

U.S. Department of Justice

Washington, DC 20530

**Exhibit A to Registration Statement****Pursuant to the Foreign Agents Registration Act of 1938, as amended**

**INSTRUCTIONS.** Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently. The filing of this document requires the payment of a filing fee as set forth in Rule (d)(1), 28 C.F.R. § 5.5(d)(1). Compliance is accomplished by filing an electronic Exhibit A form at <http://www.fara.gov>.

**Privacy Act Statement.** The filing of this document is required by the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide this information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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, DC. Statements are also available online at the Registration Unit's webpage: <http://www.fara.gov>. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: <http://www.fara.gov>.

**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, Counterespionage Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name and Address of Registrant  Development Counsellors International, Ltd.		2. Registration No.  4777						
3. Name of Foreign Principal Turismo Chile	4. Principal Address of Foreign Principal Av. Providencia 2088, Oficina 20 Santiago, Chile							
5. Indicate whether your foreign principal is one of the following:								
<input type="checkbox"/> Government of a foreign country <sup>1</sup> <input type="checkbox"/> Foreign political party <input checked="" type="checkbox"/> Foreign or domestic organization: If either, check one of the following: <table style="width: 100%; border: none;"> <tr> <td><input type="checkbox"/> Partnership</td> <td><input type="checkbox"/> Committee</td> </tr> <tr> <td><input checked="" type="checkbox"/> Corporation</td> <td><input type="checkbox"/> Voluntary group</td> </tr> <tr> <td><input type="checkbox"/> Association</td> <td><input type="checkbox"/> Other (<i>specify</i>) _____</td> </tr> </table> <input type="checkbox"/> Individual-State nationality _____			<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee	<input checked="" type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group	<input type="checkbox"/> Association	<input type="checkbox"/> Other ( <i>specify</i> ) _____
<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee							
<input checked="" type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group							
<input type="checkbox"/> Association	<input type="checkbox"/> Other ( <i>specify</i> ) _____							
6. If the foreign principal is a foreign government, state:								
a) Branch or agency represented by the registrant								
b) Name and title of official with whom registrant deals								
7. If the foreign principal is a foreign political party, state:								
a) Principal address								
b) Name and title of official with whom registrant deals								
c) Principal aim								

<sup>1</sup> "Government of a foreign country," as defined in Section 1(e) of the Act, includes any person or group of persons exercising sovereign de facto or de jure political jurisdiction over any country, other than the United States, or over any part of such country, and includes any subdivision of any such group and any group or agency to which such sovereign de facto or de jure authority or functions are directly or indirectly delegated. Such term shall include any faction or body of insurgents within a country assuming to exercise governmental authority whether such faction or body of insurgents has or has not been recognized by the United States.

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.

Turismo Chile divides its work into three areas:

Recreational Tourism | refers to all actions or activities aimed at developing the traditional tourism, special interest tourism and adventure tourism, fostering local knowledge of different cultures.

Tourism Meetings | This area seeks to position Chile as a destination of excellence for congresses, conventions and events, as well as to inform and encourage the knowledge of attractions to visitors.

Regional Development Projects | Collaborate with regional promotional efforts, running different projects through participation in open tenders, consultancies and in promoting international cooperative agreements.

b) Is this foreign principal:

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

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 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 must be used.)

Turismo Chile is partially funded by the Chilean government and partially funded by private partners.

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.

**EXECUTION**

In accordance with 28 U.S.C. § 1746, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit A to the registration statement and that he/she is familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date of Exhibit A	Name and Title	Signature
October 30, 2014	Carrie Nepo, CFO	/s/ Carrie Nepo <span style="float: right;">eSigned</span>

U.S. Department of Justice

Washington, DC 20530

**Exhibit B to Registration Statement  
Pursuant to the Foreign Agents Registration Act of  
1938, as amended**

**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. Compliance is accomplished by filing an electronic Exhibit B form at <http://www.fara.gov>.

**Privacy Act Statement.** The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials 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, DC. Statements are also available online at the Registration Unit's webpage: <http://www.fara.gov>. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: <http://www.fara.gov>.

