

PA - Inside cover of 562/90
9/90.



Netherleigh

Massey Avenue, Belfast BT4 2JP.
Telephone (0232) 763244 ext
Facsimile (0232) 761435

BY FAX

Miss P D Mitchison
British Embassy
WASHINGTON

6 January 1993

Dear Pamela

PROPOSED ENGAGEMENT OF J WILLIAM PITCHER AS LOBBYIST

1. You wrote to me on 16 December 1992 seeking the views of DED on Bill Pitcher's proposal for retention as a lobbyist on our behalf for the incoming session.
2. As we discussed briefly the other day, on balance it seems desirable to re-employ Mr Pitcher to work on our behalf in the coming session. We have, however, reservations about some of the terms of his proposed contract.
3. We would be happy to agree to the proposed flat rate retainer fee of \$5,000 to monitor, etc as set out in the draft contract, provided that, should legislation be introduced, that sum would be credited against the hourly billings for work performed on our behalf by Attorney until such time as those billings reach the amount of the retainer. This type of arrangement has worked well in other similar contractual arrangements which we have concluded and is most helpful to us in satisfying the strict requirements of the Government Auditor.
4. I would be grateful if you could pursue this further with Mr Pitcher. I look forward to hearing from you.

Yours sincerely
D P McAuley
D P MCAULEY
31 December 1992

cc Mr Taggart

PA MARY WARD
EMA
7/1/93



DEPARTMENT OF ECONOMIC DEVELOPMENT

A Social Development Organisation



29 December 1992

TO: Mr McAuley

FROM: P J M Taggart

ENGAGEMENT OF J WILLIAM PITCHER AS LOBBYIST

1. As discussed, I agree that we should seek the services of Mr Pitcher in Maryland in 1993. However before we give him everything he has asked for I think we should seek to drive a harder bargain.
2. We have (at least) three options. Firstly, we could seek a reduction in his proposed hourly rate of \$180 (which is 50% more than Doyle and Nelson charge, and he offers no reduction for a less qualified member of his staff which he may use under clause 5). Secondly, we could guarantee him the retainer of \$5000 but on the condition that we pay him more only when he has worked the hours (just less than 28 by my calculations) that would cost the equivalent of the retainer. We could look at the original Doyle and Nelson contract to get a suitable form of words to cover this. Thirdly, we could simply offer him an hourly rate (as we have done with Doyle and Nelson) though it seems unlikely that he would agree to this. I would be grateful if you would discuss these options with Pamela Mitchison and see what can be negotiated with Mr Pitcher.
3. Incidentally, did the initiative come from Bill Pitcher or Pamela Mitchison? It is not clear from the latter's letter who sought out whom. If Mr Pitcher was on the hard sell then it makes our position somewhat stronger.

P J M TAGGART



DEPARTMENT OF ECONOMIC DEVELOPMENT

An Equal Opportunities Organisation



16 December 1992

cc Mr Taggart - Can we
Mr McAuley
Maryland

British Embassy
Washington

DTA

3/12

3100 Massachusetts Ave N.W.
Washington D.C. 20008-3600

Mr D McAuley
DED Netherleigh
Belfast

(by fax)

Telephone: (202)

Telex: RCA 211427 or 216760-WU1 64224

Facsimile: (202)

Dear Damian,

MACBRIDE IN MARYLAND

1. I met with Bill Pitcher our former lobbyist in Annapolis yesterday. So far, things are quiet on the MacBride front although it is almost impossible to say what 1993 will bring. As you know, there has been virtually no MacBride activity there since the Board of Trustees of the Maryland State Retirement and Pension Systems passed a "MacBride" resolution in early 1990. It is possible that this will continue to satisfy the proponents but it is also possible that the Maryland legislature, being heavily democratic, could be targeted by the campaign in the wake of the new Administration. There have also been one or two changes in the legislature over the past couple of years which could have a significant effect on our attempts to take counter action. The former chairman of the Appropriations Committee (Charles Ryan) was an ally of ours. He has now left the legislature and has been replaced by Howard Rawlings. Rawlings, a black, former city council member from Baltimore, is apparently a keen defender of ethnic minority rights. If the proponents have latched onto this, they could find him a willing sponsor.

