

THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

	1992			1993		% Change 92 Budg v 93 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1301 General Administration	\$2,015	\$1,996	18	\$2,014	18	< 0%>
1302 Scientific Affairs	3,348	2,329	-	2,380	-	< 29%>
1303 Media Relations	445	330	-	355	-	< 20%>
1304 Information Center	135	133	-	145	-	7%
1305 Excise Issue	1,853	2,050	-	2,157	-	16%
1-7 1306 Fire Safety Issue	652	653	-	700	-	7%
1307 General Coalitions	2,277	2,217	-	2,415	-	6%
1308 Advertising Issue	180	167	-	315	-	75%
1309 Public Smoking Issue	2,025	1,974	-	1,980	-	< 2%>
1311 Health Care/"Social Cost"	353	353	-	690	-	95%
Total Budget	\$13,283	\$12,202	18	\$13,151	18	< 1%>

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THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

Authorized Positions 1992 - 18
 Authorized Positions Requested 1993 - 18

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
2800 Staff Compensation	\$ 978	\$1,002	\$1,100
3200 Employee Benefits	264	271	297
3900 Travel	300	270	300
4000 Conferences & Meetings	5	2	3
4800 Books & Subscriptions	54	54	64
5000 Office Supplies	5	2	2
5100 Postage & Delivery	102	92	88
5200 Reproduction, Printing & Drafting	306	262	354
5400 Other Office Expense	101	74	79
5500 Membership & Staff Training	10	10	10
5800 Legal Fees	365	235	290
6200 Adv. Space & Promo Total	5	53	265
7300 Professional Fees	5,637	4,809	4,646
7400 Purchased Administrative Service	20	15	10
7500 Suprt Tob & Oth Organizations	4,703	4,625	5,334
8000 Computer Services	78	76	76
9100 Data Processing Allocation	350	350	233
Totals	\$13,283	\$12,202	\$13,151

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THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER General Administration No. 1301

Authorized Positions 1992 - 18
 Authorized Positions Requested 1993 - 18

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
2800 Staff Compensation	\$ 978	\$1,002	\$1,100
3200 Employee Benefits	264	271	297
3900 Travel	150	150	150
4000 Conferences & Meetings	5	2	3
5000 Office Supplies	5	2	2
5100 Postage & Delivery	65	58	53
5200 Reproduction, Printing & Drafting	12	12	12
5400 Other Office Expense	6	4	4
5500 Membership & Staff Training	10	10	10
5800 Legal Fees	100	70	90
7300 Professional Fees	50	50	50
7400 Purchased Administrative Service	20	15	10
9100 Data Processing Allocation	350	350	233
Totals	\$2,015	\$1,996	\$2,014

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THE TOBACCO INSTITUTE
1993 BUDGET

COST CENTER

Public Affairs

No. 1301

STAFFING SCHEDULE

07-Oct-92

Months of Employment

Employee Name		1992 Budget	1992 Estimated	1993 Budget
S. Stuntz	Sr. V.P./Division Director	12	12	12
B. Dawson	V.P./Media Relations Director	12	12	12
M. Gleason	Director - Issues Management	12	12	12
W. Merryman	V.P./Dir. of Communications	12	12	12
T. Lauria	Assistant to the President	12	12	12
W. Wordham	Assistant to the President	12	6	12
C. George	Issue Manager	12	12	12
K. Packett	Issue Manager	12	12	12
K. Suhr	Issue Manager	12	12	12
C. Hrycaj	Issue Manager	12	12	12
A. Cannell	Production Services Director	12	12	12
M. Booth	Information Center Manager	12	12	12
J. Smith	Media Relations Coordinator	12	12	12
M. Barker	Administrative Assistant	12	12	12
C. Echols	Secretary	12	12	12
U. Schnicke	Secretary	12	12	12
M. Keenan	Secretary	12	12	12
S. Cronan	Secretary	12	12	12
Totals		216	210	216

91891492

The Tobacco Institute

1993 BUDGET

COST CENTER	General Administration	No.	1301
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>			
Overnight deliveries to the Executive Committee and other Institute oversight committees	\$ 65	\$ 58	\$ 53
TOTAL	\$ 65	\$ 58	\$ 53

91891493

The Tobacco Institute

1993 BUDGET

COST CENTER	General Administration	No.	1301
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>			
Covington & Burling	\$ 100	\$ 70	\$ 90
TOTAL	\$ 100	\$ 70	\$ 90