**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, Counterespionage Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant  Development Counsellors International, Ltd.	2. Registration No.  4777
--	---------------------------------

3. Name of Foreign Principal

Turismo Chile

Check Appropriate Box:

4.  The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.
5.  There is no formal written contract between the registrant and the foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach a copy of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
6.  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 expenses, if any, to be received.
7. Describe fully the nature and method of performance of the above indicated agreement or understanding.

DCI will handle Public Relations and marketing initiatives throughout North America for Turismo Chile based on an agreed upon work plan as described in the executed contract.

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

DCI will handle public relations and marketing initiatives throughout North America with an integrated travel trade and media relations campaign to drive tourism growth and raise Chile's profile as a leading travel destination in South America.

9. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? 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.

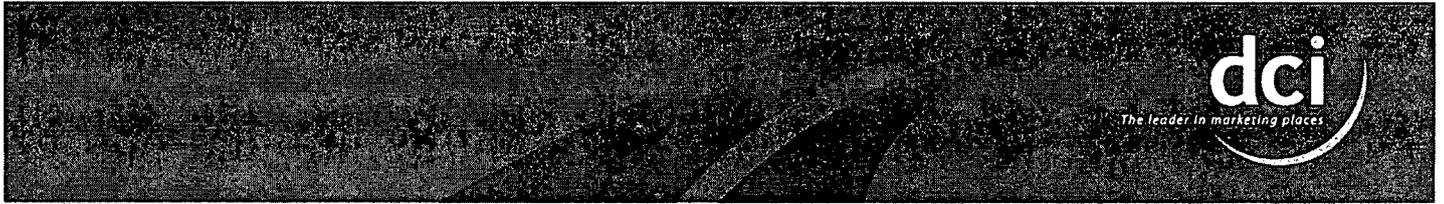
**EXECUTION**

In accordance with 28 U.S.C. § 1746, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit B to the registration statement and that he/she is familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date of Exhibit B	Name and Title	Signature
October 30, 2014	Carrie Nepo, CFO	/s/ Carrie Nepo

eSigned

Footnote: "Political activity," as defined in Section 1(o) of the Act, means any activity which 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 the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



Dear Committee:

Development Counsellors International (DCI) is pleased to submit the following proposal for a program on behalf of Turismo Chile.

In the following pages, we have outlined our program and are confident that your program will be very successful in the United States and Canada by our knowledge and experience working with Latin American countries and especially having worked with Tourism Chile in the US market from 2006 to 2008.

This program will not only increase the Chilean presence in the tourism industry and among the North American Final consumer, but also have an impact on holiday arrivals and expenditures related to tourism in their country.

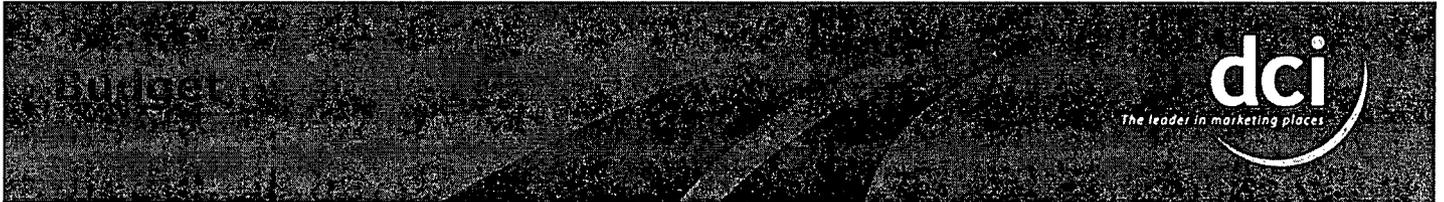
We have campaigns that are based on factual data and analyze their tourist information against other industry reports to predict market movements. This will help us recommend changes that should be made to ensure that this season's show favorable results.

On behalf of the entire team of DCI, we thank you in advance for the opportunity to work in partnership with you.

Yours sincerely,

A handwritten signature in cursive script that reads 'Karyl Leigh Barnes'.

