

The Tobacco Institute
1991 Proposed Budget

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THE TOBACCO INSTITUTE

1991 BUDGET

	1990			1991		% Change 90 Est vs 91 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
Federal Relations Division	\$5,637	\$5,868	15	\$6,190	15	5%
State Activities Division	12,612	12,634	44	13,397	44	6%
Public Affairs Division	15,452	15,452	27	15,634	27	1%
Administration Division	3,996	4,140	21	4,305	21	4%
Operating Budget	37,697	38,094	107	39,526	107	4%
Product Liability Litigation	800	800	-	900	-	13%
I-1 Total Budget	\$38,497	\$38,894	107	\$40,426	107	4%

The Tobacco Institute

1991 Budget

Summary by Account

Acct Description	Federal Relations Division	State Activities Division	Public Affairs Division	Administrative Division	Total
2800 Staff Compensation	\$1,126	\$2,720	\$1,302	\$1,384	\$6,532
3200 Employee Benefits	304	735	352	375	1,766
3900 Travel	925	843	315	235	2,318
4000 Conferences & Mtgs	-	350	-	195	545
4100 Field Automobiles	-	136	-	-	136
4300 Rent - Space Total	-	157	-	908	1,065
4600 Other Occupancy Expe	-	17	-	44	61
4700 Furn. Fix., & Equip	10	22	-	290	322
4800 Books & Subscription	-	11	45	7	63
4900 Equip. Rep. & Mainte	-	5	2	187	194
5000 Office Supplies	-	17	4	120	141
1-2 5100 Postage & Delivery	25	127	145	97	394
5200 Repro, Print & Draft	30	124	555	181	890
5300 Telephone & Telecopy	-	142	-	190	332
5400 Other Office Expense	143	28	94	100	365
5500 Memb. & Staff Train	30	61	21	52	164
5800 Legal Fees	950	757	725	1,325	3,757
6000 Legisl Counsultants	2,100	3,299	-	-	5,399
6200 Adv. Space & Promo T	-	-	10	-	10
6600 Business Taxes	-	70	-	39	109
6900 Empl. Recruit & Relo	-	80	-	75	155
7200 Miscellaneous Exp.	-	14	-	-	14
7300 Professional Fees	100	2,073	7,169	76	9,418
7400 Purchased Admin Svcs	10	43	21	13	87
7500 Suprt Tob & Oth Orga	-	767	4,419	-	5,186
7700 Contributions	10	411	-	-	421
8000 Computer Services	37	-	65	522	624
9100 DP Allocation	390	390	390	< 1,170>	-
9300 TITL Admin Alloc	-	-	-	< 40>	< 40>
TOTALS	\$6,190	\$13,399	\$15,634	\$5,205	\$40,428

