

Privacy Act Statement. 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, D.C. 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. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

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

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

| | |
|--|---|
| 1. Name and address of registrant Richard L. Collins & Company, Inc. 2111 Wilson Boulevard, Suite 700 Arlington, VA 22201 | 2. Registration No. Not Applicable 5537 |
|--|---|

| | |
|---|---|
| 3. Name of foreign principal Ministry of Development, Industry and Commerce Government of Nicaragua | 4. Principal address of foreign principal Km. 6 Carretera a Masaya Managua, Nicaragua mailing: Apartado Postal No. 8 Managua, Nicaragua |
|---|---|

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

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

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

- a) Branch or agency represented by the registrant. Trade Ministry of the Government of Nicaragua
- b) Name and title of official with whom registrant deals. Minister of Development, Industry and Commerce, Mario Arana

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

- a) Principal address. Not Applicable
- b) Name and title of official with whom registrant deals.
- c) Principal aim

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

Not Applicable

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.)*

Not Applicable

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.

Not Applicable

| Date of Exhibit A | Name and Title | Signature |
|-------------------|---|--------------------------|
| January 22, 2003 | Mariana T. Osorio Research Associate | <i>Mariana T. Osorio</i> |

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. One original and two legible photocopies of this form shall be filed for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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| | |
|---|---------------------------------------|
| 1. Name of Registrant Richard L. Collins & Company, Inc. | 2. Registration No. Not Applicable |
|---|---------------------------------------|

5537

| |
|---|
| 3. Name of Foreign Principal Ministry of Development, Industry and Commerce, Government of Nicaragua |
|---|

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Check Appropriate Boxes:

- 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. Pursuant to the contract, Richard L. Collins & Company, Inc., through its own resources or through sub-contracts with other expert consulting firms, will provide advice, expertise and counsel to the Ministry of Development, Industry and Commerce in the conduct of negotiations with the Government of the United States for a free trade agreement with the nations of Central America, including the Government of Nicaragua, and in supporting and assisting in the approval of the resulting free trade agreement by the Congress of the United States.

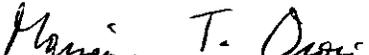
8. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Richard L. Collins & Company, Inc. will: assist the Ministry of Development, Industry and Commerce, Government of Nicaragua in developing negotiation strategies and positions; prepare and disseminate information materials on behalf of the Ministry; arrange for, and provide guidance during, meetings with Members of Congress, their staff, and Executive Branch officials; and build support in the U.S. Congress, Executive Branch, civic organizations, non-governmental organizations, and the media.

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.

Richard L. Collins & Company, Inc.'s activities will include arranging meetings for officials of the Nicaraguan Government with Members of Congress, their staff, and officials in the Executive Branch of the United States in order to explain, and seek support for, Nicaragua's trade negotiation positions. Employees of Richard L. Collins & Company, Inc. may also engage in such meetings on behalf of the Nicaraguan Government. Materials will be disseminated to the aforementioned U.S. Government officials as needed.

| Date of Exhibit B | Name and Title | Signature |
|-------------------|---|--|
| January 22, 2003 | Mariana T. Osorio Research Associate |  |

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 interests, policies, or relations of a government of a foreign country or a foreign political party.

**AGREEMENT TO PROVIDE AND OBTAIN CONSULTING SERVICES
BETWEEN THE MINISTERIO DE FOMENTO, INDUSTRIA Y
COMERCIO
GOVERNMENT OF NICARAGUA
AND
COLLINS & COMPANY, INC.**

Date January 8, 2002

1. Effective Date: January 8, 2003

2. Parties:

(i) Ministerio de Fomento, Industria y Comercio of the Government of Nicaragua ("the Ministry")

(ii) Collins & Company, Inc., incorporated, in the Commonwealth of Virginia, doing business at 2111 Wilson Boulevard, Suite 700, Arlington, VA 22201.

3. Purpose: The purpose of this Agreement is to set forth the terms of the work to be performed by Collins & Company for the Ministerio de Fomento, Industria y Comercio of the Government of Nicaragua.

4. Scope of Engagement: Collins & Company will lend its trade, congressional and foreign affairs knowledge and expertise to the Ministry in pursuing its objectives in negotiating and implementing a free trade agreement between the Central American republics and the United States, providing information and advice as may be requested by the Ministry and other information which Collins & Company believes useful to the Ministry in pursuit of the objectives of the Government of Nicaragua in the negotiation of a free trade agreement between the United States and the Central American republics, approval by the US and Nicaraguan legislatures, and the enactment of implementing legislation by the US Congress. Collins & Company will also be available to render direct assistance to the Ministry's interactions relating to the negotiations and to perform other mutually agreed tasks as may be specifically defined by the Ministry. Neither party shall assign any of its rights or delegate any of its duties or obligations under this agreement without the express written consent of the other party.

5. Provision of Expertise: Collins & Company will sub-contract with other consulting firms as necessary to provide the full range of financial, economic and technical expertise the Ministry will require in the formation of its negotiating strategy, its interactions with its

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Central American negotiating partners, the United States Trade Representative, the Department of State, other US federal agencies as appropriate, the US Congress, US public interest groups, the press and any other organizations or entities appropriate or relevant to the free trade negotiations and approval. To provide the full range of expertise Collins & Company has entered into arrangements with the consulting firms named in the Appendix. Collins & Company, Inc. will pay the fees of any sub-contracts from the retainer paid to it by the Ministry.

