

For Six Month Period Ending DEC 31 2002  
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant (b) Registration No. 430

BERMUDA DEPARTMENT OF TOURISM

(c) Business Address(es) of Registrant

205 E. 42nd Street, 16th Floor, New York, NY 10017  
1420 New York Avenue, Suite 810, Washington, DC 20005  
184 High Street, 4th Floor, Boston, MA 02110  
~~245 Peachtree Center 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  No
  - (2) Citizenship Yes  No
  - (3) Occupation Yes  No

- (b) If an organization:
  - (1) Name Yes  No
  - (2) Ownership or control Yes  No
  - (3) Branch offices Yes  No

(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 C<sup>1</sup>, 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.

<sup>1</sup> 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.)

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
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(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
Floyd Eugene Smart	917 E. Golf Road Arlington Heights IL, 60005	British	Assistant Field Marketing Manager - Mid-West	10/7/2002

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.

(SEE ATTACHED SHEET)

**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 principal<sup>2</sup> 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 principals<sup>2</sup> whom you continued to represent during the 6 month reporting period.

**GOVERNMENT OF BERMUDA, BERMUDA DEPARTMENT OF TOURISM**

10. **EXHIBITS A AND B**

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

Exhibit A<sup>3</sup> Yes  No

Exhibit B<sup>4</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 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.

<sup>2</sup> 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.)

<sup>3</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>4</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.

**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 LIST OF ACTIVITIES ATTACHED)

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>5</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>5</sup> 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, 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 [X] No [ ]

If no, explain why.

(SEE LIST OF SHEETS ATTACHED)

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies<sup>6</sup>

Date	From Whom	Purpose	Amount
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(SEE LIST OF SHEETS ATTACHED)

\_\_\_\_\_  
Total

(b) RECEIPTS - FUND RASING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign<sup>7</sup>, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes [ ] No [X]

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 value<sup>9</sup> 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 [X]

If yes, furnish the following information:

Name of foreign principal	Date received	Description of thing of value	Purpose
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<sup>6, 7</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>8</sup> 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.

<sup>9</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.

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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 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
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(SEE SCHEDULE OF OPERATIONAL EXPENSES ATTACHED)

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Total

**(b) DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value<sup>10</sup> 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 value<sup>11</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:

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 materials<sup>12</sup>?  
Yes  No

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

17. Identify each such foreign principal.

GOVERNMENT OF BERMUDA, BERMUDA DEPARTMENT OF TOURISM

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.

(SEE LIST OF SHEETS ATTACHED)

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

<sup>12</sup> 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.

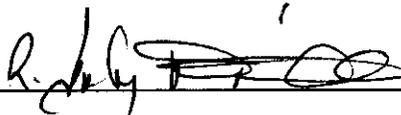
**VI--EXECUTION**

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)

1/28/03

(Type or print name under each signature<sup>13</sup>)



DIRECTOR OF SALES, N.A.

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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

**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  X  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  X

(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.)

R. Toby Dillas  
Signature

1/28/03  
Date

R. TOBY DILLAS  
Please type or print name of  
signatory on the line above

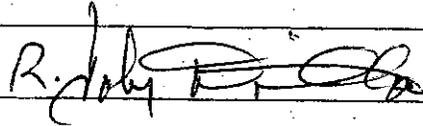
DIRECTOR OF SALES, N.A.  
Title

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SECTION B

In addition to those persons listed in Section A, list below all current employees rendering services directly on behalf of the foreign principal(s) who have not as yet filed short-form registration statements. (Do not list clerks, secretaries, typists or employees in a similar or related capacity. If there is some question as to whether an employee has an obligation to file a short-form, please address a letter to us describing the activities and connection with the foreign principal.)

Name	Function	Date Hired
WILLIAM GLENN BEAN	REGIONAL MANAGER	MAY 1988
MARY ROSETTA CASTRO	ACCOUNT EXECUTIVE	JUNE 1994
FLOYD EUGENE SMART	ASSITANT FIELD MARKETING MANAGER - MID - WEST	OCTOBER 2002

Signature: 

Date: JANUARY 23, 2003

Title: DIRECTOR OF SALES, N.A.