2. The Maryland legislative session formally starts in the second week of January and runs through March. Bill is willing to act again as our eyes and ears in the legislature. To do so, he is required by State law to be registered as our lobbyist (this has always been the case and should not, I assume, present us with any problems). I enclose a self-explanatory letter in which he sets out his proposed terms; a retainer fee, moving to an hourly rate if legislation is introduced. Since he last worked for us, he has opened his own office which, I suspect, is why he has now proposed a retainer agreement (I think it unlikely he would do any initial lobbying free of charge).

3. In addition to Maryland, he also covers Delaware and has contacts on the Baltimore City Council. Baltimore has a high Irish/Catholic population and could well become one of the next City Council's to consider MacBride. This latter point is speculation on my part, and I have no collateral (so far) for it.



4. I am not sure how strong a case we have for a lobbyist in Annapolis (and at a cost of \$5,000). But the potential for activity is certainly there and I would not wish to be caught out. Bill has, as you know, done some good work for us in the past. I do not know how much money the DED has available and I must therefore leave it up to you to decide whether or not it represents value for money. But on balance we feel here that, if funds are available, we should re-employ Bill Pitcher for the 1993 session. I realise to some extent this may cut across the ALEC exercise but it may be difficult to ignore Bill's offer of monitoring and ask him simply to act for us once legislation has been introduced. There may always be the chance of stopping the legislation before it is formally tabled.

5. I look forward to hearing your views.

yours ever,

Pamela

P D Mitchison

cc: Mr Ralph

J. WILLIAM PITCHER

ATTORNEY AT LAW
67 FRANKLIN STREET
ANNAPOLIS MARYLAND 21401

ANNAPOLIS (410) 288-0842
BALTIMORE (410) 268-6345
WASHINGTON (301) 658-5127
FACSIMILE (410) 266-0844

December 14, 1992

Ms. Pamela Mitchison
First Secretary
The British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D.C. 20008

**RE: RETAINER AGREEMENT AND LOBBYING REGISTRATION FORM
FOR THE 1993 SESSION OF THE MARYLAND GENERAL ASSEMBLY**

Dear Pamela:

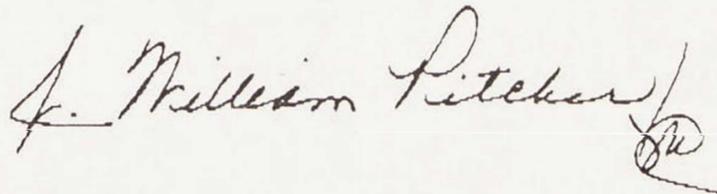
As we discussed today, I am enclosing a *Retainer Agreement* which you will need to sign and return to my office. The Agreement outlines the services that I will provide the British Embassy (Section 1) and the fees for these services (Section 2). I have enclosed an original and a copy of this Agreement. You may keep the copy for your records.

I am also enclosing a *Lobbying Registration Form* for your signature. I am required by law to file this form with the State Ethics Commission on behalf of the British Embassy for the 1993 Legislative Session of the General Assembly. This form is required in order for me to monitor legislation and/or lobby on your behalf. The registration covers for the period of December 14, 1992 (today's date) through October 31, 1993 (the end of the required reporting period for 1993).

I would ask that you sign and date the Registration Form in the lower left hand corner and return it to my office at your earliest convenience, so I can file it with the State Ethics Commission. If you wish to have a copy for your records, it will be necessary for you to make a photocopy of the form.

If you should have any questions concerning either the Lobbying Registration Form or the Retainer Agreement, please don't hesitate to contact my office. In the meantime, I am

Very truly yours,



J. William Pitcher

JWP:jls
Enclosure(s)

RETAINER AGREEMENT

AGREEMENT, made this 14th day of December, 19 92, between THE BRITISH EMBASSY, hereinafter referred to as "Client," and J. WILLIAM PITCHER, Annapolis, Maryland, hereinafter referred to as "Attorney."

