

For Six Month Period Ending 31 DEC 1994
(Insert date)

Name of Registrant **WATERMAN ASSOCIATES, INC.** Registration No. **4738**

Business Address of Registrant **1700 K Street, N.W., Suite 405
Washington, D.C. 20006**

I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual: **N/A**

- | | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |

(b) If an organization:

- | | | |
|--------------------------|---|-----------------------------|
| (1) Name | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| (2) Ownership or control | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |
| (3) Branch offices | Yes <input checked="" type="checkbox"/> | No <input type="checkbox"/> |

2. Explain fully all changes, if any, indicated in item 1.

Joint Venture formed between Waterman Associates, Inc. & The Jefferson Group effective 4/1/94; however, registration remained with Waterman Associates, Inc. within this period. Name of joint venture: Jefferson Waterman International.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. 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
Charles E. Waterman	President	12/31/94
Gene M. Smith	Vice President	12/31/94
Samuel H. Wyman	Vice President	12/31/94
Michael E. Dash	Vice President	8/31/94

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4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes No

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
Ann B. Wroblewski	135 Hesketh Street Chevy Chase, MD 20815	Consultant	4/1/94
Hovag H. Boghossian	1801 Crystal Drive, #518 Arlington, VA 22202	Consultant	4/1/94
Cheryl L. Bell	1600 S. Eads Street #1034N Arlington, VA 22202	Consultant	4/1/94

II—FOREIGN PRINCIPAL

8. 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

Republic of Croatia, Office of the Presidency
(Transferred to new company, Jefferson Waterman International)

12/31/94

9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Lebanese Forces

III—ACTIVITIES

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 8, 9, and 10 of this statement? Yes No

If yes, identify each such foreign principal and describe in full detail your activities and services:

SEE ATTACHMENT A

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or 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 foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
Yes No

SEE ATTACHMENT B

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.

²The term "political activities" 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.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 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 No

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
9/28/94	Republic of Croatia	Fees & Expenses	\$ 75,000.00
12/23/94	Republic of Croatia	Fees & Expenses	\$150,000.00
			<u>\$225,000.00</u>
			Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A 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(c).
⁴Things 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.

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 8, 9 and 10 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

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.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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SEE ATTACHMENT C

Total

15. (b) DISBURSEMENTS—THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes No

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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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 value⁵ 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:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes No

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

17. Identify each such foreign principal.

Republic of Croatia, Office of the Presidency

⁵Things 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.

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 political propaganda? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Republic of Croatia, Office of the Presidency. A portion of the overall retainer is for this purpose.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda 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) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) _____

21. What language was used in this political propaganda:

- English
- Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes No

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes No

VI-EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

- Exhibit A⁶ Yes No N/A
- Exhibit B⁷ 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 N/A

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The 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.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, 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.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement? Yes No

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Charles E. Waterman

Charles E. Waterman

THE JEFFERSON GROUP
1341 G. STREET, NW SUITE 1100
WASHINGTON, DC 20005

Subscribed and sworn to before me at _____

this 24th day of March, 19 95

**My Commission Expires
February 14, 1999**

Mina Fenwick Dawson

(Signature of notary or other officer)
MINA FENWICK DAWSON

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws 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.)

ATTACHMENT A

III-ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal names in Items 8,9, and 10 of this statement?

Yes.

The Republic of Croatia

Waterman Associates made contacts with Croatia, Executive Branch officials, Congress, the media; prepared and distributed "Issues Points," a summary of events, official government positions and other issues relevant to the Republic of Croatia. Materials were sent to "media mailing list" (on file) on a regular basis. Arranged meetings between editors and reporters and Croatian government officials; held discussions with journalists on issues regarding the Republic of Croatia.

The Lebanese Forces.

Established the maintained lines of communication with Members of Congress and staff on matters of interest to the Lebanese Forces. Issues discussed during this reporting dealt with Syrian involvement in Lebanon and Lebanon's role in the Middle East peace process.

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III--ACTIVITIES

Attachment A for Question #11 (Cont'd)

During the six-month period ending December 31, 1994, our firm engaged in the following activities on behalf of the Government of the Republic of Croatia:

- The firm contacted, in person or by telephone, members of Congress and their personal staff, or the staff of relevant House and Senate Committees, as noted further in Attachment B, to discuss legislation and related issues concerning the foreign aid, defense, or trade interests of the foreign Principal.
- The firm contacted, in person or by telephone, members of the Administration, as noted further in Attachment B, on matters relating to the foreign aid, defense, or trade interests of the Foreign Principal.
- The firm provided advice and counsel to the Foreign Principal with reference to the political activity described below, including:
 - Reporting orally and in writing on all legislative and Administration actions of concern or interest to the Foreign Principal, as deemed appropriate.
 - Drafting talking points, position papers, substantive analyses, amendments, letters to the editor, and op-eds, as needed, or requested, to promote the objectives of the Foreign Principal, including documents for use with Members of Congress, the Executive Branch, and the press.
 - Advise the Foreign Principal on actions to take in support of its goals and interests, including 1) the identification of appropriate Legislative and Executive Branch personnel to meet with, 2) appropriate visits to Washington by officials of the Foreign Principal, 3) appropriate US officials, Members of Congress and their staffs, or members of the press to invite to the Embassy or to the country, as well as itineraries and meetings for those visits, and 4) recommendations of items of discussion and agendas for these meetings.
 - Assisting, when requested, in the setting up of meetings between the Foreign Principal and Members of Congress and their staffs, officials of the Executive Branch, and the press, and in their preparation of visits described above.

