTS	\$108,111.00	
TRAVEL & ENTERTAINMENT	\$86,152.00	
TELEPHONE/POSTAGE/SHIPPING	\$140,242.00	
PROFESSIONAL SERVICES	\$371,610.00	
MEMBERSHIP FEES	\$4,425.00	
OFFICE & EQUIPMENT RENTALS	\$81,741.00	
OFFICE & EQUIPMENT REPAIRS	\$4,869.00	
INSURANCE	(\$5,955.00)	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$25,644.00	
SPECIAL SALES PROMOTIONS	\$95,161.00	
PRINTING	\$9,800.00	\$939,957.00
CLOSING BALANCE DECEMBER 31, 1997		\$689,102.00



Bermuda

Department of Tourism

PUBLICATIONS DISTRIBUTED BY THE BERMUDA DEPARTMENT OF TOURISM

JULY - DECEMBER 1997

	Publications	Prepared & Printed By
78,320	Where To Stay In Bermuda	ACME Press, MA.
41,375	Bermuda Nov-March Brochure	PBM Graphics, NC
53,020	Travel Tips	Island Press, Bermuda
30,435	Bermuda Golf Guide	ACME Press, MA
23,200	Summer Rate Sheets	Island Press, Bermuda
48,905	Fall to Spring Rate Sheets	Island Press, Bermuda
8,788	Bermuda Blue Books	Bermuda Press, Bermuda
89,990	Handy Reference Map	Bermuda Press, Bermuda
5,225	Bermuda Festival Brochure	Island Press, Bermuda
33,136	Bermuda Sand Bags	Kinney Associates, NJ
200	Map Posters	Allan O'Keefe Group, CT
540	Golf Posters	Allan O'Keefe Group, CT
340	Tennis Posters	Allan O'Keefe Group, CT
1,200	Bermuda Beach Posters	ACME Press, MA
100	Flora & Fauna Poster	Aardvark, Canada
48,000	Bermuda Shell Brochures	Island Press, Bermuda
8,500	Bermuda Letterheads	Sims Brecher Service, NY
123	Bermuda Window Displays	Allan O'Keefe Group, CT
3,427	Group & Incentive Sales Kits	DDB Needham, NY
29,971	Bermuda Secrets	Bermuda Press, Bermuda
22,000	Bermuda Postcards	Island Press, Bermuda
16,455	Bermuda Plastic Bags	Amco Plastics, NY
42,735	Important Notice Flyers	Metro Seliger Industries, NY
29,835	Bermuda Wedding & Honeymoon Guide	Bridal Guide, NY
13,585	Bermuda Family Guide	Lane Press, Canada
18,550	Nov-Mar Travel Agents Guide	Island Press, Bermuda



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44,570	What To Do Rate Sheet	Bermuda Press, Bermuda
96,025	What To Do In Bermuda	Aadvark, Canada
3,600	Inns of Bermuda	Porter Novelli, NY
1,300	Calendar of Events	Bermuda Press, Bermuda
200	Natural & Cultural Heritage Guide	Bermuda Press, Bermuda
5,740	Where to Dive	Rodales Scuba Mag, NY
3,600	Dive Guide & Shipwreck Prog.	Skin Dive Mag. NY
440	Snorkeling Poster	ACME Press, MA
240	Family Poster	ACME Press, MA.