91891494

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The Tobacco Institute

1993 BUDGET

COST CENTER	General Administration		No.	1301
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Public Affairs Division general contingency reserve	\$ 50	\$ 50		\$ 50
TOTAL	\$ 50	\$ 50		\$ 50

91891495

THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Scientific Affairs No. 1302

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	5	5	5
5800 Legal Fees	265	165	200
7300 Professional Fees	3,078	2,159	2,175
Totals	\$3,348	\$2,329	\$2,380

91891496

The Tobacco Institute

1993 BUDGET

COST CENTER	Scientific Affairs	No.	1302
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>			
Covington & Burling	\$ 265	\$ 165	\$ 200
TOTAL	\$ 265	\$ 165	\$ 200

91891497

The Tobacco Institute

1993 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)

Account #7301 - Professional Fees

Consulting scientists on
environmental tobacco smoke
and ventilation issues:

. Ventilation consultant fees and expenses for testimony, building investigations, and conference attendance	\$ 450	\$ 360	\$ 360
. Literature reviews, critiques and analyses	150	150	150
. Participation in scientific conferences and scientific organizations (10 anticipated)	100	100	100
. Meetings and presentations (3 anticipated, including TI annual meeting)	70	70	70
. Media and testimony (per SAD request)	41	65	65
. Responses to scientific publications, publication of scientific analyses	20	20	-
. Air quality testing	25	-	-

Occupational Safety and Health
Administration (OSHA)
Activities:

. Scientific submissions	600	305	600
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The Tobacco Institute

1993 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
<u>(Continued)</u>				
. Critiques, analyses, meet- ings, and presentations	\$ 250	\$ -	-	\$ 150
Academic Scientist Activities and Support:				
. Responses to scientific publications, publication of scientific analyses (20 publications/responses anticipated)	270	270		200
. Maintenance of environ- mental tobacco smoke database	72	147		150
. Meetings and presentations (4 anticipated)	25	25		20
. AAAS symposium	100	100		-
. Media activities, brief- ings of federal and state legislative and regulatory officials on general risk assessment issues	175	-		-
Recruitment and training of new scientific witnesses	-	-		150

91891499

The Tobacco Institute

1993 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
<u>(Continued)</u>				
Completion and promotion of Lieberman/University of Pittsburgh project (scientific publications, media tours, conferences, presentations) This projects is designed to detect possible bias in ETS scientific research, researchers and promotion of same.	\$ 250	\$ 67		\$ 80
Environmental Protection Agency (EPA) Activities:				
. Environmental Tobacco Smoke (ETS) Risk Assessment and Policy Guide				
- Critiques, analyses, meetings, and briefings on risk assessment (8 anticipated)	120	120		80
- Science Advisory Board re-review written comments	200	180		-
- Media and briefings	50	50		-
- Presentations and attendance at hearings	60	80		-
. ETS Compendium. Media and briefings on heart disease claims	50	50		-
TOTAL	\$ 3,078	\$ 2,159		\$ 2,175

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THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Media Relations No. 1303

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
3900 Travel	\$ 150	\$ 120	\$ 150
5100 Postage & Delivery	25	25	25
5200 Reproduction, Printing & Drafting	20	10	10
5400 Other Office Expense	95	70	75
7300 Professional Fees	155	105	95
Totals	\$ 445	\$ 330	\$ 355

91891501

The Tobacco Institute

1993 BUDGET

COST CENTER	Media Relations	No.	1303
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>			
Nationwide media mailings	\$ 15	\$ 15	\$ 15
Targeted print/broadcast mailings	10	10	10
TOTAL	<u>\$ 25</u>	<u>\$ 25</u>	<u>\$ 25</u>

91891502

The Tobacco Institute

1993 BUDGET

COST CENTER	Media Relations	No.	1303
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Preparation of mailings and press materials	\$ 20	\$ 10	\$ 10
TOTAL	\$ 20	\$ 10	\$ 10

91891503

The Tobacco Institute

1993 BUDGET

COST CENTER	Media Relations	No.	1303
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5401 - Other Office Expense</u>			
Video monitoring service, transcripts, and news clips	\$ 95	\$ 70	\$ 75
TOTAL	\$ 95	\$ 70	\$ 75