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# Bermuda

Department of Tourism

(11)

Prime concern will be in the dissemination of information and descriptive folders relative to Tourism in Bermuda. This is done by personal sales calls, mail and telephone inquiries with travel agents, airlines, commercial firms and individuals. There is also occasional need for oral presentations to interested groups in the above-mentioned categories. This position also requires the writer to make occasional trips to Bermuda for both orientation and Departmental meetings.

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**Monday, July 01, 2002**

Attended Inaugural U S Airways Flight to Bermuda. in attendance were 10 Travel Agency Owner/Managers, 4 Travel Writers, 3 U S Airway Sales Representatives, W. Glenn Bean and C. Michael Outerbridge

Hosted a Seminar at Marriott Hotel, Richmond, Va. July 23 & 24th, 2002. Total of 23 Travel Aents attended, literature disseminated. G. Bean

Participated in CTO Trade Show, Arlington, VA. 50 Travel Agents attended, literature disseminated. M. Outerbridge

Hosted 10 U S Airways Top Owners Fam., Grotto Bay, Bermuda by M. Outerbridge. Literature disseminated.

Hosted Sales Seminar, Marriott Richmond West Hotel by M. Outerbridge. 23 Travel Consultants in attendance. Literature disseminated.

Participated in C.T.O. Dinner Meeting with anglo Mikes, Alexandria, Va. 50 people in attendance, 50 kits disseminated.

**Tuesday, July 02, 2002**

Presented a Bermuda Specialist Training Presentation at DiVirgilio Cruise & Tours, Lynn, MA, by T. MacDonald. 5 travel agents attended, literature disseminated, video shown.

**Wednesday, July 10, 2002 -- Wednesday, July 10, 2002**

Presented an in-house presentation at AAA Travel, Phillipsburg, NJ by Z. Edwards. 5 travel agents attended, literature disseminated

**Thursday, July 11, 2002 -- Thursday, July 11, 2002**

Hosted a Bermuda Presentation to Woodlake Travel by C. Edwards. 4 people attended, literature disseminated

**Wednesday, July 24, 2002 -- Wednesday, July 24, 2002**

Hosted a Bermuda Presentation to Strong Travel by C. Edwards. 8 people attended, literature disseminated

**Friday, July 26, 2002 -- Wednesday, July 31, 2002**

Attended the National Urban League Conference, Los Angeles, CA by P. Pitt. 2000 people attended, literature disseminated

**Monday, July 29, 2002 -- Thursday, August 01, 2002**

Participated in National Trade Show, Los Angeles Convention Center, Los Angeles, CA by M. Smith. 2000 people attended, literature disseminated

**Thursday, August 01, 2002**

Attended Virginia Wine Festival with Research Travel. M. Outerbrigde. 1,000 kits disseminated.

Attended Festival Pier, Pa with Travel Visions. 500 kits disseminated. M. Outerbridge & Z. Edwards

**Friday, August 02, 2002 -- Sunday, August 04, 2002**

Participated in the African World Festival, Milwaukee, WI by T. T. MacDonald and E. Dill. 20,000 consumers attended, literature disseminated.

**Wednesday, August 07, 2002 -- Wednesday, August 07, 2002**

Hosted a Bermuda Presentation to Main Street Travel by C. Edwards.  
8 people attended, literature disseminated

**Thursday, August 08, 2002 -- Thursday, August 08, 2002**

Presented an in-house presentation to Liberty Travel, Bayshore, NY by P. Pitt. 8 travel agents attended, literature disseminated

**Sunday, August 11, 2002 -- Sunday, August 11, 2002**

Hosted a Bermuda Afternoon Tea with Royal Holiday Travel, Glen Cove, NY by P. Pitt. 8 people attended, literature disseminated

**Tuesday, August 13, 2002 -- Tuesday, August 13, 2002**

Presented a Bermuda Educational Seminar at Maggianos Restaurant, Tampa, FL 33609 by M. Smith. 70 travel agents attended, literature disseminated

Hosted a Bermuda Presentation to Meridian Cruise & Travel by  
C. Edwards. 9 people attended, literature disseminated

**Wednesday, August 14, 2002 -- Wednesday, August 14, 2002**

Presented a Bermuda Educational Seminar at The Club House, Atlanta, GA  
by M. Smith & C. Edwards. 75 travel agents attended, literature disseminated