6. Compensation and Expenses:

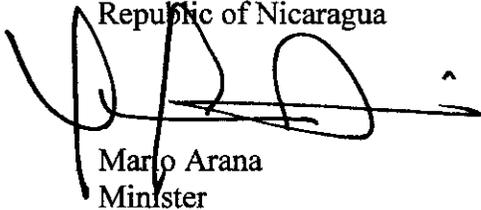
- (i) Retainer: The Ministry will pay Collins & Company a minimum monthly retainer of \$20,000. The duration of the contract will be for six (6) months from the date of signature, and may be replaced by a successor agreement upon the agreement of the Parties. Payment shall be made to Collins & Company in two quarterly payments, commencing with the signature of the agreement, on January 8, 2003, and the second payment ninety (90) days later and covering the second quarter of work. At the discretion and direction of the Ministry, Collins & Company, Inc. or any of its sub-contracting firms, upon their agreement, may perform additional services beyond the scope of this contract, such as repeated or extended visits to Nicaragua or other destinations, for additional compensation, to be agreed between the Parties. Payment of the retainer and any additional compensation is subject to the provisions of paragraph 9 below.
- (ii) Adjustment of Retainer: The terms and conditions of this contract, including the retainer, shall be reviewed by the Parties every three (3) months after entry into force of this Contract and adjusted by the Ministry, with the agreement of Collins & Company, Inc., to reflect the scope of work and the commitment of resources by Collins & Company, Inc. and its sub-contracting firms identified in the Appendix.
- (iii) Expenses: Collins and Company, on behalf of itself and its sub-contracting firms, shall submit quarterly expense accounts every thirty (30) days, commencing from the date of signature of this contract, for activities in support of this contract during the previous thirty days, including, but not limited to, long distance telephone calls, long distance faxes, copying costs, and representational activities. Such expenses may not exceed US\$2000 per month without prior authorization by the Ministry. The Ministry will reimburse out-of-area expenses for travel by Collins & Company or its sub-contracting firms at the direction of the Ministry, including reimbursement for the trip to Managua undertaken by Messrs Eric Newsom, Michael Samuels and Norman A. Bailey between December 27 and December 29, 2002, to meet with Officials of the Government of Nicaragua in connection with concluding this contract.

7. Laws and Regulations: Collins & Company and its sub-contracting firms will perform their services for the Ministry under this Agreement in full compliance with applicable U.S. laws or regulations in effect during the term of this Agreement.

8. Exclusivity: Collins & Company will not represent any other government for purposes that directly conflict with its undertaking on behalf of the Ministry. Collins & Company's contracts with any sub-contracting firms will stipulate that such firms will not represent any other government for purposes that directly conflict with its undertaking on behalf of the Ministry.
9. Term: This Agreement will remain in force for six (6) months from the date of signature date unless it is:
- renewed, extended, or modified only by mutual written agreement of the parties,
 - terminated in writing by the Ministry, upon 30 days notice, or
 - terminated in writing by Collins & Company, upon 30 days notice.

If either party terminates this Agreement, Collins & Company will refund the Ministry a pro-rata share of any advanced payment of retainer, with off set for any outstanding reimbursement obligations under 5 (ii) above.

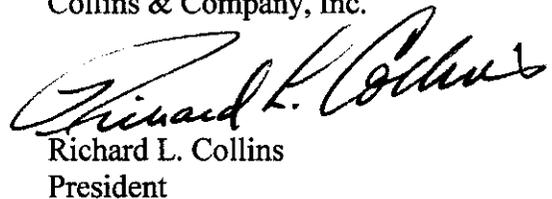
Ministerio de Fomento, Industria y Comercio,
Republic of Nicaragua



Marjo Arana
Minister

Date *January 8/2003*

Collins & Company, Inc.



Richard L. Collins
President

Date

January 8, 2003

APPENDIX: Firms with which Collins & Company, Inc. has sub-contracted to provide the services required by the Ministry to support its negotiations for a free trade agreement with the United States.

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Integrity and Competence in Government Relations

2111 Wilson Blvd., Suite 700
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**AGREEMENT TO PROVIDE AND OBTAIN CONSULTING SERVICES
BETWEEN THE MINISTERIO DE FOMENTO, INDUSTRIA Y COMERCIO OF THE GOVERNMENT OF NICARAGUA AND COLLINS & COMPANY, INC.**

APPENDIX

To provide the necessary expertise and support to its contract with the Ministry of Economics of the Government of Nicaragua to assist it in the conduct of negotiations for a free trade agreement with the United States, in obtaining legislative approval of such agreement, and in obtaining the enactment of necessary implementing legislation, Collins & Company, Inc. has entered into contractual arrangements with the consulting firms of Samuels International Associates, Inc. and Norman A. Bailey, Inc.

The President of Samuels International Associates, Inc. is Ambassador Michael Samuels, former Deputy US Trade Representative, and his firm is located at 1101 Connecticut Avenue, NW, Suite 1200, Washington, DC 20036. Ambassador Samuels' consulting firm has technical expertise in negotiating trade agreements and will be responsible for providing advice and assistance on economic and trade analyses, development of negotiating positions and agreement language, and the resolution of negotiating issues.

The President of Norman A. Bailey, Inc. is Dr. Norman A. Bailey, and his firm is located at 1311 Dolly Madison Blvd., Suite 2-A, McLean, VA 22101. Dr. Bailey is a financial and economic expert with strong connections to the US private sector. He will be responsible for providing advice and expertise on the financial and economic issues associated with the trade negotiations and the related US domestic issues, and for interactions and outreach to key sectors of US trade interests affected by the negotiations.

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Ambassador Samuels and Dr. Bailey will be compensated by Collins & Company, Inc. for their services in support of Collins & Company's contract with the Ministerio de Fomento, Industria y Comercio of the Government of Nicaragua. However, should they incur expenses in the provision of these services, including expenses for travel at the direction of the Ministry, they may seek reimbursement through expense accounts submitted to Collins & Company, Inc., which will include such reimbursable expenses in its regular statement of expenses submitted to the Ministry for payment.

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