

THE TOBACCO INSTITUTE
 1994 BUDGET
 Federal/Issues Management Division

COST CENTER	Media Relations			No. 1303
ACCOUNT	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)	
3900 Travel	\$ 150	\$ 150	\$ 150	75
5100 Postage & Delivery	25	25	20	10
5200 Reproduction, Printing & Drafting	10	10	10	5
5400 Other Office Expense	75	85	90	45
7300 Professional Fees	95	65	85	20
Totals	\$ 355	\$ 335	\$ 355	155

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THE TOBACCO INSTITUTE

1994 BUDGET

Federal/Issues Management Division

COST CENTER Excise Issue No. 1305

ACCOUNT	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)	
5100 Postage & Delivery	2	2	2	-0-
5200 Reproduction, Printing & Drafting	160	150	172	25
6200 Adv. Space & Promo Total	110	171	160	-0-
7300 Professional Fees	933	1,370	1,340	125
7500 Suprt Tob & Oth Organizations	1,642	1,318	1,473	300
Totals	\$2,847	\$3,011	\$3,147	450

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1994 BUDGET

COST CENTER	Excise Issue		No.	1305
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #6201 - Advertising</u>				
Development of TV, radio and print ad scripts and copy	\$ 100	\$ 155		\$ 150 0
Residuals (for actors appear- ing in ads)	10	6		10 0
Development and placement of tax ads for allies	-	10		-
TOTAL	<u>\$ 110</u>	<u>\$ 171</u>		<u>\$ 160</u>

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1994 BUDGET

COST CENTER	Excise Issue		No.	1305
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Counsel to assist in coalition, message development and delivery				
. Ogilvy, Adams & Rinehart	\$ 260	\$ 260	\$	260 -
. James Savarese & Assoc.	150	150		150 35
. Wunder, Diefenderfer, Cannon & Thelen (Forse)	110	170		170 40
. Capital Communications Strategies	24	50		75 -0
Economic consultants				
. Op-ed programs	71	73		75 -0
. Federal/state testimony	80	40		50 40
. Media tours on health care/"social costs"	42	-		-
. Critique of federal/state "social costs" calculations	15	20		10 -0
Cross-border buying studies (at \$6,000 each)	15	6		10 10
Insurance expert	66	66		20
Coordination of post election/home district outreach program and contact with allies; open seats project	100	320	93800052	320 -0
Polling and focus groups	-	215		200 -0

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1994 BUDGET

COST CENTER	Excise Issue	No.	1305
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
TOTAL	\$ 933	\$ 1,370	\$ 1,340

125

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1994 BUDGET

COST CENTER	Excise Issue		No.	1305
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Tobacco Industry Labor Management Committee support of national fair tax groups				
. Citizens for Tax Justice	\$ 130	\$ 130	\$ LMC	130 60
- Support to federal lobbyist	40	10	LMC	30-0-
- Federal tax/health care analyses	20	30	LMC	30-0-
. Economic Policy Institute	60	60	LMC	60-0-
- distributional impact of federal health care system	60	60	LMC	75-0-
. Citizen Action	120	120	LMC	150 30
. Coalition on Human Needs	48	48	LMC	48 15
. Progressive Political Education Fund	25	30	LMC	30 0
. National Council of Senior Citizens	95	95	Lmc	85 20
- Regional health care conferences on reform proposals	24	20	Lmc	20-0-
Tobacco Industry Labor Management Committee (LMC) support of state fair tax organizations:			Lmc	120
. California	50	48	Lmc	48

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PAD.DRBA (DRBA)