**Thursday, August 15, 2002 -- Thursday, August 15, 2002**

Presented a Bermuda Educational Seminar at The Wyndham Hotel, Dallas, TX by M. Smith & C. Edwards. 52 travel agents attended, literature disseminated

**Saturday, August 17, 2002 -- Tuesday, August 20, 2002**

ASAE Trade Show, Denver CO by Karin Darrell  
5,700 attendees, literature disseminated

**Monday, August 19, 2002**

Participated in Bridal Show with Boulevard Travel, Parsippany, NJ by B. Smith. 200 people attended, literature disseminated

**Tuesday, August 20, 2002 -- Tuesday, August 20, 2002**

Presented an In-House Presentation to Rich Worldwide Travel, Harrison, NY by P. Pitt. 18 people attended, literature disseminated

Hosted a Bermuda Presentation to AX Universal Travel by M. Smith.  
9 people attended, literature disseminated

**Tuesday, August 20, 2002 -- Tuesday, August 20, 2002**

**Thursday, August 22, 2002**

Participated in the Classic Custom Vacations Trade Show at Hawthorne by the Sea, Swampscott, MA by T. MacDonald. 40 travel agents attended literature disseminated.

**Monday, August 26, 2002 -- Wednesday, August 28, 2002**

Canadian Symposium, Toronto Ontario by Karin Darrell  
1,200 attendees, literature disseminated

**Tuesday, August 27, 2002 -- Tuesday, August 27, 2002**

Presented a Bermuda Educational Seminar at Hotel Derek, Houston, TX by C. Edwards. 31 people attended, literature disseminated

**Wednesday, August 28, 2002 -- Wednesday, August 28, 2002**

Presented a Bermuda Educational Seminar at the Lees Lakeside, Orlando, FL by M. Smith & C. Edwards. 62 travel agents attended, literature disseminated

Participated in National Trade Show, La Quinta Hotel, La Quinta, CA by M. Smith. 1500 people attended, literature disseminated

**Thursday, August 29, 2002**

Presented a Bermuda In-house seminar, Gullivers Travel, Pittsburgh, PA., by Z. Edwards. 6 agents, literature disseminated.

Presented a Bermuda In-house seminar, AAA West Penn, Pittsburgh, PA., by Z. Edwards. 5 agents, literature disseminated.

**Friday, August 30, 2002 -- Friday, August 30, 2002**

Participated in Consumer Coop Promotion with Travel Visions, Philadelphia, PA by Z. Edwards. 5000 consumers attended, literature disseminated

**Saturday, August 31, 2002 -- Tuesday, December 31, 2002**

Hosted a Sales Seminar at Town Point Club, Norfolk, Va. by M. Outerbridge. 43 Travel Consultants in attendance. Literature disseminated.

**Sunday, September 01, 2002 -- Monday, September 30, 2002**

Participated in Apple Vacation Trade Show, Cleveland, OH. by G. Bean. 150 kits disseminated.

Participated in National Trade Show Radisson Hotel, Cincinnati, OH by M. Outerbridge. 81 kits disseminated to Travel Agents.

Attended a Gogo Learning Seminar, Orlando, FL. M. Outerbridge and M. Smith. Literature disseminated.

Attended National Trade Show, Ramada Plaza Hotel, Columbus, OH. by M. Outerbridge. Disseminated literature to 110 Travel Agents

Attended National Trade Show, Hilton Hotel, Akron, OH. by M. Outerbridge. Literature disseminated to 100 Travel

**Sunday, September 01, 2002 -- Monday, September 30, 2002**

Consultants.

Hosted Bermuda Specialist Group, Fairmont Hamilton Princess by M. Outerbridge. 15 Travel Consultants attended.

**Tuesday, September 03, 2002**

Hosted a Bermuda Presentation at the New York Yacht Club, Newport, RI by T. MacDonald and E. Dill. 40 travel agents attended, literature disseminated.

**Wednesday, September 04, 2002 -- Thursday, September 05, 2002**

Affordable Meetings National - by Karin Darrell & Jerry Welch 800 - 1,000 attendees, literature disseminated.

**Monday, September 16, 2002**

Attended an Eastern Travel Agent Meeting, The Hilton, Harrisburg, PA. by Z. Edwards. 48 agents, literature disseminated.