91891504

The Tobacco Institute

1993 BUDGET

COST CENTER	Media Relations	No.	1303
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Special projects support and promotion	\$ 50	\$ 50	\$ 50
Media relations consultants	30	25	25
Satellite/electronic support	25	20	20
Local PR counsel in selected states (per SAD request)	50	10	-
TOTAL	\$ 155	\$ 105	\$ 95

91891505

THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Information Center No. 1304

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
4800 Books & Subscriptions	\$ 54	\$ 54	\$ 64
5200 Reproduction, Printing & Drafting	-	-	2
7300 Professional Fees	3	3	3
8000 Computer Services	78	76	76
Totals	\$ 135	\$ 133	\$ 145

91891506

The Tobacco Institute

1993 BUDGET

COST CENTER	Information Center		No.	1304
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #8030 - Purchased Computer Services</u>				
News and data retrieval systems	\$ 78	\$ 76		\$ 76
TOTAL	\$ 78	\$ 76		\$ 76

91891507

THE TOBACCO INSTITUTE
1993 BUDGET
Public Affairs Division

COST CENTER _____ Excise Issue _____ No. 1305

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5100 Postage & Delivery	2	2	2
5200 Reproduction, Printing & Drafting	131	106	99
6200 Adv. Space & Promo Total	-	46	110
7300 Professional Fees	496	681	636
7500 Suprt Tob & Oth Organizations	1,224	1,215	1,310
Totals	\$1,853	\$2,050	\$2,157

91891508

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
TI Tax Publications				
. Tax Burden on Tobacco	\$ 20	\$ 22	\$	24
. State data card reprints (26 states per SAD's request)	-	-		13
. Economic impact study	25	2		-
Tax materials for other organizations	30	30		30
. LMC excise tax materials	15	13		15
. State-specific economic impact and tax reform studies (per SAD request @ \$6,000 each)	6	6		5
. Excise tax impact studies for blacks and seniors (reprints)	8	8		5
. Analysis of impact of balanced budget amend- ment	-	-		5
. Brochure on seniors and health care financing (transferred to cost center 1311/Health Care and "Social Cost")	15	15		-

91891509

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The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue	No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
<u>(Continued)</u>			
Health care reform materials to support Citizen Action Program (transferred to cost center 1311/Health Care and "Social Cost")	\$ 10	\$ 10	\$ -
Excise tax video: labor perspective video (reprints)	2	-	2
TOTAL	\$ 131	\$ 106	\$ 99

91891510

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue	No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #6201 - Advertising</u>			
Consumer Tax Alliance			
. Development and production of TV, radio and print ads	\$ -	\$ 44	\$ 100
. Residuals (for actors appearing in ads)	-	2	10
TOTAL	\$ -	\$ 46	\$ 110

91891511

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Coalition work PR counsel				
. Ogilvy, Adams & Rinehart	\$ 210	\$ 210		\$ 260
. James Savarese & Assoc.	90	135		150
. Wunder, Diefenderfer, Ryan, Cannon & Thelen (Mike Forscey)	90	120		110
Economic consultants				
. Economic witness team for federal and state testi- mony and promotion (per FRD and SAD request)	25	25		25
. Economists for op-ed program on I & R reform (4 states per SAD request)	40	40		16
. Presentations to conferences	10	10		10
. Economist media tours (promotion of earmarking book)	18	15		-
Open Seats Project				
. Educational activities pre-election	-	76		-
. Post-election activities/ seminars/forums for new members	-	37		50

91891512

PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
<u>(Continued)</u>				
Cross-border buying studies (6 states per SAD request)	\$ -	\$ -		\$ 15
Economic impact study update	13	13		-
TOTAL	\$ 496	\$ 681		\$ 636

91891513

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Tobacco Industry Labor Management Committee support to national fair tax organizations				
. Citizens for Tax Justice	\$ 125	\$ 129	\$	130
- Support to federal lobbyist	-	-		40
- Federal tax analyses	-	-		20
. Economic Policy Institute	60	60		60
. Coalition on Human Needs	48	48		48
. Progressive Political Education Fund	18	30		25
. National Council of Senior Citizens				
- Congress of CA Seniors (transferred to cost center 1311/Health Care and "Social Cost")	36	36		-
- FL Council of Senior Citizens (transferred to cost center 1311/Health Care and "Social Cost")	30	30		-
- Senior Citizens Education & Research Assoc. of NY (transferred to cost center 1311/Health Care and "Social Cost")	24	24		-