ATTACHMENT B

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity as defined below?

Yes.

Foreign Principal: Republic of Croatia, Office of the Presidency

Waterman Associates arranged meetings with journalists and Croatian government officials on issues relative to the Republic of Croatia, including, conflict in Bosnia and Herzegovina; refugee situation in Croatia; future economic and political plans of the Republic of Croatia. Prepared and distributed materials to journalists and Members of Congress on above issues (lists on file). Other activities involved establishing and maintaining lines of communication with Members of Congress and staff on matters of interest to the Office of the Presidency, Republic of Croatia. Issues discussed during this reporting period encompassed Croatian policy in Bosnia, refugee assistance, and Croatian efforts towards democratization.

Charles E. Waterman: June 9: Meet with U.S. Government official S. Hoskinson - discuss Zagreb trip; June 23: Meet with John Zarolis and C. Hoh, State Dept., to discuss Croatia; July 19: Meet with NIC officer S. Hoskinson to discuss Croatia; Oct. 28: Meet with UP Advisor D. Marshall; Dec. 20: Brief approximately 10 State Dept. officers (C. Hoh, J. Zarolis, etc.) concerning Balkans.

Edward L. Peck: Met with U.S. Dept. of State officials on July 12: John Zarolis; July 13: Joe Snyder; July 19: Chris Hoh; July 28: John Chamberlain and Joe Snyder; Aug. 5: Chris Hoh and Joe Snyder; Aug. 9: John Chamberlain; Aug. 23: Joe Snyder; Sept. 8: John Chamberlain; Sept. 15: Chris Hoh; Sept. 29: Joe Snyder; Oct. 7: Chris Hoh; Oct. 8: John Chamberlain; Oct. 12: Joe Snyder; Oct. 28: John Chamberlain; Nov. 4: Chris Hoh and Joe Snyder; Nov. 9: Chris Hoh and John Zarolis; Nov. 17: Joe Snyder; Nov. 29: Chris Hoh, John Chamberlain and Joe Snyder; Dec. 9: Chris Hoh and John Chamberlain; Dec. 13: Chris Hoh; Dec. 20: Chris Hoh, John Chamberlain, John Zarolis and Joe Snyder; Dec. 29: John Chamberlain.

FARA/Croatia

III--ACTIVITIES

Attachment B for Question #12

During the period ending December 31, 1994, our firm engaged in political and/or trade activities on behalf of the Government of the Republic of Croatia:

A. The firm contacted, in person or by telephone, members of Congress and their personal staff, or the staff of relevant House and Senate Committees as indicated below, at least one time but not more than three times on legislation relating to the foreign aid, defense, or trade interests of the Foreign Principal during this period .

Representative Lee Hamilton

Senator Srom Thurmond

Mr. Gerry Christiansen, Senate Foreign Relations Committee

Brian McKeon, Senate Foreign Relations Committee

Fred Kenney, Senate Foreign Operations Appropriations Subcommittee

Elizabeth Murtha, Senate Foreign Operations Appropriations Subcommittee

Mira Birata, Office of Senator Robert Dole

Jonathan Etherton, Office of Senator Srom Thurmond

Richard Reynard, Office of Senator Srom Thurmond

B. The firm contacted, in person or by telephone, members of Congress and their personal staff, or the staff of relevant House and Senate Committees as indicated below, at least three times but not more than seven times on issues relating to the foreign aid, defense, or trade interests of the Foreign Principal during this period.

Marty Sletzinger, House Foreign Affairs Committee
Nora Coulter, Office of Representative Lee Hamilton
Randy Scheunemann, Office of Senator Robert Dole
Michelle Maynard, Senate Foreign Relations Committee
Sandra Mason, Senate Foreign Relations Committee
Michael Van Dusen, House Foreign Affairs Committee
Elizabeth Daoust, House Foreign Affairs Committee
Donna Needham, House Foreign Affairs Committee
Mike Poloyac, House Foreign Affairs Committee

ATTACHMENT C

DISBURSMENTS-MONIES

15(a)(1). 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 8, 9 and 10 of this statement?

Yes.

Foreign Principal: Republic of Croatia, Office of the Presidency

Date: 7/94-12/94
Purpose: Postage, Photocopies, Travel/Lodging, Printing, Telephone/Fax, Office Supplies, Legal Fees
Amount: \$15,359.49

Date: 7/15/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$1,500

Date: 9/29/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$750.00

Date: 10/14/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$750.00

Date: 10/21/94
To Whom: Steve Ellis Communications
Purpose: Fees
Amount: \$5,000.00

Date: 10/26/94
To Whom: Steve Ellis Communications
Purpose: Fees
Amount: \$5,000.00

Date: 11/8/94
To Whom: U.S. Newswire
Purpose: Surgery for Croatian girl
Amount: \$120.00

Date: 12/7/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$1,500.00

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Date: 12/7/94
To Whom: Katerina Skoda
Purpose: Translation Services
Amount: \$200.00

Date: 12/15/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$2,250.00

Date: 12/15/94
To Whom: Steve Ellis Communications
Purpose: Fees
Amount: \$10,000.00

Date: 12/27/94
To Whom: David M. Barrett
Purpose: Fees
Amount: \$2,500.00

Date: 12/30/94
To Whom: Steven Ellis Communications
Purpose: Fees
Amount: \$5,000.00

Date: 12/30/94
To Whom: Edward L. Peck
Purpose: Fees
Amount: \$750.00

Total: \$50,679.49