**Wednesday, September 18, 2002 -- Wednesday, September 18, 2002**

Attended an Eastern Travel Agent Meeting, Allentown, PA., by Z. Edwards. 43 agents, literature disseminated.

Hosted a Bermuda Presentation at National Leisure Group, Woburn MA by T. MacDonald. 18 travel agents attended, literature disseminated.

**Thursday, September 19, 2002 -- Thursday, September 19, 2002**

Presented at The Hamilton Township Commission for Economic Development, Hamilton Township, NJ by Z. Edwards. 250 people attended, literature disseminated

**Saturday, September 21, 2002**

Participated in the Metro North Travel Expo. Colonial Hotel, Wakefield, MA by T. MacDonald and E. Dill. 750 consumers attended, literature disseminated

**Tuesday, September 24, 2002 -- Thursday, September 26, 2002**

IT & ME Show, Chicago IL - by Mary Castro  
2,500 attendees, literature disseminated

Presented a Bermuda Educational Seminar at the Radisson Hotel, Marlboro, MA by T. MacDonald and E. Dill. 34 travel agents attended, literature disseminated.

**Wednesday, September 25, 2002 -- Wednesday, September 25, 2002**

Presented a Bermuda Educational Seminar at The Metropolitan, Glen Cove, NY by P. Pitt. 101 travel agents attended, literature disseminated

Hosted a Bermuda Specialist Workshop, Hilton Hotel, Valley Forge, PA by Z. Edwards. 5 travel agents attended, literature disseminated

Presented a Bermuda Educational Seminar at the Royal Sonesta Hotel, Cambridge, MA by T. MacDonald and E. Dill. 58 travel agents attended, literature disseminated.

**Thursday, September 26, 2002 -- Thursday, September 26, 2002**

Hosted a Bermuda Specialist Workshop, Newark Airport Marriott, Newark, NJ by Z. Edwards. 3 travel agents attended, literature disseminated

Hosted a Bermuda Specialist Workshop, Newark Airport Marriott, Newark, NJ by B. Smith. 3 travel agents attended, literature disseminated

Presented a Bermuda Educational Seminar at Palmers, North Andover, MA by T. MacDonald and E. Dill. 58 travel agents attended, literature disseminated.

**Monday, September 30, 2002**

Participated in TNT seminar at the Crowne Plaza, Warwick, RI by E. Dill. 275 travel agents attended, literature disseminated.

**Tuesday, October 01, 2002 -- Tuesday, October 01, 2002**

Presented a Bermuda Educational Seminar at the Westin Hotel, Princeton, NJ by Z. Edwards. 49 travel agents attended, literature disseminated

AM: Participated in the TNT trade show at the Crowne Plaza, Worcester, MA by E. Dill. 100 travel agents attended, literature disseminated.

PM: Participated in the TNT trade show at F1, Braintree, MA by E. Dill. 200 travel agents attended, literature disseminated.

Attended the Delta Appreciation Dinner, Cincinnati, OH by G. Bean. 75 Travel Agents attended - literature disseminated.

Participated in Travel Impressions Trade Show, Sheraton Hotel, Arlington, Va. by M. Outerbridge. 193 people attended, literature disseminated

Attended Washington International Horse Show, MCI Center, Washington, DC by M. Outerbridge.

**Wednesday, October 02, 2002 -- Wednesday, October 02, 2002**

Hosted a Bermuda Specialist Workshop at The Wingate Inn, Garden City, NY by P. Pitt. 4 travel agents attended, literature disseminated

Hosted a Bermuda Educational Seminar at The Ritz Carlton Hotel, Philadelphia, PA by Z. Edwards. 96 agents attended, literature disseminated

Participated in the TNT Trade show at the Holiday Inn, Manchester, NH by E. Dill. 200 travel agents attended, literature disseminated.

**Thursday, October 03, 2002 -- Thursday, October 03, 2002**

Presented a Bermuda Educational Seminar at The Orienta Beach Club, Mamaroneck, NY by P. Pitt. 95 travel agents attended, literature disseminated

Presented a Bermuda Educational Seminar at The Orienta Beach Club, Mamaroneck, NY by B. Smith. 95 travel agents attended, literature disseminated

Participated in Apple Vacations Trade Show, Wyndham Hotel, Pittsburgh, PA by Z. Edwards. 300 travel agents attended, literature disseminated

Participated in the TNT trade show at the Eastland Park, Portland, ME by E. Dill. 100 travel agents attended, literature disseminated.