The Tobacco Institute

1991 Budget

Summary by Account

Acct Description	Federal Relations			State Activities			Public Affairs			Administrative			Account Totals		
	1990 BUDGET	1990 ESTIMATE	1991 BUDGET	1990 BUDGET	1990 ESTIMATE	1991 BUDGET	1990 BUDGET	1990 ESTIMATE	1991 BUDGET	1990 BUDGET	1990 ESTIMATE	1991 BUDGET	1990 BUDGET	1990 ESTIMATE	1991 BUDGET
2800 Staff Compensation	\$ 1,064	\$ 888	\$ 1,126	\$ 2,502	\$ 2,550	\$ 2,720	\$ 1,203	\$ 1,185	\$ 1,302	\$ 1,279	\$ 1,305	\$ 1,384	\$ 6,048	\$ 5,928	\$ 6,532
3200 Employee Benefits	288	240	304	675	689	735	325	320	352	346	353	375	1,634	1,602	1,766
3900 Travel	860	880	925	793	850	843	415	235	315	230	235	235	2,298	2,200	2,318
4000 Conferences & Mtgs	-	-	-	353	350	350	10	3	-	140	195	195	503	548	545
4100 Field Automobiles	-	-	-	128	128	136	-	-	-	-	-	-	128	128	136
4300 Rent - Space Total	-	-	-	160	160	157	-	-	-	792	862	908	952	1,022	1,065
4600 Other Occupancy Expe	-	-	-	17	20	17	-	-	-	38	46	44	55	66	61
4700 Furn. Fix., & Equip	18	15	10	22	20	22	-	4	-	353	345	290	393	384	322
4800 Books & Subscription	-	-	-	9	11	11	45	53	45	7	6	7	61	70	63
4900 Equip. Rep. & Mainte	-	-	-	5	5	5	1	2	2	173	170	187	179	177	194
5000 Office Supplies	-	-	-	15	19	17	11	4	4	112	117	120	138	140	141
5100 Postage & Delivery	17	25	25	132	126	127	125	129	145	97	95	97	371	375	394
5200 Repro, Print & Draft	20	45	30	122	124	124	707	400	555	167	178	181	1,016	747	890
5300 Telephone & Telecopy	-	-	-	130	128	142	-	-	-	182	180	190	312	308	332
5400 Other Office Expense	135	135	143	29	28	28	84	84	94	116	105	100	364	352	365
5500 Memb. & Staff Train	30	20	30	53	54	61	28	18	21	50	52	52	161	144	164
5800 Legal Fees	500	950	950	632	959	757	260	635	725	1,200	1,200	1,325	2,592	3,744	3,757
6000 Legisl Counsultants	2,000	2,000	2,100	3,199	3,156	3,299	-	-	-	-	-	-	5,199	5,156	5,399
6200 Adv. Space & Promo T	-	-	-	-	-	-	10	6	10	-	-	-	10	6	10
6600 Business Taxes	-	-	-	52	27	70	-	-	-	45	37	39	97	64	109
6900 Empl. Recruit & Relo	-	-	-	80	120	80	-	-	-	75	75	75	155	195	155
7200 Miscellaneous Exp.	-	-	-	14	14	14	-	-	-	-	-	-	14	14	14
7300 Professional Fees	260	200	100	1,994	1,618	2,073	7,034	7,515	7,169	80	76	76	9,368	9,409	9,418
7400 Purchased Admin Svcs	10	35	10	50	43	43	26	21	21	23	5	13	109	104	87
7500 Suprt Tob & Oth Orga	-	-	-	682	721	767	4,713	4,383	4,419	-	-	-	5,395	5,104	5,186
7700 Contributions	10	10	10	375	323	411	-	-	-	-	-	-	385	333	421
8000 Computer Services	35	35	37	-	-	-	65	65	65	496	508	522	596	608	624
9100 DP Allocation	390	390	390	390	390	390	390	390	390	< 1,170>	< 1,170>	< 1,170>	-	-	-
9300 TITL Admin Alloc	-	-	-	-	-	-	-	-	-	< 35>	< 35>	< 40>	< 35>	< 35>	< 40>
TOTALS	\$ 5,637	\$ 5,868	\$ 6,190	\$12,613	\$12,633	\$13,399	\$15,452	\$15,452	\$15,634	\$ 4,796	\$ 4,940	\$ 5,205	\$38,498	\$38,893	\$40,428

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The Tobacco Institute
 Projected 1990 Source of Funds Statement
 Assuming Expenditures of \$38,894,000

Payments from Member Companies	Initial Annual Dues	Additional Annual Dues	Total Amount	Percent
Philip Morris	\$876,392	\$18,048,760	\$18,925,152	48.7%
R. J. Reynolds	615,643	12,678,695	13,294,338	34.2%
Lorillard	166,076	3,420,232	3,586,308	9.2%
American	144,444	2,506,014	2,650,458	6.8%
Liggett & Myers	66,806	108,194	175,000	0.4%
U.S. Tobacco	46,225		46,225	0.1%
Pinkerton	39,100		39,100	0.1%
Conwood	35,115		35,115	0.1%
Consolidated Cigar	15,000		15,000	0.0%
Helme	10,670		10,670	0.0%
Culbro/General Cigar	10,000		10,000	0.0%
Middleton	3,634		3,634	0.0%
Larus/Edgeworth	3,000		3,000	0.0%
Total Payments from Members	<u>\$2,032,105</u>	<u>\$36,761,895</u>	<u>\$38,794,000</u>	<u>99.7%</u>
Interest Income			100,000	0.3%
Totals			<u>\$38,894,000</u>	<u>100.0%</u>

Prepared: 11/05/90

The Tobacco Institute
 Projected 1991 Source of Funds Statement
 Assuming Expenditures of \$40,426,000
 and that Initial Annual Dues Remain at 1990 Levels

