

MONTHLY INVOICES & REPORTS

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

## MEMORANDUM

June 1, 1992

TO: The Tobacco Industry Labor Management Committee

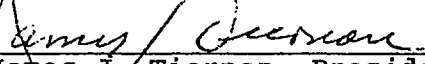
RE: Invoice for Service ---Northeast Area

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This memorandum will serve as an invoice for the services of Urban Resources in Northeast area for the period described.

June 1992

\$8,333.00

My activities for this period have been closely coordinated with the Tobacco Institute Regional Vice President, Donald D'Errico, who has approved all of my activities and expenses outside of their contract.

  
James J. Tiernan, President  
Urban Resources  
130 Bowdoin Street, Suite 409  
Boston, MA 02108  
(617) 350 4088

# URBAN RESOURCES AND ASSOCIATES, INC.

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Consultants, REAL ESTATE GOVERNMENT RELATIONS

MEMORANDUM

May 1, 1992

TO: The Tobacco Industry Labor Management Committee

RE: Invoice for Service ---Northeast Area

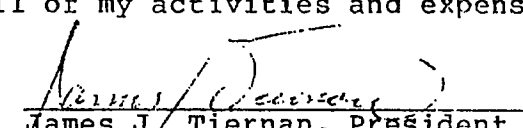
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May 1992

\$8,333.00

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James J. Tiernan, President  
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130 Bowdoin Street, Suite 409  
Boston, MA 02108

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

April 30, 1992

## MEMORANDUM

TO: James Savarese  
Labor Management Committee of the Tobacco Industry

FROM: James Tiernan  
Urban Resources, Inc.

RE: April Report

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During the month of April Urban Resources attempted to respond to the needs of the LMC and its members with the following activities:

### PRIVACY ISSUES

#### VERMONT

At the request of the TI Regional Vice President, Urban Resources attempted to involve organized labor in Vermont in a final days of the legislative session effort to enact the comprehensive privacy legislation in the State. The effort was unsuccessful primarily because of the high profile of the legislation. The bill had become page one news and the AFL-CIO had little or no interest in becoming part of the all out effort to pass the legislation.

#### MASSACHUSETTS

Urban Resources continues to keep labor involved in the two privacy (or smokers' rights) bills currently before the Massachusetts legislature. No decision has been reached on which of the two bills will become the primary vehicle for the privacy issue in the state. Organized labor is more interested in the labor sponsored IAQ bill that includes privacy, than the stand alone privacy bill.

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TI03171001

## TAXES

### MASSACHUSETTS

The initiative petition issue continues to escalate here in the state. The press coverage of the "Joe Camel" issue is extremely intense. Most articles include reference to the ballot question. The AFL-CIO continues to oppose regressive taxes. However, the affiliation of the Teamsters Union with the Massachusetts state Federation may result in some difficulties for the LMC. The Teamsters are engaged in some very bitter disputes with affiliates of Philip Morris. Those disputes may have some consequences for the tobacco industry and the LMC during both future legislative battles and the initiative petition process.

### AREAS OF CONCERN

The issue of advertising is going to become a "hot topic" in the Northeast during the next legislative session. I think there needs to be some definition as to the interest of the LMC in the area. My guess is that the members of the LMC will be interested. The question is how much can or should the LMC be asked to do on this issue.

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

## MEMORANDUM

April 1, 1992

TO: The Tobacco Industry Labor Management Committee

RE: Invoice for Service ---Northeast Area

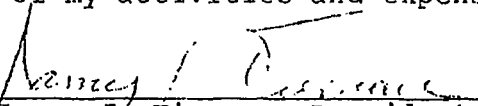
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April 1992

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James J. Tiernan, President  
Urban Resources  
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Boston, MA 02108

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

March 31, 1992

MEMORANDUM

TO: James Savarese  
Labor Management Committee of the Tobacco Industry

FROM: James Tiernan  
Urban Resources, Inc.

RE: March Activity Report

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March activities on behalf of the Labor Management Committee included the following:

PRIVACY ISSUES

Massachusetts

The smokers' rights issue is addressed in two separate pieces of legislation. One of the bills is a "stand alone" discrimination bill. The other bill is the AFL-CIO IAQ bill that includes smoking and privacy issues. The AFL-CIO and NEMI have been working to amend the bill in order to make it acceptable to the business community and the Building Owners and Managers Association in the state. It is likely that the bill will be amended and reported out of the State Administration Committee sometime during late April or early May. It is unlikely that the tobacco industry will get involved in the issue at this point. The bill contains some elements that are acceptable to the industry, but others that are not likely to be acceptable. If the legislation becomes acceptable to more people, then the industry may have to make a decision as to what position it will take on the bill.

