

EXHIBIT A
TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION
JAN 12 11 29 AM '82
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

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 M. Silver Associates, Inc. 360 Lexington Avenue, New York, N.Y. 10017	2. Registration No. 3131
--	-----------------------------

3. Name of foreign principal Instituto Costarricense de Turismo (Costa Rica Tourist Board)	4. Principal address of foreign principal APDO 777, San Jose, Costa Rica
--	--

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

Foreign government

Foreign political party

Foreign or domestic organization: If either, check one of the following:

<input type="checkbox"/> Partnership	<input type="checkbox"/> Committee
<input type="checkbox"/> Corporation	<input type="checkbox"/> Voluntary group
<input type="checkbox"/> Association	<input type="checkbox"/> Other (specify) _____

Individual - State his nationality _____

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

a) Branch or agency represented by the registrant.
Tourist Board

b) Name and title of official with whom registrant deals.
Enrique Odio
Presidente Ejecutivo

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

a) Principal address

b) Name and title of official with whom the 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

TERMINATED
DATE 3-30-86

b) Is this foreign principal

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

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

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


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

Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes No

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes No

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

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.

Date of Exhibit A 1/6/82	Name and Title Morris Silver, President	Signature 
-----------------------------	---	--

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
ORIGINAL DIVISION
JAN 12 11 29 AM '82
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
M. Silver Associates, Inc.	Instituto Costarricense de Turismo, (Costa Rica Tourist Board)

Check Appropriate Boxes:

- The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

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

Help promote tourism to Costa Rica through a public relations and publicity program.

(See #5 on back page for details)

TERMINATED

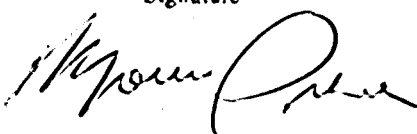
DATE 3-30-82

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

M. Silver Associates provides public relations services for the Instituto Costarricense de Turismo of Costa Rica (Costa Rica Tourist Board). These activities include the preparation of press releases and news materials concerning tourism in Costa Rica for release to newspapers, magazines, television, and radio; contacting and extending invitations to travel journalists to visit Costa Rica at the behest of the Tourist Board; arranging and coordinating such press trips; coordinating visits to Costa Rica of individual travel journalists, either at the invitation of the Tourist Board or by assignment of their publications; initiating and maintaining contact with various publications to provide a flow of information to these publications regarding tourism in Costa Rica.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes No

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B 1/6/82	Name and Title Morris Silver, President	Signature 
-----------------------------	---	--

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



M. SILVER ASSOCIATES, Inc.
Public Relations/Marketing Communications

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION
JAN 12 11 29 AM '81
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

February 15, 1981

Mr. Enrique Odio
Instituto Costarricense de Turismo
APDO 777
San Jose
Costa Rica

Dear Enrique:

I am delighted that you finally got budget approval for the tourism PR program for the year beginning March 1, 1981.

It is our understanding that the agreement signed September 9, 1980 will become effective as of March 1, 1981, and that we can proceed working on our basic tourism promotional plan.

Thank you again for your confidence in our agency and we look forward to a successful relationship.

Warmest personal regards,

Morris Silver

MS/jb



M. SILVER ASSOCIATES, Inc.

Public Relations / Advertising / Promotional Services

September 9, 1980

Mr. Enrique Odio
Presidente Ejecutivo
INSTITUTO COSTARRICENSE DE TURISMO
APDO 777
San José, Costa Rica

Dear Mr. Odio:

The expression of confidence that you have placed in our agency is very gratifying and most sincerely appreciated. This letter will serve as a confirmation of our agreement whereby the INSTITUTO COSTARRICENSE DE TURISMO has retained M. SILVER ASSOCIATES, INC., as the Public Relations and publicity counsel for one year period commencing December 1, 1980.

It is understood that in consideration for professional services to be rendered by this office the remuneration to be paid by Instituto Costarricense de Turismo, for one year, will be \$100,000.00, based on the following outline:

ANNUAL PROFESSIONAL FEE - Morris Silver Associates \$100,000.00

Includes all normal service and executive and staff salaries, for account supervision, planning, contact, administration, creative staff (writing and field assignments), publicity placement, counseling basic research, etc., based on following outline:

QUARTERLY ACTIVITIES

- 1.- Arrange visitation to Costa Rica by at least 15 writers representing national, regional or metropolitan consumer; magazines, newspapers, news/feature syndicates and trade publications.
- 2.- Write and distribute three major travel stories to 700 daily newspapers in the U.S.A. and Canada.
- 3.- Write and distribute one photo mat story to 3,000 small daily and weekly newspapers throughout the U.S.A.
- 4.- Write and distribute a minimum of six stories to travel trades in the U.S.A., Canada and Great Britain.
- 5.- Create local radio promotions in at least two of the major gateway cities (New York, Miami, New Orleans, Los Angeles) or their environs. (These are four-to-six week on-air promotions involving a contest for listeners and is "sponsored" by the station. The prize is a trip for two to Costa Rica. The repeated mentioned of same by the station

MS

throughout the broadcast day and night results in from 2,000 to 20,000 dollars in "free" advertising for Costa Rica. The "expense" can be substantially reduced by our mutually working to get the prizes gratis from carriers and hotels).

- 6.-Arrange a minimum of two network television exposures (150 stations) in which Costa Rica is featured as a prize.
- 7.-Write and disseminate a minimum of three feature stories on an industrial, cultural, or educational aspect of Costa Rica to the business press and business wire services.
- 8.-Issue a "compilation of activities" report to I.C.T.