Payments from Member Companies	Initial Annual Dues	Additional Annual Dues	Total Amount	Percent
Philip Morris	\$876,392	\$18,827,758	\$19,704,150	48.7%
R. J. Reynolds	615,643	13,225,916	13,841,559	34.2%
Lorillard	166,076	3,567,852	3,733,928	9.2%
American	144,444	2,614,175	2,758,619	6.8%
Liggett & Myers	66,806	58,194	125,000	0.3%
U.S. Tobacco	46,225		46,225	0.1%
Pinkerton	39,100		39,100	0.1%
Conwood	35,115		35,115	0.1%
Consolidated Cigar	15,000		15,000	0.0%
Helme	10,670		10,670	0.0%
Culbro/General Cigar	10,000		10,000	0.0%
Middleton	3,634		3,634	0.0%
Larus/Edgeworth	3,000		3,000	0.0%
Total Payments from Members	\$2,032,105	\$38,293,895	\$40,326,000	99.8%
Interest Income			100,000	0.2%
Totals			\$40,426,000	100.0%

Prepared: 11/05/90

THE TOBACCO INSTITUTE
SUMMARY OF LEGAL FEES
PAID IN 1990

22-Aug-90

	1990 Budget	1990 Est.	1991 Budget
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FEDERAL RELATIONS			

Covington & Burling	450,000	950,000	950,000
Expert witnesses for congressional hearings	50,000		
STATE ACTIVITIES			

Covington & Burling	550,000	900,000	700,000
Other Firms	82,000	58,500	57,000
PUBLIC AFFAIRS			

Covington & Burling			
General (1301)	60,000	80,000	85,000
Supervision of Academic Scientific Consultants (1302)	100,000	545,000	630,000
Supervision of Legislative/Media Scientific Consultants (1309)	100,000	10,000	10,000
GENERAL ADMINISTRATION			

Product liability litigation			
Covington & Burling	400,000	460,000	500,000
Other firms	400,000	340,000	400,000
Covington & Burling - general	400,000	400,000	425,000
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Totals	2,592,000	3,743,500	3,757,000

THE TOBACCO INSTITUTE

1991 BUDGET

Federal Relations Division

	1990			1991		% Change 90 Est vs 91 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1201 Federal Relations Division	\$5,637	\$5,868	15	\$6,190	15	5%
Totals	\$5,637	\$5,868	15	\$6,190	15	5%

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THE TOBACCO INSTITUTE

1991 BUDGET

Federal Relations Division

Authorized Positions 1990 - 27
 Authorized Positions Requested 1991 - 27

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$1,064	\$ 888	\$1,126
3200 Employee Benefits	288	240	304
3900 Travel	860	880	925
4700 Furniture, Fixtures & Equipment	18	15	10
5100 Postage & Delivery	17	25	25
5200 Reproduction, Printing & Drafting	20	45	30
5400 Other Office Expense	135	135	143
5500 Membership & Staff Training	30	20	30
5800 Legal Fees	500	950	950
6000 Legislative Consultants	2,000	2,000	2,100
7300 Professional Fees	260	200	100
7400 Purchased Administrative Service	10	35	10
7700 Contributions	10	10	10
8000 Computer Services	35	35	37
9100 Data Processing Allocation	390	390	390
Totals	\$5,637	\$5,868	\$6,190

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

Federal Relations

No. 1201

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
R. Lewis	Sr. V.P./Division Director	12	12	12
R. White	V.P./Democratic Liaison	12	12	12
R. Vinovich	V.P./Republican Liaison	12	12	12
Vacant	Legislative Representative	12	3	12
Vacant	Legislative Representative	12	3	12
B. DeWitt	Legislative Representative	12	12	12
P. McGovern	Legislative Representative	12	12	12
Vacant	Director - Agricultural Relations	12	3	12
G. Yenowine	Director - Federal Programs	12	12	12
M. Judge	Legislative/Regulatory Analyst	12	12	12
V. Ruyle	Administrative Assistant	12	12	12
A. Ek	Federal Programs Assistant	12	5	12
D. Dunn	Secretary	12	12	12
D. Kirby	Secretary	12	12	12
S. Etemadi	Secretary	12	12	12
Totals		180	146	180

The Tobacco Institute

1991 BUDGET

<u>COST CENTER</u>	<u>Federal Relations Division</u>	<u>No.</u>	<u>1201</u>
	<u>1990 BUDGET (\$000)</u>	<u>1990 ESTIMATED (\$000)</u>	<u>1991 BUDGET (\$000)</u>
<u>Account #4701 - Furniture, Fixtures & Equipment</u>			
Personal computers	\$ 18	\$ 15	\$ 10
TOTAL	<u>\$ 18</u>	<u>\$ 15</u>	<u>\$ 10</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Federal Relations Division		No.	1201
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>				
Covington & Burling - federal legislative matters	\$ 450	\$ 950		\$ 950
Expert Witnesses for congress- sional hearings	50	-		-
TOTAL	\$ 500	\$ 950		\$ 950