91891514

PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
(Continued)				
- Oregon NCSC Chapter (transferred to cost center 1311/Health Care and "Social Cost")	\$ -	\$ -	5	\$ -
Tobacco Industry Labor Management Committee (LMC) support to state tax reform coalitions:				
. California	48	48		50
. Connecticut	10	25		15
. Florida	20	10		10
. Illinois	15	20		40
. Indiana	15	15		15
. Iowa	36	36		36
. Massachusetts	15	-		5
. Michigan	15	5		15
. Minnesota	20	42		35
. Montana	18	18		18
. New Jersey	24	34		24
. New York	10	-		-
. Ohio	15	12		15
. Pennsylvania	18	18		30
. Texas	15	-		-
. Washington	20	20		20
. Wisconsin	15	20		20
Economic policy briefings for labor (24 briefings @ \$3,000)	96	71		72
. State tax reform con- ferences (4 @ \$10,000)	40	36		40

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PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue	No.	1305	
			1992 BUDGET (\$000)	1992 ESTIMATED (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. State tax reform group studies on excise taxes and state budget alternatives (4 states @ \$10,000)	\$ 40	\$ 30	\$	40
Support of federal tax reform/deficit reduction on conference in early 1993 to include key legislators/staff/media	-	-		150
Support to Consumer Tax Alliance				
. Media campaigns/telephone bank operations (@ \$14,000 in 10 districts/states)	-	-		140
American Agriculture Movement				
. General support/state tax issue media tours	60	60		72
. Impact of excises on rural Americans (promotion and mailings in 6 states per FRD and SAD request)	28	28		55
. Grassroots mailings	10	10		-
. Rural summit on tax policy	10	10		-
Open Seats Project				
. Coalition support	-	40		30

PAD.DRBA (DRBA)

91891516

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Excise Issue		No.	1305
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. Briefings, materials for new members of federal tax committees	\$ -	\$ -		\$ 20
Coalition Against Regressive Taxation (CART)	30	5		20
Earmarking/Health Care Financing Program				
. Citizen Action program with LMC to promote progressive health care reform in targeted states and at the national level (transferred to cost center 1311/Health Care and "Social Cost")	120	120		-
. Senior Citizen health care project (transferred to cost center 1311/Health Care and "Social Cost")	50	50		-
. Use of health system study (transferred to cost center 1311/Health Care and "Social Cost")	40	25		-
. Excise tax elasticity and health cost study (transferred to cost center 1311/Health Care and "Social Cost")	30	30		-

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PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

<u>COST CENTER</u>	<u>Excise Issue</u>	<u>No.</u>	<u>1305</u>
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
<u>(Continued)</u>			
Committee for a Responsible Federal Budget (transferred to cost center 1311/Health Care and "Social Cost")	\$ -	\$ 15	\$ -
TOTAL	\$ 1,224	\$ 1,215	\$ 1,310

91891518

THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Fire Safety Issue No. 1306

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	\$ 32	\$ 37	\$ 30
7300 Professional Fees	445	464	490
7500 Suprt Tob & Oth Organizations	175	152	180
Totals	\$ 652	\$ 653	\$ 700

PAD.ASR (TYP4)

91891519

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Fire Safety Issue	No.	1306
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Reproduction of existing materials			
. Articles & studies	\$ 15	\$ 21	\$ 13
. "FireCare"	5	6	5
. "FireSense"	5	5	5
. "Challenge for Life"	5	5	5
. Video on T.I. fire program	2	-	2
TOTAL	<u>\$ 32</u>	<u>\$ 37</u>	<u>\$ 30</u>

The Tobacco Institute

1993 BUDGET

COST CENTER	Fire Safety Issue	No.	1306
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Tri Data, Inc.			
. General consulting, data analyses, coalition building and fire safety research (includes travel)	\$ 255	\$ 263	\$ 268
. Research report on community-based fire prevention (to complete work begun in 1992)	35	35	37
Sparber & Associates general consulting, planning, coalition building and in-kind support to national and state fire service groups (includes travel)	145	166	170
DeVillier Communications (for Media/PR assistance to fire service organizations)	-	-	10
Witnesses to represent industry at federal and state hearings	10	-	5
TOTAL	\$ 445	\$ 464	\$ 490