Karyl Leigh Barnes  
Vice President/Partner



This campaign has been designed based on a 24-month program beginning on May 1, 2014, and continuing through April 30, 2016. Approximately four weeks before the conclusion of this program, DCI will provide a report detailing the achievements of program, and outlines recommendations for continuation.

The attached budget is divided into two elements: professional fees and an estimate of additional expenses. This last point implies considerable variation, but represents our current estimates on our recent experience. DCI does not charge surcharges on any additional spending and if the amount out of the reference budget, DCI will need pre-approval of Turismo Chile to incur expenditure given.

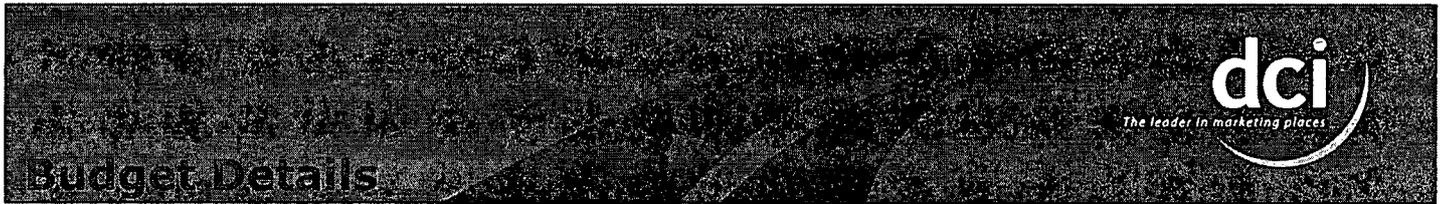
Professional fees for the program of public relations and tourism industry DCI accumulate \$ 306,000 (\$ 25.500 US dollars per month) and estimated to be incurred accumulate a maximum of \$ 95.400 US dollars during the contract period.

Professional fees and pre-approved to be expenses incurred in that month will be billed at the beginning of each month to accumulate an annual amount of up to \$ 401.400 US dollars; assuming Turismo Chile has approved incur an additional expense that comes out of the outline.

The customer payment is requested within 15 days of billing.

This agreement may be canceled by either party, Turismo Chile or DCI for any eventuality, with a period of 60 days written notice to the other party. Both parties agree that they will not offer employment or consulting opportunities for staff elsewhere.

The program will continue on a month to month basis after April 30, 2016, under the same terms and conditions unless both parties mutually agree to new terms.



**I. PROFESSIONAL FEES AND EXPENSES – PUBLIC RELATIONS**

**\$166,200**

**Professional Fees**

**\$126,000**

(\$10,500 per mo. x 12 meses = \$126,000)

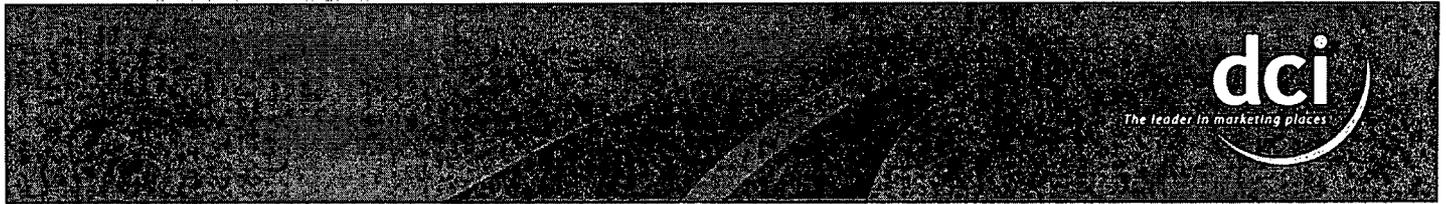
- Activities in the First 30 Days
- Placing items in Media
- Travel Press and Bloggers / as
- Tour of North American Media
- Special Events
- News Bureau
- Promotion of Results
- Crisis Communications
- Monthly Reports / Research Report Semi-Annual

**Estimated Expenses for Program Implementation**

**\$40,200\***

- **Clipping Service** **\$ 7,800**  
(\$650/mo. x 12 mos.)
- **2 Special Events** **\$24,000**  
(\$12,000/event x 2 events)
- **Shipping Reports/Materials** **\$ 3,000**  
(\$250/mo. x 12 mos. = \$3,000)
- **Fixed Expenses for Implementation of Activities** **\$5,400**  
(\$450/mo. x 12 mos.)