**Friday, October 04, 2002**

Participated in the TNT trade show at the Sheraton Hotel, Wakefield, MA by E. Dill. 100 travel agents attended, literature disseminated.

Participated in National Trade Show, The Whyndham Anatole, Dallas, TX by C. Edwards. 400 people attended, literature disseminated

**Tuesday, October 08, 2002**

Participated in the Detroit Free Press Trade Show at Burton Manor, Livonia, MI by E. Dill and F. Smart. 275 travel agents attended, literature disseminated.

**Wednesday, October 09, 2002 -- Wednesday, October 09, 2002**

Presented a Bermuda Educational Seminar at the Renaissance Hotel, Pittsburgh, PA by Z. Edwards. 50 travel agents attended, literature disseminated

Hosted a Bermuda Presentation to Woodlake Town & Country by C. Edwards. 4 people attended, literature disseminated

**Thursday, October 10, 2002**

Participated in the Tri-County Travel Show at the Candlelite Banquet Center, Bridgeport, MI by E. Dill and F. Smart. 275 travel agents attended, literature disseminated.

**Monday, October 14, 2002 -- Monday, October 14, 2002**

Hosted a Bermuda Educational Workshop, in office, New York, NY by R. Eve. 4 travel agents attended, literature disseminated

Participated in Travel Impressions Trade Show, Kimmell Center, Philadelphia, PA by Z. Edwards. 400 people attended, literature disseminated

**Tuesday, October 15, 2002 -- Tuesday, October 15, 2002**

Participated in the LIASTA Trade Show at The Huntington Hilton, Melville, NY by P. Pitt. 200 people attended, literature disseminated

**Wednesday, October 16, 2002 -- Wednesday, October 16, 2002**

Participated in Travel Impressions Trade Show, Secaucus, NJ by B. Smith. 300 travel agents attended, literature disseminated

Participated in the South Jersey NJASTA Trade Show at the Holiday Inn Tinton, Tinton Falls, NJ by Z. Edwards. 80 people attended, literature disseminated

Hosted a Bermuda Presentation to Strong Travel by C. Edwards.  
10 people attended, literature disseminated

Hosted a Bermuda Presentation to Precision Travel by C. Edwards.  
12 people attended, literature disseminated

**Thursday, October 17, 2002 -- Thursday, October 17, 2002**

Participated in the Travel Impressions Trade Show at the Melville Marriott, Melville, NY by P. Pitt. 100 travel agents attended, literature disseminated

**Thursday, October 17, 2002 -- Thursday, October 17, 2002**

Participated in NJ ASTA Trade Show in Cedar Grove, NJ by B. Smith. 150 travel agents attended, literature disseminated

**Sunday, October 20, 2002 -- Sunday, October 20, 2002**

Attended the Take Two for You Spa Odyssey promotion at the New Jersey Performing Arts Center, Newark, NJ by P. Pitt. 100 people attended, literature disseminated

**Monday, October 21, 2002 -- Monday, October 21, 2002**

Participated in Hudson Valley ASTA Trade Show in Tarrytown, NY by B. Smith. 100 people attended, literature disseminated

Attended the Eastern Travel Association Meeting, Four Points Sheraton, Harrisburg, PA by Z. Edwards. 40 people attended, literature disseminated

**Tuesday, October 22, 2002**

Attended a Eastern Travel Agent Meeting, Radisson Lackawanna, Scranton, PA by Z. Edwards. 53 agents, literature disseminated.

Participated in the Magic Carpet Vacations, Marriott Hotel, Burlington, MA, by E.Dill. 100 travel agents attended, literature disseminated.

**Wednesday, October 23, 2002**

Participated in the Magic Carpet Vacation trade show at the Wayfarer Inn, Bedford NH by T.MacDonald. 65 travel agents, literature disseminated.

Participated in the Connecticut ASTA Trade Show, Holiday Inn, North Haven CT by E. Dill. 100 travel agents attended, literature disseminated.