Funded through
LMC = Labor Management Committee 09/30/93

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1994 BUDGET

COST CENTER	Excise Issue		No.	1305
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. Connecticut	\$ 15	\$	10	\$ LMC 20
. Florida	10		-	-
. Illinois	40		20	LMC 30
. Indiana	15		15	LMC 15
. Iowa	36		36	LMC 36
. Massachusetts	5		-	-
. Michigan	15		-	LMC 15
. Minnesota	35		35	LMC 35
. Montana	18		18	LMC 18
. New Jersey	24		24	LMC 24
. Ohio	15		-	-
. Pennsylvania	30		18	LMC 30
. Washington	20		20	LMC 20
. Wisconsin	20		20	LMC 20
Economic policy/fair tax briefings for labor (@ \$4,000 each)	72		72	LMC 72.00
State tax reform studies	40		22	LMC 30.00
Tax reform/health care conferences				
. Federal	150		80	100.00
. State	40		20	30.00
Support to Consumer Tax Alliance	140		10	20.00
Support to American Agriculture Movement				
. General support	72		72	9380055 72.35

LMC = Labor management Committee

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1994 BUDGET

COST CENTER	Excise Issue	No.	1305	
			1993 BUDGET (\$000)	1993 ESTIMATED (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. Anti-excise tax media/ testimony/mailings	\$ 55	\$ 55	\$	55-0-
Support to Federation of Southern Cooperatives				
. General support	-	25		40-20
. Growers' visit to Washington, DC	-	20		20-0-
Coalition Against Regressive Taxation (CART)	20	5		20-0-
Excise tax elasticity and health cost study	20	-		-
National Chamber Foundation "social cost" program	48	20		-
Support to Veteran's Rights Coalition for Tax Study	-	50		20-0-
Support to Committee for a Responsible Federal Budget	15	-		15-0-
TOTAL	\$ 1,642	\$ 1,318	\$	1,473

300

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1994 BUDGET

Federal/Issues Management Division

COST CENTER General Coalitions No. 1307

ACCOUNT	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)	
5100 Postage & Delivery	8	17	21	-0-
5200 Reproduction, Printing & Drafting	110	110	77	-0-
6200 Adv. Space & Promo Total	5	5	5	-
7300 Professional Fees	545	566	540	100
7500 Suprt Tob & Oth Organizations	2,447	2,491	2,432	3.90
Totals	\$3,115	\$3,189	\$3,075	

490

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1994 BUDGET

COST CENTER	General Coalitions		No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Tri Data, Inc. for general consulting, data analyses, coalition building and fire safety research (includes travel) <i>Phil Schenker</i>	\$ 268	\$ 268		\$ FIRE 270-00
. Research report on community-based fire prevention (to complete work begun in 1992)	37	37		FIRE -
Sparber & Associates general consulting, planning, coalition building and in-kind support to national and state fire service groups (includes travel)	170	180		FIRE 180-0-
Counsel to establish support among veterans' and other miscellaneous allied groups (gay and women's rights, etc.)	55	56		55-0-
Devillier Communications (for Media/PR assistance to fire service organizations)	10	25		25-0-
Witnesses to represent industry at federal and state hearings on fire issues	5	-		20-0-
TOTAL	<u>\$ 545</u>	<u>\$ 566</u>		<u>\$ 540</u>

Fire = Fire Safety Program

100

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1994 BUDGET

COST CENTER	General Coalitions		No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)

Account #7501 - Support of Tob./Other Organizations

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 and support to tax conferences, state tax coalitions, development of fair tax materials and studies)	\$ 300	\$ 425	\$ LMC	400 100
. Ogilvy Adams & Rinehart (PR consultants to LMC)	280	300	LMC	280 0-
. James Savarese & Assoc. (LMC executive director, coordination of all state and federal LMC activities, liaison with LMC unions)	200	200	LMC	200 100
. The Jarvis Company (legislative liaison with the AFL/CIO legislative division and LMC member unions)	120	125	LMC	120 30
. Bill Holayter for Western and Federal LMC activities	70	70	LMC	70 20

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LMC = Labor Management Committee

