

LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required To Complete This Page

1. Registrant Name Washington Counsel, P.C.			
2. Address <input type="checkbox"/> Check if different than previously reported 1150 17th Street, NW, Suite 601, Washington, DC 20036			
3. Principal Place of Business (if different from line 2) City: _____ State/Zip (or Country): _____			
4. Contact Name Nick Giordano	Telephone 202-293-7474	E-mail (optional)	5. Senate ID # 40522-1077
7. Client Name <input type="checkbox"/> Self National Association of Real Estate Investment Trusts			6. House ID # 32807091

TYPE OF REPORT 8. Year 2000 Midyear (January 1-June 30) OR Year End (July 1-December 31)

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report → Termination Date May 15, 2000 11. No Lobbying Activity

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13	
<p>12. Lobbying Firms</p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ <u>60,000</u> <small>Income (nearest \$20,000)</small></p> <p>Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p>13. Organizations</p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____ <small>Expenses (nearest \$20,000)</small></p> <p>14. REPORTING METHOD. Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(5) of the Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code</p>

Signature _____

Printed Name and Title Nick Giordano, Partner

Registrant Name Washington Counsel, PC Client Name Natl Assn. of Real Estate
Investment Trusts

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TAX (one per page)

16. Specific lobbying issues

REIT Tax rules

17. House(s) of Congress and Federal agencies contacted Check if None

House of Representatives
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	Not Covered
Doug Badger	Chief of Staff, Office of Sen. Nickles	<input type="checkbox"/>
Brian Conklin		<input type="checkbox"/>
John Doney		<input type="checkbox"/>
Jayne Fitzgerald		<input type="checkbox"/>
LaBrenda Garrett-Nelson		<input type="checkbox"/>
Gary Casper		<input type="checkbox"/>
Bruce Gates		<input type="checkbox"/>
Nick Giordano	Min. Counsel, Senate Finance Cmte.	<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above Check if None

Signature _____ Date _____

Printed Name and Title Nick Giordano, Partner

LOBBYING REPORT ADDENDUM

Registrant Name: Washington Counsel, P.C.

Client Name: Natl Assn of Real Estate Investment Trusts

Addendum is for Mid-year Report

Line #18 - Information to be included

Names of individuals who acted as a lobbyist in this issue area:

Rob Leonard
Richard Meltzer
Bob Rozen
Tim Urban
George Weise
Mark Weinberger