Presented a Bermuda Educational Seminar at the Carbos Restaurant, Roswell Rd, Atlanta by G. Peters. 110 travel agents attended, literature disseminated

Participated in National Trade Show, Ramada Hotel, Tampa, FL by M. Smith. 52 people attended, literature disseminated

**Thursday, October 24, 2002**

Participated in the Magic Carpet Vacation Trade show at the Crown Plaza, Warwick RI by E. Dill. 100 travel agents attended, literature disseminated.

Hosted a Bermuda Presentation to Fuller Travel by C. Edwards. 8 people attended, literature disseminated

**Sunday, October 27, 2002**

Participated in the AAA Merrimack Valley Expo, Elks Hall, Lawrence, MA by E. Dill. 300 consumers attended, literature disseminated.

**Tuesday, October 29, 2002**

Presented a Bermuda Presentation at National Leisure Group, Woburn MA by T.MacDonald and E.Dill. 25 travel agents attended, literature disseminated.

**Wednesday, October 30, 2002 -- Wednesday, October 30, 2002**

Attended the TASC Travel Trade Show at the Holiday Inn MacArthur Airport, Ronkonkoma, NY by P. Pitt. 100 people attended, literature disseminated

**Thursday, October 31, 2002**

Participated in Consumer Day at Merck Corp. Bldg. in conjunction with Spring House Travel, Spring House, PA. by Z. Edwards. 200 consumers, literature disseminated.

**Friday, November 01, 2002 -- Saturday, November 30, 2002**

Participated in Continental Vacations trade Show, Marriott Key Center, Cleveland, OH. by M. Outerbridge. 150 travel agents attended, literature disseminated.

Participated in Apple Vacations Trade Show, Pier 6 Hotel, Baltimore, MD by M. Outerbridge. 420 travel agents attended, literature disseminated.

Participated in Ast World Congress, Hawaii, HN. by G. Bean. 1,500 Travel agents attended, literature disseminated.

**Saturday, November 02, 2002**

Participated in the Dube Travel Travel Expo at the Sheraton Hotel, Portland ME by T. MacDonald and E. Dill. 250 travel agents attended, literature disseminated.

**Monday, November 04, 2002 -- Monday, November 04, 2002**

Participated in the Apple Vacations Trade Show, Adams Mark Hotel, Philadelphia, PA by Z. Edwards. 275 people attended, literature disseminated

Participated in National Trade Show, Honolulu Convention Center, Hawaii by G. Peters. 1,500 people attended, literature disseminated

**Thursday, November 07, 2002 -- Thursday, November 07, 2002**

Participated in the Apple Vacations Trade Show, Hilton Hotel @ Newark Airport, Newark, NJ by B. Smith. 300 people attended, literature disseminated

Participated in National Trade Show, Ritz Carlton Hotel, Atlanta, GA by M. Smith. 60 people attended, literature disseminated

**Wednesday, November 13, 2002 -- Wednesday, November 13, 2002**

Hosted in-house presentation Altour Travel, White Plains, NY by P. Pitt. 15 travel agents attended, literature disseminated

Participated in the Continental Airlines Vacations Trade Show, Newark, NJ by B. Smith. 300 people attended, literature disseminated

**Thursday, November 14, 2002 -- Thursday, November 14, 2002**

Attended the Continental Airlines Travel Trade Show, Crowne Plaza Hotel, White Plains, NY by P. Pitt. 150 people attended, literature disseminated

Participated in National Trade Show, Carlson Wagonlit Specialist Program, Orlando, FL by C. Edwards. 16 people attended, literature disseminated

**Thursday, November 14, 2002 -- Thursday, November 14, 2002**

Participated in the IDAMAR/Odyssey Trade Show at the Ritz Carlton, St.Louis,MO by F. Smart. 50 consumers attended, literature disseminated.

**Monday, November 18, 2002 -- Monday, November 18, 2002**

Participated in the Eastern Travel Association Trade Show, Four Points Sheraton, Harrisburg, PA by Z. Edwards. 75 people attended, literature disseminated

Participated in the MAST Vacation Trade Show at the Radisson OHare - Rosemont, IL by F.Smart. 185 travel agents attended, literature disseminated.