91891521

PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Fire Safety Issue		No.	1306
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Fire safety grant program				
. Grants to local fire safety organizations	\$ 80	\$ 80		\$ 80
. Task Force to Promote Public Fire Safety Education				
- Presentations of task force members at conferences	5	5		25
. Miscellaneous (production of materials, psa's, etc.)	20	15		20
. National Volunteer Fire Council	15	15		15
. National Assoc. of State Fire Marshals	15	15		15
. International Society of Fire Service Instructors	5	5		5
. Burn Concerns	5	10		5
. Congressional Fire Services Institute	5	2		5
. International Assoc. of Black Professional Fire Fighters	5	5		5
. CPSC National Smoke Detector Project	5	-		5

91891522

PAD.DRBA (DRBA)

10/14/92

The Tobacco Institute

1993 BUDGET

COST CENTER	Fire Safety Issue	No.	1306
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
<u>(Continued)</u>			
. International Association of Fire Chiefs	\$ 5	\$ -	\$ -
. Other programs	10	-	-
TOTAL	\$ 175	\$ 152	\$ 180

PAD.DRBA (DRBA)

91891523

10/14/92

THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER General Coalitions No. 1307

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5100 Postage & Delivery	10	7	8
5200 Reproduction, Printing & Drafting	29	27	80
6200 Adv. Space & Promo Total	5	7	5
7300 Professional Fees	100	84	55
7500 Suprt Tob & Oth Organizations	2,133	2,092	2,267
Totals	\$2,277	\$2,217	\$2,415

91891524

The Tobacco Institute

1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Reprints of existing publications				
. Tobacco: Deeply Rooted in America's Heritage	\$ -	\$ -		\$ 47
. Heritage Reprints	7	16		14
. Tobacco Industry Profile	6	4		4
. T.I. Scope & Activities	5	3		3
. "There is No Tobacco Subsidy"	1	-		2
Miscellaneous materials for allied organizations	10	4		10
TOTAL	\$ 29	\$ 27		\$ 80

91891525

The Tobacco Institute

1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #6201 - Advertising</u>				
Miscellaneous placements with allied groups	\$ 5	\$ 7		\$ 5
TOTAL	\$ 5	\$ 7		\$ 5

91891526

The Tobacco Institute

1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Counsel to establish support among national veteran's groups on tax and other issues	\$ 25	\$ 25		\$ 25
Counsel to assist with Hispanic coalitions in Texas (per SAD request)	35	19		-
Miscellaneous allied groups (including privacy, gay & women's rights)	40	40		30
TOTAL	\$ 100	\$ 84		\$ 55

91891527

The Tobacco Institute

1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
National Labor Management Committee (LMC) counsel to support all Committee and national coalition group activities, and to provide direction to all state consultants relating to Committee positions				
. The Strategy Group (tax issues, development of tax conferences, state tax coalitions)	\$ 300	\$ 300	\$	300
. Ogilvy Adams & Rinehart (PR consultants to LMC)	225	260		280
. James Savarese & Assoc. (LMC executive director, coordination of all state and federal LMC activities, liaison with LMC unions)	175	195		200
. The Jarvis Company (legislative liaison with the AFL/CIO legislative division and LMC member unions)	140	120		120
. Western and Federal LMC activities (William Holayter/partial year in 1992)	50	30		70

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1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
(Continued)				
State Labor Management Committee (LMC) counsel to establish working relationships on tobacco issues with liberal/labor groups				
. California (2 consultants; 1 partial year in 1992)	\$ 135	\$ 110	\$	135
. Florida	55	60		60
. Georgia/Kentucky/North Carolina/Virginia	45	50		50
. Illinois	90	90		90
. Iowa	50	42		45
. Michigan	70	64		70
. Minnesota	35	35		35
. New England	120	110		100
. New York (partial year in 1992)	8	32		40
. Ohio (and coordination in 6 mid-West states)	150	160		150
. Pennsylvania	70	70		75
. Texas	50	40		40
. Washington	40	34		40

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1993 BUDGET

COST CENTER	General Coalitions		No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
Support to LMC coalitions				
. Labor Council for Latin American Advancement	\$ 30	\$ 30	\$	30
. National Consumers League	24	24		24
. Coalition of Labor Union Women	20	20		20
. A. Philip Randolph Institute	20	20		20
. Asian Pacific American Labor Association	-	-		20
LMC legislative conference/reception	75	75		100
Miscellaneous LMC projects	50	30		30
LMC model job training program for skilled workers (per BC&T request)	-	-		25
American Wholesale Marketers Association (formerly NATD)	50	38		50
Tobacco Growers Information Committee	40	38		40
Support to veterans' groups	5	6		5
Support to women's groups	5	3		3
Support to minority groups	6	6		-