\* These costs do not include air travel for press or for the DCI team. Turismo Chile will have to cover these expenses in addition to lodging, meals, transport, etc.



**II. PROFESSIONAL FEES AND EXPENSES – TRADE**

**\$235,200**

**Professional Fees;**

**\$180,000**

(\$15,000 per mo. x 12 mos. = \$180,000)

- Activities in the First 30 Days
- Analysis of Educational "Chile Specialist" Program
- Training and Newsletters
- Representation on Trade and Consulting Co-Op Programs
- Missions and Special Events
- Monthly Reports / Research Report Semi-Annual

**Estimated Expenses for Program Implementation**

**\$55,200\*\***

- **Shipping Materials to the Tourism Industry** **\$3,000**  
(\$250/mo. x 12 mos.)
- **4 Special Events** **\$48,000**  
(\$12,000/events x 4 events)
- **Fixed Expenses for Implementation of Activities** **\$4,200**  
(\$350/mo. x 12 mos.)

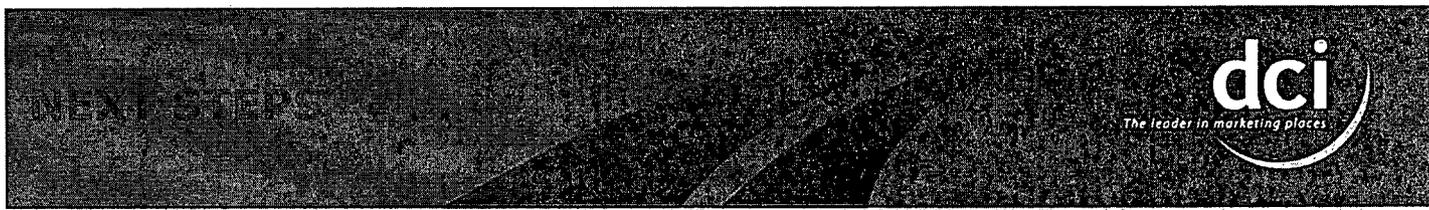
\*\* These costs do not include air travel for press or for the DCI team. Turismo Chile will have to cover these expenses in addition to lodging, meals, transport, etc.

**TOTAL: \$401,400**



We hope that at this point you have established that not only want to work with you and for you, but we also have the experience and knowledge to make the program represented in this proposal have a great success for Turismo Chile.

- DCI is the only agency in North America specializing exclusively in the representation of destinations: This niche positioning has given us a unique heritage with national media to Turismo Chile is trying to influence.
- Our experience in travel marketing and economic development is unparalleled: Since 1960, we have worked with over 400 countries, states, regions and cities, helping to attract visitors, investment and talent.
- Tourism Chile will benefit from our understanding of best practices in the industry.
- We are the only agency division devoted to the tourism industry and for Conventions and Events (MICE): As we increase consumer demand through public relations and marketing, we also handle distribution and conversion. We understand the importance of integrated marketing approach is the success of the entire organization.



We are very grateful for the request for a proposal for service and we are honored to have the opportunity to explore a partnership with your team.

DCI would be proud to work with Turismo Chile and community. We are available to discuss the work program and its credentials as soon as you have time available.

Best regards,

KARYL LEIGH BARNES  
VICE PRESIDENT/PARTNER  
DEVELOPMENT COUNSELLORS INTERNATIONAL

NAUREEN KAZI  
DIRECTOR TOURISM PRACTICE  
DEVELOPMENT COUNSELLORS INTERNATIONAL

Accepted by Turismo Chile:

  
Nombre: ANDREA WOLLETER

Fecha 7-4-2014