VERMONT

The Philip Morris sponsored smokers' rights bill has been amended to become an "all legal activities" bill. This is totally unacceptable to the business community and not an issue that organized labor is anxious to get involved in. The bill will be dealt with during the Month of April.

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TI03171004

If the industry is interested in having the state AFL-CIO get involved in the issue, it is necessary to make the request early in order to give the leadership time to react. This is not an issue that can be addressed at the last minute. The state AFL-CIO is concerned about its image. It does not want to get in the middle of what might appear to be a "gay rights" issue at this time. It also is not prepared to get into a major war over this legislation.

#### INDOOR AIR QUALITY

##### MASSACHUSETTS

The IAQ bill is still held in the Joint Committee on State Administration. It is likely to stay there until the end of the month. The changes essential to the development of the support of the business community are being negotiated now by NEMI representatives. I will continue to monitor the situation and offer assistance where possible.

##### OTHER AREAS

A copy of the Massachusetts IAQ bill has been requested by the Maine state AFL-CIO. It is possible that the AFL-CIO would be interested in sponsoring similar legislation during the 1993 session. Some of the sections would be unnecessary, like the discrimination piece.

#### TAXES

##### MAINE

At the request of local legislative counsel, I asked the State Federation to get involved in a last minute effort to impose an increase on the cigarette excise tax. The tax was defeated and organized labor did take a position. It appears that they were helpful to the local counsel on this issue.

##### MASSACHUSETTS

The legislature continues to address the cigarette excise tax issue. Organized labor will oppose any increase. However, the timing of the opposition needs to be suggested by local legislative counsel for the LMC's members.

In this context, the Northeast Presidents Organization of the AFL-CIO will be meeting in Boston at the end of April. I have been working to get the LMC on the agenda to discuss the topic of regressive excise taxes. Tom Donohue is going



to make the presentation. This effort could have an impact on the legislative process and potentially the ballot process. However, the current goal is to keep labor educated about the regressive nature of the excise tax.

#### UPCOMING EVENTS

The Presidents Meeting of the AFL-CIO is at the end of April. The Murray, Gompers, Meany Educational Institute will be held the week before Memorial Day weekend. Each of these offers an opportunity for the LMC to present its case to organized labor.

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

MEMORANDUM

March 1, 1992

TO: The Tobacco Industry Labor Management Committee

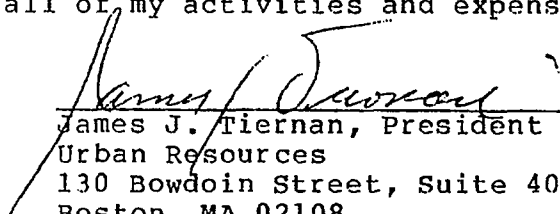
RE: Invoice for Service ---Northeast Area

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March 1992

\$8,333.00

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James J. Tiernan, President  
Urban Resources  
130 Bowdoin Street, Suite 409  
Boston, MA 02108

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

MEMORANDUM

February 1, 1992

TO: The Tobacco Industry Labor Management Committee

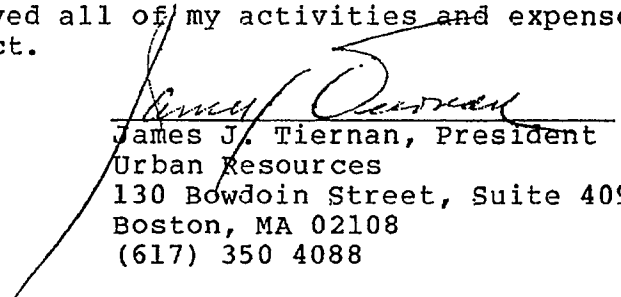
RE: Invoice for Service ---Northeast Area

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This memorandum will serve as an invoice for the services of Urban Resources in Northeast area for the period described.

February, 1992

\$8,333.00

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James J. Tiernan, President  
Urban Resources  
130 Bowdoin Street, Suite 409  
Boston, MA 02108  
(617) 350 4088

## MEMORANDUM

**Date:** February 4, 1992  
**From:** James Tiernan  
**To:** James Savarese, Executive Director  
Labor Management Committee of the Tobacco Industry  
**Subject:** December and January Activities (with February Schedule)

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This will provide you with an update on my activities on behalf of the labor management committee during the months of December and January. Where appropriate, these activities were coordinated with your office or the office of the local lobbyists or representatives of the Tobacco Institute.

### LEGISLATIVE PRIORITIES

During the final month of 1991, the key legislative priorities for the LMC and its members were focused in Massachusetts.

1. PRIMARY issue of concern to the LMC was the proposed legislative excise tax increase on cigarettes.
2. SECONDARY issues included:
  - A. Enactment of comprehensive IAQ legislation.
  - B. Enactment of comprehensive sales and advertising legislation.