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The Tobacco Institute

1993 BUDGET

COST CENTER	General Coalitions	No.	1307
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations (Continued)</u>			
TOTAL	\$ 2,133	\$ 2,092	\$ 2,267

PAD.DRBA (DRBA)

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THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Advertising Issue No. 1308

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	15	15	15
6200 Adv. Space & Promo Total	-	-	150
7300 Professional Fees	125	107	105
7500 Suprt Tob & Oth Organizations	40	45	45
Totals	\$ 180	\$ 167	\$ 315

The Tobacco Institute

1993 BUDGET

COST CENTER Advertising Issue No. 1308

	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #6201 - Advertising</u>			
Contingency funds for national print advertising campaign in response to Surgeon General's report on smoking and young people	\$ -	\$ -	\$ 150
TOTAL	\$ -	\$ -	\$ 150

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The Tobacco Institute

1993 BUDGET

COST CENTER	Advertising Issue		No.	1308
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Public Relations Counsel	\$ 65	\$ 72		\$ 65
Expert witness for federal, state hearings	60	35		40
TOTAL	\$ 125	\$ 107		\$ 105

91891534

The Tobacco Institute

1993 BUDGET

COST CENTER	Advertising Issue	No.	1308
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
Washington Legal Foundation	\$ 25	\$ 30	\$ 30
ACLU	10	10	10
Federal coalitions	5	5	5
TOTAL	\$ 40	\$ 45	\$ 45

PAD.DRBA (DRBA)

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THE TOBACCO INSTITUTE
 1993 BUDGET
 Public Affairs Division

COST CENTER Public Smoking Issue No. 1309

ACCOUNT	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	20	8	40
7300 Professional Fees	964	935	790
7500 Suprt Tob & Oth Organizations	1,041	1,031	1,150
Totals	\$2,025	\$1,974	\$1,980

PAD.ASR (TYP4)

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The Tobacco Institute

1993 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Indoor air quality program			
. IAQ materials for other organizations	\$ 10	\$ 5	\$ 15
. IAQ publications	10	3	10
. Privacy materials for other organizations	-	-	15
TOTAL	\$ 20	\$ 8	\$ 40

PAD.DRBA (DRBA)

91891537

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The Tobacco Institute

1993 BUDGET

COST CENTER	Public Smoking Issue		No.	1309
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Overall Public Smoking Program:				
General consulting fees				
. Wunder, Diefenderfer, Ryan, Cannon & Thelen (OSHA issues)	\$ 250	\$ 300	\$	300
. Ogilvy, Adams & Rinehart (including assistance to unions on workplace smoking issues)	205	215		230
. Sparber & Assoc (for BCIA)	125	125		125
. James Savarese & Assoc.	105	115		110
Lifestyle discrimination/privacy				
. Legal consultant for media tours on privacy issues, law journal articles and op-eds on privacy issues	75	50		25
. Workplace legal issues consultant/legal seminars	75	130		-
Academic consultants				
. Center for Policy Research	129	-		-
TOTAL	\$ 964	\$ 935	\$	790

PAD.DRBA (DRBA)

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The Tobacco Institute

1993 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
OSHA/Indoor Air Quality (IAQ) Program:			
National Energy Management Institute (NEMI)			
. Spokespersons to represent NEMI at seminars, in testimony, etc.	\$ 200	\$ 200	\$ 200
. Federal regulatory activity support	125	125	175
. State legislative support/regulatory projects	60	100	150
. NEMI promotional materials	150	150	75
. Building studies	70	70	70
. NEMI IAQ training sessions	75	60	60
. Distribution and promotion of IAQ protocol	50	50	50
. Media/promotion activity	50	25	50
Business Council on Indoor Air (BCIA)	120	155	210
Tobacco Industry Labor Management Committee (LMC):			
. LMC state and local union presentations	61	61	50

PAD.DRBA (DRBA)