1. Client hereby employs Attorney to represent Client as Legislative and Executive Branch (Maryland) advocate to: Monitor the Maryland General Assembly, throughout the 1993 Session, for legislation affecting State Pension Fund investments in companies doing business in Northern Ireland; consulting with British Embassy Personnel regarding such issues and the Maryland Government; arranging and attending meetings between Embassy Personnel and key members of the Legislative and Executive Branches of the of the Maryland Government; remaining available for the contingency that unfriendly legislation is introduced and alerting Embassy Personnel of that fact.

2. Client shall pay Attorney for all necessary services rendered to monitor the 1993 Legislative Session of the Maryland General Assembly, a flat fee in the amount of Five Thousand and 00/100 (\$5,000.00). In the event that legislation is introduced, Client shall then be billed at the rate of \$180.00 per hour for work performed by Attorney.

3. a) Client shall be sent monthly statements for services rendered reflecting charges determined per Paragraph 2 and costs advanced.
- b) If monthly payments are not made within thirty (30) days, interest at the rate of eighteen percent (18%), or such other rate permitted by Maryland law, will be charged thereafter for any outstanding balance.

4. Failure to pay such statement by the 30th day after receipt of statement may be construed by Attorney as a discharge of them from their employment hereunder, which discharge shall not relieve Client from the obligation to pay any sums due and owing for services previously rendered pursuant to this Agreement.

5. Attorney reserves the right to designate the persons employed by it who shall perform the services necessary to properly represent the Client. Outside counsel may be employed at the discretion and expense of the Attorney, or with Client's prior consent, at Client's expense.

6. Attorney has made no warranties as to the successful outcome of any legislative activity and all expressions made by Attorney relative thereto are matters of Attorneys' opinion only.

STATE OF MARYLAND
State Ethics Commission
300 E. Joppa Road, Suite 301
Towson, Maryland 21286

TTY for Deaf: Balto Area 383-7555
D.C. Metro 565-0450

LOBBYING REGISTRATION FORM

Important: Before Completing, Read Directions Carefully

PART A. GENERAL INFORMATION

Registration for (Check all appropriate blanks)

Legislative Branch Lobbyist
Grass Roots Lobbyist _____

Executive Branch Lobbyist
Non-Exempt Employer _____

I. Primary Purpose of Organization

Is the employer organization, or the registrant organization where there is no employer, organized and operated for the primary purpose of attempting to influence any legislative or executive action? Yes _____ No

PART B. IDENTIFICATION OF REGISTRANT

I. Identifying information (complete all blanks):

a) Name J. William Pitcher
b) Permanent address 67 Franklin Street
Annapolis, MD 21401

c) Business telephone (410) 268-0842 Do you want number on published lobbyist list? Yes No _____
d) Occupation or type of business Attorney

II. Identification of others required to register:

a) Will any person be required to register as a lobbyist on behalf of the person or organization identified in section I? Yes _____ No
b) If the answer to a) is "yes," identify each such person below and give their name and address:

III. Identification of employer (complete only if registrant acts on behalf of another; also have the employer complete Part D):

a) Identify all persons or organizations who compensate the registrant for activities requiring this registration:
Name The British Embassy
Permanent address 3100 Massachusetts Avenue, N.W.
Washington, D.C. 20008

Business telephone (202) 898-4584
Nature of Business Embassy

b) Identify any other person whom the registrant will represent regarding the matters covered by this registration (if none, put in none) None

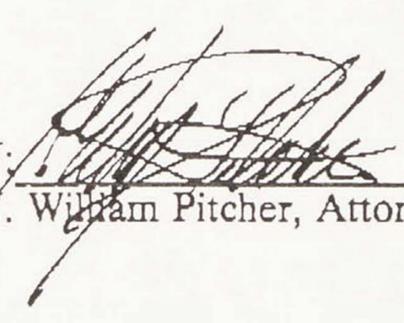
IV. Registration Information:

a) State the period (include both beginning and ending month, day and year) for which this registration is effective: December 14, 1992 to October 31, 1993

7. This Agreement comprises the entire contract between Attorney and Client.

J. WILLIAM PITCHER

THE BRITISH EMBASSY

BY: 

J. William Pitcher, Attorney

BY: _____

A2:BRIT-EMB.R-A