As we begin the 1992 sessions of the legislatures here in New England, the priorities have begun to shift. They seem to be the following:

1. CT Not yet defined, but TAX increases seem to continue to be a priority.
2. ME Not yet defined, but follow-up on the Governor's Commission seems to be of concern.
3. MA Legislative TAX increases; TAX initiative-petitions; Pre-emptive legislation.
4. NH Not yet defined, but defense of the "privacy" legislation may become a concern.
5. RI Not yet defined.
6. VT Passage of "privacy" legislation.

Beyond these state legislative issues, the LMC also had, and continues to have federal legislative concerns in which I participated.

### ACTIVITIES

At the federal level, I was asked to develop union support for LMC activities at the federal level. In this context, I was able to secure letters in support of the LMC position on IAQ issues from the following unions or union groups:

1. AFCME (Northeast Reg. Director)
9. Transportation (Steve Tolman)

- |    |                                      |     |                              |
|----|--------------------------------------|-----|------------------------------|
| 2. | UFCWU (John Finney)                  | 10. | Mass COSH                    |
| 3. | Nashua, NH Central Labor Council     | 11. | N.H. AFT                     |
| 4. | Greater Boston Central Labor Council | 12. | N.H. AFL-CIO                 |
| 5. | Mass AFL-CIO                         | 13. | CT AFL-CIO                   |
| 6. | R.I. AFL-CIO                         | 14. | United Auto Workers          |
| 7. | Sheetmetal Workers Union             | 15. | IUE                          |
| 8. | Pipefitters Local Union              | 16. | N.E. Area Presidents Council |

At the state level I was able to suggest the following labor activities of benefit to the LMC and its members:

1. MA AFL-CIO opposition to the proposed \$.13 cigarette excise tax increase. The state fed followed the historic instructions of its member unions, opposing regressive excise taxes. This position was made known to the members of the House and Senate legislative leadership and members of the Ways & Means Committees in both houses. (The legislation was subsequently defeated. I am sure that labor's objection played some role in that outcome.)
2. In conjunction with the efforts of the National Energy Management Institute and the local office and lobbyists of the tobacco industry, I worked with the state federation, the Sheetmetal Workers Union and others to structure a compromise IAQ bill that would protect workers health, eliminate preferential employment practices and non-conforming local IAQ ordinances and regulations, and not excessively burden the real estate industry in Massachusetts. While a piece of legislation was finally agreed to, it was too late to move the bill through the legislative process during 1991. It is likely that the final version of the bill will pass during 1992.
3. At the request of the LMC, I arranged for the continued dialogue between the LMC, local lobbyists for the tobacco industry and representatives of the state federation and the Tax Equity Alliance for Massachusetts with regard to various 1992 ballot questions.

In addition to these direct legislative support activities, I continued to provide active contact with all of the state federations and the LMC on its primary issues of IAQ and TAXES. As a result, the LMC was able to actively participate in the following labor event:

1. Northeast Presidents Council Quarterly Meeting.

Similarly, I have begun the development of a series of LMC events for New England labor leaders during the up-coming AFL-CIO meeting in Miami, FL, and the LMC's issues will have prime placement on the Massachusetts AFL-CIO's "Murray, Gompers, Meany Educational Institute" in May of 1992.

I have recently been asked to assist in the development of a plan to involve organized labor in the "privacy" legislation in the State of Vermont. I have talked to TI Regional VP Don D'Errico about this issue. I am currently waiting for instructions on strategies and timing. It is my understanding that the lobbyist for the AFL-CIO in Vermont is a former (or possibly current) lobbyist for the American Lung Association. This connection should cause us to move cautiously in this area.

#### FUTURE ACTIVITIES

At this point, I am preparing for the following activities in support of LMC objectives. Where the activities take me out of the state of Massachusetts, I am planning to bill the LMC for my expenses incurred. These out-of-state activities have been approved in advance.

1. AFL-CIO National Meeting (Miami, FL)
  - A. Development of New England events
  - B. Attempt to cooperate with the LMC's Ohio Representative to bring NE leaders to his events while in Miami.
2. Activities in support of LMC with regard to Massachusetts TAX initiative.
  - A. On this issue , I am waiting for instructions.
3. Development of a region-wide tour for LMC/IAQ representatives to refocus attention on the IAQ issue as a concern for labor. If this is an acceptable plan, I would attempt to develop three speaking opportunities in each of the Northern New England states, and six speaking opportunities in each of the Southern New England states during the first six months of 1992. The majority of the opportunities would be central labor council events. However, some of the larger unions may have meetings planned that would present a good opportunity to present our case.

#### CONCLUSION

If you have any questions, please give me a call.