**Tuesday, November 19, 2002 -- Sunday, November 24, 2002**

National Coalition of Black Meetings Planners, San Diego, CA by Karin Darrell, 600 attendees, literature disseminated

Hosted Bermuda Specialist Workshop, Albany Marriott, Albany, NY by P. Pitt. 7 travel agents attended, literature disseminated

Participated in the Eastern Travel Association Trade Show, Radisson Lackawanna Hotel, Scranton, PA by Z. Edwards. 120 people attended, literature disseminated

Participated in Delta Vacations product launch at the Montvale Plaza, Stoneham, MA by T. MacDonald. 68 travel agents attended, literature disseminated.

Participated in National Trade Show, DoubleTree Hotel, San Antonio, TX by C. Edwards. 104 people attended, literature disseminated

**Wednesday, November 20, 2002**

Delta Vacations Product Launch, Ken s Steak House, Framingham MA by E.Dill. 52 travel agents attended, literature disseminated.

Participated in National Trade Show, Hyatt Riverfront, Austin, TX by C. Edwards. 94 people attended, literature disseminated

**Thursday, November 21, 2002 -- Thursday, November 21, 2002**

Hosted a Bermuda Night Presentation to Kuller Travel, Princeton, NJ by Z. Edwards. 11 people attended, literature disseminated

Participated in National Trade Show, Adams Mark, Houston, TX by C. Edwards. 300 people attended, literature disseminated

**Saturday, December 07, 2002 -- Saturday, December 07, 2002**

Participated in National Trade Show, Tampa Relocation Center, Tampa, FL by M. Smith. 40 people attended, literature disseminated

**Monday, December 09, 2002 -- Monday, December 09, 2002**

Participated in National Trade Show, Pacific Hotel, Orlando, FL by M. Smith & G. Peters. 1500 people attended, literature disseminated

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**SCHEDULES A & B - ATLANTA OFFICE  
JULY 1-DECEMBER 31, 2002**

**SCHEDULE "A"**

OPENING BALANCE JULY 1, 2002	(\$10,473.00)	
FUNDS RECEIVED FROM BERMUDA	<u>\$289,628.00</u>	
		\$279,155.00

**SCHEDULE "B"**

SALARIES	\$4,439.00	
OTHER PERSONNEL COSTS	\$95,731.00	
TRAINING	\$1,672.00	
TRAVEL & ENTERTAINMENT	\$49,973.00	
TELEPHONE/POSTAGE/SHIPPING	\$35,261.00	
PROFESSIONAL SERVICES	\$39,735.00	
OFFICE & EQUIPMENT RENTALS	\$17,770.00	
OFFICE & EQUIPMENT REPAIRS	\$0.00	
INSURANCE	\$12.00	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$5,402.00	
PRINTING	\$1,525.00	
SPECIAL PROMOTIONS	\$16,640.00	
MEMBERSHIP FEES	<u>\$1,962.00</u>	
		<u>\$270,122.00</u>
CLOSING BALANCE DECEMBER 31, 2002		<u>\$9,033.00</u>

**SCHEDULES A & B - BOSTON OFFICE  
JULY 1-DECEMBER 31, 2002**

**SCHEDULE "A"**

OPENING BALANCE JULY 1, 2002	(\$35,926.00)	
FUNDS RECEIVED FROM BERMUDA	<u>\$192,572.00</u>	
		\$156,646.00

**SCHEDULE "B"**

SALARIES	\$3,563.00	
OTHER PERSONNEL COSTS	\$35,769.00	
TRAINING	\$0.00	
TRAVEL & ENTERTAINMENT	\$35,312.00	
TELEPHONE/POSTAGE/SHIPPING	\$14,364.00	
PROFESSIONAL SERVICES	\$15,547.00	
OFFICE & EQUIPMENT RENTALS	\$37,775.00	
OFFICE & EQUIPMENT REPAIRS	\$0.00	
OFFICE & PROPERTY INSURANCE	\$4,500.00	
ELECTRICITY	\$855.00	
SUPPLIES & EQUIPMENT	\$2,874.00	
SPECIAL SALES PROMOTIONS	\$519.00	
PRINTING	\$782.00	
		<u>\$151,860.00</u>

CLOSING BALANCE DECEMBER 31, 2002		<u>\$4,786.00</u>
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**SCHEDULES A & B - NEW YORK OFFICE  
JULY 1-DECEMBER 31, 2002**

