

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 <https://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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: <https://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: <https://www.fara.gov>.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .22 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, FARA Unit, Counterintelligence and Export Control 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 Balsera Communications	2. Registration Number 6835
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3. Primary Address of Registrant
 2199 Ponce De Leon Blvd, #200, Coral Gables, FL 33134

4. Name of Foreign Principal Centro de Inteligencia Estrategica - Gobierno de Ecuador	5. Address of Foreign Principal Av. Eloy Alfaro y Rio Santiago Quito, Lumbisi ECUADOR
6. Country/Region Represented ECUADOR	

7. Indicate whether the foreign principal is one of the following:

Government of a foreign country¹

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 (<i>specify</i>) _____

Individual-State nationality _____

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

a) Branch or agency represented by the registrant
 Government of Ecuador

b) Name and title of official with whom registrant engages
 Juan DeHowitt, Director

¹ "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.

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

- a) Name and title of official with whom registrant engages

- b) Aim, mission or objective of foreign political party

10. 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.

b) Is this foreign principal:

- | | | |
|---|------------------------------|-----------------------------|
| Supervised by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| Owned by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| Directed by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| Controlled by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| Financed by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| Subsidized in part by a foreign government, foreign political party, or other foreign principal | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

11. Explain fully all items answered "Yes" in Item 10(b).

12. 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.

U.S. Department of Justice

Exhibit A to Registration Statement

Washington, DC 20530

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit A to Registration Statement, 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

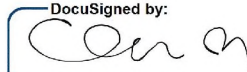
Printed Name

Signature

6/13/2020 | 7:00 PM EDT

Alfredo J Balsera

DocuSigned by:



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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 <https://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 FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: <https://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: <https://www.fara.gov>.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .32 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, FARA Unit, Counterintelligence and Export Control 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
Balsera Communications

2. Registration Number
6835

3. Name of Foreign Principal
Centro de Inteligencia Estrategica - Gobierno de Ecuador

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. What is the date of the contract or agreement with the foreign principal? 06/03/2020
8. Describe fully the nature and method of performance of the above indicated agreement or understanding.

As detailed in the attached scope of work, Balsera Communications will assist the Government of Ecuador in the implementation of effective communication strategies in regards to Ecuador's response to the COVID-19 pandemic crisis.

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

Crisis response activities, press monitoring and development of key messages.

10. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act¹.

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. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

11. Prior to the date of registration² for this foreign principal has the registrant engaged in any registrable activities, such as political activities, for this foreign principal?

Yes No

If yes, describe in full detail all such activities. The response should include, 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, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers, and subject matter. The response must also include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's activities, including political activities.

Set forth below in the required detail the registrant's political activities.

Date	Contact	Method	Purpose
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12. During the period beginning 60 days prior to the obligation to register³ for this foreign principal, has the registrant received from the foreign principal, or from any other source, for or in the interests of the foreign principal, any contributions, income, money, or thing of value either as compensation, or for disbursement, or otherwise?

Yes No

If yes, set forth below in the required detail an account of such monies or things of value.

Date Received	From Whom	Purpose	Amount/Thing of Value
06/03/2020	Centro de Inteligencia Estrategica - Gobierno de Ecuador	Communications regarding COVID-19 crisis response	\$37,500.00

\$37,500.00

13. During the period beginning 60 days prior to the obligation to register⁴ for this foreign principal, has the registrant disbursed or expended monies in connection with activity on behalf of the foreign principal or transmitted monies to the foreign principal?

Yes No

If yes, set forth below in the required detail and separately an account of such monies, including monies transmitted, if any.

Date	Recipient	Purpose	Amount
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¹ "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.

^{2,3,4} Pursuant to Section 2(a) of the Act, an agent must register within ten days of becoming an agent, and before acting as such.

EXECUTION

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this Exhibit B to Registration Statement, 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	Printed Name	Signature
06/13/2020	Alfredo J Balsera	/s/Alfredo J Balsera
_____	_____	_____
_____	_____	_____
_____	_____	_____

U.S. Department of Justice

Exhibit B to Registration Statement

Washington, DC 20530

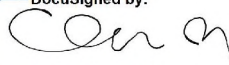
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Date

Printed Name

Signature

6/13/2020 | 7:00 PM EDT Alfredo J Balsera

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**Scope of Work for the Government of Ecuador
Communications and Media Relations**

Balsera Communications will execute on the following scope of work for the period of June 4 – August 15, 2020.

- Work with the Secretario General de Comunicación de la Presidencia, *Centro de Inteligencia Estratégica del Gobierno del Ecuador* and the Ecuadorian Ambassador to the United States to execute crisis and reputational management for the Government of Ecuador in the United States pertaining to the Covid-19 crisis
- Develop communications strategies and tactics to counter the perception of an Ecuador besieged by the coronavirus and lacking a cohesive response
- Develop and execute an engagement strategy with think tanks and other relevant non-governmental thought leaders in the U.S.
- Monitor media concerning Ecuador and prepare appropriate reactions when necessary
- Key message development around Ecuador's response to Covid-19 and other relevant achievements by the Government
- Manage overall media relations and story pitching
- Assist with relevant content creation related to media engagement
- Conduct interview prepping and analysis of administration spokespersons

If additional services are required (i.e. social media engagement, Global communications engagement) the compensation associated for such services will be agreed upon by the parties prior to such additional service being rendered.

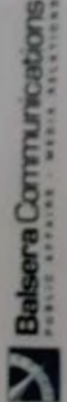


**Alcance del trabajo para el gobierno de Ecuador
Comunicaciones y relaciones con los medios**

Balsera Communications se ejecutará el siguiente alcance de trabajo para el período del 4 de Junio al 15 de agosto de 2020.

- Trabajar con el Secretario General de Comunicación de la Presidencia, el Centro de Inteligencia Estratégica del Gobierno del Ecuador y la Embajadora ecuatoriana en los Estados Unidos para ejecutar una gestión de crisis y reputación del Gobierno de Ecuador en los Estados Unidos relacionado a la crisis de Covid-19.
- Desarrollar estrategias y tácticas de comunicación para contrarrestar la percepción de un Ecuador no preparado por el coronavirus y que carece de una respuesta coherente.
- Desarrollar y ejecutar una estrategia de interactuar con grupos de expertos no gubernamentales relevantes en los EE. UU.
- Monitorear las noticias relacionados a Ecuador y preparar reacciones apropiadas cuando sea necesario.
- Desarrollo de mensajes clave sobre la respuesta de Ecuador a Covid-19 y otros logros relevantes del Gobierno
- Mantener relaciones con los medios y interactuar con ellos para conseguir entrevistas.
- Asistir en la creación de contenido relevante para los medios
- Realizar entrevistas de preparación y análisis de portavoces de la administración.

Si se requieren servicios adicionales (por ejemplo, con social media o ayuda con comunicaciones al nivel global), la compensación para dichos servicios será acordada entre las partes antes de prestar los mismos.



INVOICE

BILL TO
Centro de Inteligencia
Estrategica
Gobierno de Ecuador

INVOICE # 3964
DATE 06/03/2020
DUE DATE 06/18/2020

DESCRIPTION	QTY	RATE	AMOUNT
Crisis Communications for the Government of Ecuador in the United States related to the Covid-19 pandemic for the month of May	1	37,500.00	37,500.00

\$37,500.00

BALANCE DUE
Servicios profesionales prestados al Gobierno de Ecuador para desarrollar y ejecutar estrategias de comunicacion a fin de contribuir la participacion internacional de Ecuador sobre la pandemia de Covid-19.

CANCELADO