SEMI-ANNUAL ACTIVITIES.

1. Work with airlines to arrange a minimum of two travel agent fam trips to Costa Rica.
2. Work closely with the airlines to gain I.C.T. more seminars for travel agents here in the States.
3. Arrange interviews for Enrique Odio with travel press.
4. Produce a travel agent newsletter to be distributed to 12,000 agents.
5. Arrange a minimum of one location fashion shoot.

OTHER ACTIVITIES.

1. Prepare public relations material for ASTA CONVENTION and other travel trade shows.
2. Prepare comprehensive press kit to use in connection with press visitations and promotions.
3. Arrange and supervise photography of tourist attractions, cultural activities, business and industrial subjects, etc.
4. Create and distribute stories for incentive and group publications.
5. Maintain an up-to-date information file to service media in U.S.A.
6. Keep I.C.T. areas of industry trends as well as those of the traveling public.
7. Monitor favorable as well as unfavorable news of Costa Rica and create and issue "crisis communications" if and when necessary.
8. Capitalize upon news and feature opportunities to promote Costa Rica for tourism and industrial development.
9. Try to arrange television features on Costa Rica.
10. Set up a media tour for a Costa Rica personality. This would involve radio and T.V. appearances and newspaper interviews in a minimum of five cities.

Payment will be made monthly, based on budget previously approved, upon receipt of complete invoices.

As is customary with all of our clients, we will be reimbursed by the Instituto Costarricense de Turismo for all disbursements and expenditures made by M. Silver Associates, Inc., in its behalf in the course of servicing the account. These

expenses will be:

ESTIMATED ANNUAL EXPENSES

Staff travel within U.S.A.	US\$5,000.00
Free-lance writers	3,000.00
Toll-telephone	3,500.00
Production and mailings of releases and photographs	8,000.00
Photography and photo print production	5,000.00
Clipping service	1,000.00
Miscellaneous (out-of-pocket)	3,500.00
Merchandising and promotion fund	12,000.00
Contingency reserve	5,000.00
	<hr/>
	US\$47,000.00

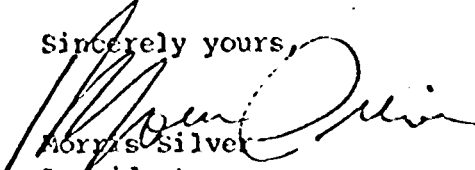
Should any single expense over US\$500.00 be incurred, it will first be approved by your office.

In consideration of the above fee, our office will endeavor to intelligently, constructively and aggressively place publicity for Instituto Costarricense de Turismo in all media. We will follow our basic plan and will work closely with your office in performing those public relations duties determined advisable to the overall success of the program.

Your confirmation of this agreement will be testified to by signing and returning to this office the duplicate copy of this letter.

I am sure this will be the beginning of a long and successful relationship between our two organizations.

Sincerely yours,


Morris Silver
President

MS/it.

AGREED TO, AND ACCEPTED FOR,
INSTITUTO COSTARRICENSE DE TURISMO



19/11/80

(DATE)

Costa Rica

PRESS TRIP APRIL 2-7 1981

Tim Bay -- Travel Agent Magazine
Betsy Bair -- TravelAge East Magazine
Joe Hainline -- Ft. Lauderdale News
Ed Johnson -- Tampa Bay Life
Peter Lacey -- Christian Science Monitor
Julio Moran -- Nuestro Magazine
Susan Mulcahy -- New York Post
Claude Walpert -- San Diego Evening Tribune

RECEIVED
U.S. DEPARTMENT
OF JUSTICE
CRIMINAL DIVISION
JAN 12 11 30 AM '82
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

PRESS TRIP MAY 14-19 1981

Robin & Patricia Harris -- Hearst Publications
John Maher -- New Orleans Magazine
Carole Martin -- Diversion Magazine
Bill Minutaglio -- San Antonio Express News
Eric Scigliano -- Argus

PRESS TRIP JUNE 25 - 30 1981

Debbie Hall -- Travel Host
Jennifer Kramer -- Town & Country
Percy Rowe -- Toronto Sun
Gordon Rowley -- Providence Sunday Journal
Maria Teresa Stadelman -- El Sol de Texas
Deborah Symmers -- Travel Weekly

Costa Rica

AUGUST 6-11 PRESS TRIP 1981

Mike Bowler -- San Diego Magazine
Jane Conant -- San Francisco Examiner & Chronicle
Glenn Eichler -- Frequent Flyer Magazine
Dorothy Glasser -- Ladies Home Journal
Helmut & Gea Koenig -- Travel/Holiday
Wendy Lowe -- Destinations Magazine
Liz O'Neil -- Fairfield County Magazine
Mike Shropshire -- D (Dallas) Magazine

SEPTEMBER 24 - 29 PRESS TRIP 1981

Jerry Kenny -- New York Daily News
Howard Millard -- Modern Photography
Tim Renken -- St. Louis Post Dispatch
George Reiger -- Field & Stream
George Laycock -- Audubon Magazine
David Elrich -- Saga Magazine
David Houser -- Gentlemen's Quarterly
Judith Backover -- Los Angeles Daily News

NOVEMBER 5 - 10 PRESS TRIP 1981

Cathy Cavender -- Redbook Magazine
Dorothee Polson -- Arizona Republican
Harry Ryan -- New York Daily News
Steve Harris -- Boston Herald American