# URBAN RESOURCES AND ASSOCIATES, INC.

Consultants, REAL ESTATE GOVERNMENT RELATIONS

MEMORANDUM

January, 2, 1992

TO: The Tobacco Industry Labor Management Committee

RE: Invoice for Service ---Northeast Area

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This memorandum will serve as an invoice for the services of Urban Resources in Northeast area for the period described.

January, 1992

\$8,333.00

My activities for this period have been closely coordinated with the Tobacco Institute Regional Vice President, Donald D'Errico, who has approved all of my activities and expenses outside of their contract.

\_\_\_\_\_  
James J. Tiernan, President  
Urban Resources  
130 Bowdoin Street, Suite 409  
Boston, MA 02108  
(617) 350 4088

**MEMORANDUM**

**Date:** March 24, 1992  
**From:** James J. Tiernan, President  
Urban Resources, Inc.  
**To:** James Savarese, Executive Director  
Labor Management Committee  
**Subject:** February Activity Report

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The month of February was very productive for the LMC in the New England region. I continued my efforts to educate various union leaders on issues of indoor air quality and tax fairness.

**INDOOR AIR QUALITY ISSUES****Massachusetts**

The Comprehensive Indoor Air Quality/Smoking Restriction bill was reintroduced this year by the Massachusetts AFL-CIO at the request of the National Energy Management Institute. There continues to be some confusion about the language of the proposal and which of the interested parties have agreed to the current version. However, I anticipate the confusion will be resolved before final Committee action in March. Although I cannot lobby the legislation (under Massachusetts law if I lobby a bill I have to register and disclose client) I can provide the parties with copies of the bill, and act as an intermediary between NEMI, the Mass AFL and the Greater Boston Real Estate Board. I sense that the Real Estate people have agreed to the legislation as long as the final dates for full implementation are stretched out to 1999.

The NEMI people have expressed some concern that the legislation is too focused on the tobacco issue. The final decision on this is up to the lobbyists, but without the tobacco portions of the bill there is no relief from the spate of local ordinances.

**Other Areas**

The indoor air quality issue was the subject of a number of conversations with union leaders at the Miami meeting. However, I have had no requests to alert union officials to any pending IAQ bills in any of the other Northeastern states.

**TAXES**

Tax issues are of concern in many of the Northeastern states. However, the only state where I have been asked to develop union interest in Massachusetts. There I have continued my attempts to educate the AFL-CIO and the TAX Equity Alliance for Massachusetts about the regressive nature of tobacco excise taxes. These tax issues will become more critical first as the end of the fiscal year approaches and then at the time of the November elections. While the AFL-CIO has a policy opposing regressive taxes, if the industry is hoping to develop a specific series of responses from organized labor on tax issues, then there is a need to define those activities and begin to organize the labor response as soon as possible. After May the unions are gone for the summer. After March much of their ballot activity agenda will have been established. It may not be possible to generate labor activities (or the level of activities desired) if the program is not established soon.



I expect the tax concerns of the industry will heighten in other states later in the spring. For this reason I have reserved a spots at a number of AFL-CIO meetings in the region to discuss this or any other issue of impending concern.

#### PRIVACY

It appears that the privacy issue is of concern to the industry in Vermont. I have been asked to generate labor support for privacy legislation in Vermont. I will talk with the AFL in the state. However, there is a concern because of the past affiliation of the AFL lobbyist with one of the anti-tobacco groups in the state.

In Massachusetts there are two privacy bills. I have continued my efforts to keep the AFL informed and interested in these bills. Their support for the concept seems to continue.

#### OTHER ACTIVITIES

At the request of the LMC, I participated in the AFL-CIO meeting in Miami. In this context I arranged an series of "meet and great" opportunities for the LMC and industry participants present.

#### UPCOMING EVENTS

In the coming months there are a number of opportunities that should be addressed by the LMC. The first is the Northeast Area Presidents meeting in Boston during the month of April. We have the ability to present information on a number of issues. The LMC should decide which of its various concerns need the highest level of concern. This is the one that we can put on the agenda in April.

In May the Massachusetts AFL-CIO holds the annual Murray, Gompers, Meany Educational Institute. It is reasonable to assume that the LMC can have time to make a presentation at that event.

#### CONCERNS

On one occasion, a representative of one of the member companies of the industry partner on the LMC has contacted a Massachusetts labor leader directly about labor activities in support of their legislative agenda. Although I have talked about this issue with you, I felt I should remind you in writing. These "out-of-channels" contacts only serve to make the union officials nervous about the quality and professionalism of the LMC program. We saw the type of over reaction this concern can produce as a result of the recent newspaper article. The AFL-CIO response to that article would not have happened three months ago. It is not my place to tell the LMC members how to deal with their members. However, it is a waste of my time and the LMC's money to have me spending time cleaning up after mistakes.