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1994 BUDGET

COST CENTER	General Coalitions		No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
State Labor Management Committee (LMC) counsel to establish working relationships on tobacco issues with liberal/labor groups				LMC 78
. California (2 consultants)	\$ 135	\$ 135		\$ LMC 135.00
. Florida	60	60		LMC 60.00
. Georgia/Kentucky/North Carolina/Virginia	50	50		LMC 50.00
. Illinois	90	90		LMC 90.00
. Iowa	45	45		LMC 45.00
. Michigan	70	70		LMC 70.00
. Minnesota	35	35		LMC 35.00
. New England	100	-		-
. New York	40	3		LMC -
. Ohio (and coordination in 6 mid-West states)	150	180		LMC 175.00
. Pennsylvania	75	75		LMC 75.00
. Texas	40	40		LMC 40.00
. Washington	40	40		LMC 40.00
Subtotal	930	823		LMC 78

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LMC = Labor Management Committee

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1994 BUDGET

COST CENTER	General Coalitions		No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)

Account #7501 - Support of Tob./Other Organizations

(Continued)

Support to LMC coalitions

. Labor Council for Latin American Advancement	\$ 30	\$ 30	\$ LMC	30.00
. National Consumers League	24	24	LMC	24.00
. Coalition of Labor Union Women	20	20	LMC	20.00
. A. Philip Randolph Institute	20	20	LMC	20.00
. Asian Pacific American Labor Association	20	-	-	-
LMC legislative conference/reception	100	80	LMC	90.00
Tobacco company representatives' visit to Washington, DC	-	30	LMC	30.00
Miscellaneous LMC projects	30	80	LMC	50.00
LMC model job training program for skilled workers (per BC&T request)	25	-	-	-

all but 50M, which come through TI come from companies - a % on ad rate 200M on a multi state basis - take distributed through the TI

American Wholesale Marketers Association (formerly NATD)	50	50		50.00
Tobacco Growers Information Committee <i>re: state</i>	40	40		40.00
Support to veterans' groups	5	5		5.00
Support to women's groups	3	8		3.00

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LMC = Labor Management Committee

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09/30/93

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1994 BUDGET

COST CENTER	General Coalitions		No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)		1994 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
Fire safety grant program				
. Grants to local fire safety organizations	\$ 80	\$ 90	Fire	80 40
. Task Force to Promote Public Fire Safety Education	-	-	Fire	25 0
- Presentation of task force members at conferences	25	15	Fire	25 0
. Miscellaneous (production of materials, psa's, etc.)	20	20	Fire	20 0
. National Volunteer Fire Council	15	13	Fire	15 5
. National Assoc. of State Fire Marshals	15	5	Fire	10 5
. International Society of Fire Service Instructors	5	6	Fire	5 0
. Burn Concerns	5	5	Fire	5 0
. Congressional Fire Services Institute	5	2	Fire	5 2
. International Assoc. of Black Professional Fire Fighters	5	5	Fire	5 0
. CPSC National Smoke Detector Project	5	-		-
Fire Subtotals	180	161		52

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Fire = Fire Safety Programs

09/30/93

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1994 BUDGET

COST CENTER	General Coalitions	No.	1307
	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
<u>(Continued)</u>			
TOTAL	\$ 2,447	\$ 2,491	\$ 2,432

390

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1994 BUDGET

Federal/Issues Management Division

COST CENTER Advertising/Youth Programs No. 1308

ACCOUNT	1993 BUDGET (\$000)	1993 ESTIMATED (\$000)	1994 BUDGET (\$000)
5100 Postage & Delivery	300	275	290 - 0-
5200 Reproduction, Printing & Drafting	440	330	410 - 0-
6200 Adv. Space & Promo Total	1,740	1,635	1,555 - 0-
7300 Professional Fees	460	370	410 - 0-
7500 Suprt Tob & Oth Organizations	440	370	460 - 0-
Totals	\$3,380	\$2,980	\$3,125 -

Family Consortium

- 0 -

Essentially Helping Youth Decide

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