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The Tobacco Institute

1993 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
<u>(Continued)</u>			
. Safe Workplace Air Coalition/AFGE regional seminars promoting results of IAQ survey of employees	\$ 50	\$ 20	\$ 25
. LMC workplace smoking materials	20	5	25
. LMC IAQ video	2	2	2
Grants to conduct indoor air quality building studies	8	8	8
TOTAL	\$ 1,041	\$ 1,031	\$ 1,150

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THE TOBACCO INSTITUTE

1993 BUDGET

Public Affairs Division

COST CENTER Health Care and "Social Cost" No. 1311

<u>ACCOUNT</u>	<u>1992 BUDGET (\$000)</u>	<u>1992 ESTIMATED (\$000)</u>	<u>1993 BUDGET (\$000)</u>
5200 Reproduction, Printing & Drafting	42	42	61
7300 Professional Fees	221	221	247
7500 Suprt Tob & Oth Organizations	90	90	382
Totals	<u>\$ 353</u>	<u>\$ 353</u>	<u>\$ 690</u>

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The Tobacco Institute

1993 BUDGET

COST CENTER	Health Care and "Social Cost"		No.	1311
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Reprints of articles, symposium proceedings, etc.				
. Article reprints	\$ 5	\$ 5	5	\$ 8
. Economist critique of HHS "social cost" claims and promotional materials	5	8	8	8
. Miscellaneous brochures	15	12	12	15
Workers' compensation materials	10	10	10	5
Employer "social cost"/ productivity materials	5	5	5	5
Materials for other organizations				
. Brochure on seniors and health care financing (transferred from cost center 1305/Excise Issue)	-	-	-	5
. Health care reform materials to support Citizen Action Program (transferred from cost center 1305/Excise Issue)	-	-	-	15
Copies of revised and updated "social cost" book: The Economics of Smoking	2	2	2	-
TOTAL	\$ 42	\$ 42		\$ 61

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The Tobacco Institute

1993 BUDGET

COST CENTER	Health Care and "Social Cost"		No.	1311
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Economists to deliver briefings, testimony, and write articles and book reviews	\$ 55	\$ 44		\$ 45
. Productivity articles and op-eds/"social costs"	42	44		30
. Economic consultant media tours on SAMMEC II critique (per SAD request @ \$8,000 each)	12	16		24
. Public affairs counsel to support economist media tours (3 @ \$6,000 each)	12	12		18
. State-specific economic analysis of "social cost" calculations (per SAD request @ \$5,000 each)	15	15		15
. Op-eds on elasticity of demand on excise taxes and health care costs (per FRD and SAD request)	-	-		25
Insurance expert ("social costs" and health care reform)	65	66		66
Health care/"social cost" PR counsel	20	24		24
TOTAL	\$ 221	\$ 221		\$ 247

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The Tobacco Institute

1993 BUDGET

COST CENTER	Health Care and "Social Cost"	No.	1311
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)	1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
Earmarking/Health Care Financing Program			
. Citizen action program to promote progressive alternatives to health care reform financing at the federal level and in targeted states - per SAD request (transferred from cost center 1305/Excise Issue)	\$ -	\$ -	\$ 120
. Use of health system study and distributional impact of health care reform and financing components (transferred from cost center 1305/Excise Issue)	-	-	60
. Senior Citizen health care project - hold regional legislative conferences per FRD and SAD request (transferred from cost center 1305/Excise Issue)	-	-	24
. Excise tax elasticity and health cost study (transferred from cost center 1305/Excise Issue)	-	-	20
National Chamber Foundation "social cost" program	90	90	48

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1993 BUDGET

COST CENTER	Health Care and "Social Cost"		No.	1311
	1992 BUDGET (\$000)	1992 ESTIMATED (\$000)		1993 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other</u>				
<u>Organizations</u>				
<u>(Continued)</u>				
Tobacco Industry Labor Management Committee:				
. National Council of Senior Citizens				
- Congress of CA Seniors (transferred from cost center 1305/Excise Issue)	\$ -	\$ -	-	\$ 36
- FL Council of Senior Citizens (transferred from cost center 1305/ Excise Issue)	-	-	-	30
- Senior Citizens Educa- tion & Research Assoc. of NY (transferred from cost center 1305/Excise Issue)	-	-	-	24
- Oregon NCSC Chapter (transferred from cost center 1305/Excise Issue)	-	-	-	5
Committee for a Responsible Federal Budget (transferred from cost center 1305/Excise Issue)	-	-	-	15
TOTAL	\$ 90	\$ 90		\$ 382

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