The Tobacco Institute

1991 BUDGET

COST CENTER	Federal Relations Division		No.	1201
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #6001 - Legislative Consultants</u>				
Black, Manafort, Stone & Kelly	\$ 245	\$ 245	\$	245
Griffin/Johnson & Associates	240	240		240
Webster & Sheffield	150	220		220
Mike Forscey (Wunder, Ryan, Cannon & Thelen)	120	200		200
A-K Associates	125	485		150
Charles O. Whitley	140	140		140
Paul, Hastings, et al	120	130		130
Willard & Auge, Inc.	-	80		80
White Consulting Group	90	90		90
James N. Juliana Associates	50	50		50
William E. Prendergast	75	2		-
Bishop, Lieberman & Cook	200	-		-
The Martin Haley Companies	45	-		-
Allowance for additional legislative consultants and fee increases	400	118		555
TOTAL	\$ 2,000	\$ 2,000	\$	2,100

The Tobacco Institute

1991 BUDGET

COST CENTER	Federal Relations Division	No.	1201
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Honoraria payments	\$ 160	\$ 200	\$ 100
Veterans/military project			
. Counsel to establish sup- port in key states	100	-	-
TOTAL	\$ 260	\$ 200	\$ 100

THE TOBACCO INSTITUTE

1991 BUDGET

State Activities Division

	1990			1991		% Change 90 Est vs 91 Budget
	Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	
Headquarters						
Administration	\$9,294,300	\$9,246,000	17	\$9,897,400	17	7%
Field Staff	3,047,300	3,112,556	27	3,213,358	27	3%
Tort Reform	211,500	205,200	-	222,500	-	8%
	<u>\$12,553,100</u>	<u>\$12,563,756</u>	<u>44</u>	<u>\$13,333,258</u>	<u>44</u>	<u>6%</u>
3-1 National Tobacco Council	59,000	70,500	-	64,000	-	< 9%>
	<u>\$12,612,100</u>	<u>\$12,634,256</u>	<u>44</u>	<u>\$13,397,258</u>	<u>44</u>	<u>6%</u>

THE TOBACCO INSTITUTE

1991 BUDGET

State Activities Division

Authorized Positions 1990 - 44
 Authorized Positions Requested 1991 - 44

ACCOUNT	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
2800 Staff Compensation	\$2,502,000	\$2,550,000	\$2,720,000
3200 Employee Benefits	675,000	689,000	735,000
3900 Travel	792,912	850,304	842,669
4000 Conferences & Meetings	353,000	349,500	349,500
4100 Field Automobiles Total	127,900	127,900	135,900
4300 Rent - Space Total	160,337	159,826	157,342
4600 Other Occupancy Expense	16,644	20,379	17,375
4700 Furniture, Fixtures & Equipment	21,800	20,000	21,800
4800 Books & Subscriptions	9,121	11,005	10,704
4900 Equip. Rep. & Maintenance	4,685	5,327	5,150
5000 Office Supplies	14,850	18,965	16,840
5100 Postage & Delivery	132,360	126,117	126,510
5200 Reproduction, Printing & Drafting	122,042	124,242	123,755
5300 Telephone & Telecopy	129,620	128,277	141,687
5400 Other Office Expense	28,940	27,839	27,901
5500 Membership & Staff Training	52,784	54,383	61,255
5800 Legal Fees	632,000	958,500	757,000
6000 Legislative Consultants	3,199,000	3,156,000	3,299,000
6600 Business Taxes	52,265	27,472	70,475
6900 Employee Recruitment & Relocation	80,000	120,000	80,000
7200 Miscellaneous Expense	13,500	13,750	14,445
7300 Professional Fees	1,994,400	1,618,200	2,072,500
7400 Purchased Administrative Service	50,340	43,470	43,050
7500 Suprt Tob & Oth Organizations	682,100	720,800	766,500
7700 Contributions	374,500	323,000	410,900
9100 Data Processing Allocation	390,000	390,000	390,000
Totals	\$12,612,100	\$12,634,256	\$13,397,258