**SCHEDULE "A"**

OPENING BALANCE JULY 1, 2002	\$650,450.00	
FUNDS RECEIVED FROM BERMUDA	<u>\$2,271,388.00</u>	\$2,921,838.00

**SCHEDULE "B"**

SALARIES	\$18,806.00	
OTHER PERSONNEL COSTS	\$170,260.00	
TRAVEL & ENTERTAINMENT	\$181,503.00	
TRAINING	\$25,052.00	
TELEPHONE/POSTAGE/SHIPPING	\$113,731.00	
PROFESSIONAL SERVICES	\$279,708.00	
OFFICE & EQUIPMENT RENTALS	\$132,638.00	
OFFICE & EQUIPMENT REPAIRS	\$2,913.00	
INSURANCE	\$66,005.00	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$55,571.00	
SPECIAL SALES PROMOTIONS	\$1,274,395.00	
PRINTING	\$11,506.00	
		\$2,332,088.00
CLOSING BALANCE JUNE 30,2002		<u>\$589,750.00</u>

**SCHEDULES A & B - WASHINGTON, DC  
JULY 1-DECEMBER 31, 2002**

**SCHEDULE "A"**

FUNDS RECEIVED FROM BERMUDA	<u>\$149,054.00</u>	
		\$149,054.00

**SCHEDULE "B"**

SALARIES	\$0.00	
OTHER PERSONNEL COSTS	\$39,411.00	
TRAINING	\$0.00	
TRAVEL & ENTERTAINMENT	\$37,485.00	
TELEPHONE/POSTAGE/SHIPPING	\$19,300.00	
PROFESSIONAL SERVICES	\$17,181.00	
OFFICE & EQUIPMENT RENTALS	\$40,036.00	
OFFICE & EQUIPMENT REPAIRS	(\$25,509.00)	
OFFICE & PROPERTY INSURANCE	\$9,949.00	
ELECTRICITY	\$0.00	
SUPPLIES & EQUIPMENT	\$1,795.00	
SPECIAL SALES PROMOTIONS	\$14,338.00	
PRINTING	\$1,795.00	
		<u>\$155,781.00</u>
CLOSING BALANCE DECEMBER 31, 2002		<u>(\$6,727.00)</u>

**BERMUDA DEPARTMENT OF TOURISM  
PUBLICATIONS DISTRIBUTED  
JULY 1-DECEMBER 30, 2003**

<u>Quantity</u>	<u>Publication</u>	<u>Publisher</u>
19909	Where To Stay In Bermuda	Acme Printing, MA
19845	Bermuda Travel Tips	Island Press Ltd., Bermuda
17272	Bermuda Golfers Guide	Acme Printing, MA
6225	Summer Hotel Rate Sheet	Island Press Ltd., Bermuda
2700	Fall to Spring Rate Shet	Island Press Ltd., Bermuda
239	Bermuda Blue Books	Bermuda Press, Bermuda
22975	Handy Reference Map	Bermuda Press, Bermuda
8100	Bermuda Pink Sand Bags	Kinney Associates, NJ
22000	Bermuda Shell Brochures	Island Press Ltd., Bermuda
14600	Bermuda Secrets	Bermuda Press, Bermuda
69	Window Displays	Allan O'Keefe Group, CT
12100	Bermuda Postcards	Island Press Ltd., Bermuda
10300	Bermuda Plastic Bags	Amco Plastics, NY
8649	Important Notice Flyers	Moore Document Solution Cranbury, NJ
22704	Activities & Sightseeing	Advark Printing, Canada
15100	2001/02 Wedding & Honeymoon Guide	Bridal Guide, NY
8800	Bermuda Festival	Island Press Ltd., Bermuda
1000	Large Map Posters	Allan O'Keefe Group, CT
1240	Golf Posters	Allan O'Keefe Group, CT
442	Snorkeling Posters	Acme Printing, MA
525	Tennis Posters	Citation Graphics, NY
1200	Family Posters	Acme Printing, MA
0	Flora & Fauna Posters	Advark, Canada
1460	Beach Posters	Acme Printing, MA
3850	Explore Bermuda	Advark, Canada
1200	African Diaspora Heritage Trail Guide	Advark, Canada
1100	Bermuda World Heritage Site Brochures	Bermuda Island Press, Bermuda

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