THE TOBACCO INSTITUTE

1991 BUDGET

State Activities Division

COST CENTER National Headquarters No. 1401

Authorized Positions 1990 - 17
 Authorized Positions Requested 1991 - 17

ACCOUNT	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
2800 Staff Compensation	\$1,023,000	\$1,069,000	\$1,168,000
3200 Employee Benefits	276,000	289,000	316,000
3900 Travel	249,000	261,000	258,000
4000 Conferences & Meetings	347,000	347,000	347,000
4700 Furniture, Fixtures & Equipment	20,000	18,200	20,000
5000 Office Supplies	1,000	2,000	1,000
5100 Postage & Delivery	75,000	56,000	60,000
5200 Reproduction, Printing & Drafting	69,500	68,000	70,000
5400 Other Office Expense	2,000	1,000	1,000
5500 Membership & Staff Training	18,300	16,500	18,000
5800 Legal Fees	632,000	958,500	757,000
6000 Legislative Consultants	3,086,000	3,028,500	3,182,000
6600 Business Taxes	50,000	25,000	68,000
6900 Employee Recruitment & Relocation	80,000	120,000	80,000
7200 Miscellaneous Expense	3,000	1,500	1,500
7300 Professional Fees	1,949,400	1,578,000	2,029,500
7400 Purchased Administrative Service	8,000	6,000	6,000
7500 Suprt Tob & Oth Organizations	651,100	697,800	723,500
7700 Contributions	364,000	313,000	400,900
9100 Data Processing Allocation	390,000	390,000	390,000
Totals	\$9,294,300	\$9,246,000	\$9,897,400

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

State Activities - Headquarters

No. 1401

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
K. Malmgren	Sr. V.P./Division Director	12	12	12
G. Minshew	Sector Vice President	12	12	12
P. Donoho	Sector Vice President	12	9	12
R. McAdam	V.P./Init. & Spec. Projects	12	8	12
W. Cannell	V.P./Legislative Support	12	12	12
W. Woodson	Managing Dir. - Leg. Support	12	12	12
W. Orzechowski	Director - Economic Issues	12	12	12
C. Sadowski	Director - Leg. Information	12	12	12
M. Rita	Senior Legislative Analyst	12	12	12
M. Boisse	Senior Legislative Analyst	12	12	12
D. Avedon	Senior Legislative Analyst	12	12	12
S. Mora	Legislative Analyst	12	12	12
S. Carter	Administrative Assistant	12	12	12
K. Walker	Legislative Assistant	12	12	12
D. Carlow	Secretary	12	12	12
Nyman	Secretary	12	12	12
Mihas	Secretary	12	12	12
Totals		204	197	204

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #4000 - Conferences & Meetings</u>				
NATIONAL HEADQUARTERS				
National lobbyist meeting	\$ 280,000	\$ 280,000		\$ 280,000
Field staff meeting	35,000	40,000		40,000
Special meetings with lobbyists and staff for local legislative planning issue seminars, and lobbyists' participation in NCSL, CSG, and other meetings.	30,000	25,000		25,000
State Activities Policy Committee meetings	2,000	2,000		2,000
TOTAL	<u>\$ 347,000</u>	<u>\$ 347,000</u>		<u>\$ 347,000</u>

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #4700 - Furniture, Fixtures & Equipment</u>				
NATIONAL HEADQUARTERS	\$ 20,000	\$ -		\$ 20,000
Reg I - copier	-	6,800		-
Reg V - copier	-	5,000		-
Reg VIII - fax	-	3,400		-
Reg VIII - furniture	-	3,000		-
TOTAL	\$ 20,000	\$ 18,200		\$ 20,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #5100 - Postage & Delivery</u>				
NATIONAL HEADQUARTERS				
National TAN mobilizations	\$ 60,000	\$ 45,000		\$ 45,000
Contingency for unanticipated postage/freight (permits, BRM fees, materials, shipments)	15,000	10,000		15,000
Federal airline issue (mailgrams)	-	1,000		-
TOTAL	\$ 75,000	\$ 56,000		\$ 60,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #5200 - Reproduction, Printing & Drafting</u>				
NATIONAL HEADQUARTERS				
National TAN mobilizations	\$ 37,000	\$ 30,000		\$ 30,000
Legislative Report Summary	12,000	14,000		15,000
Stateline letterhead	7,500	10,000		15,000
Special projects (awards, tobacco leaf pins, specialty advertising, etc.)	6,000	6,000		5,000
Miscellaneous printing (e.g. T.I. stationery, slide reproduction, letterheads, mobilizations, etc.)	5,000	6,000		5,000
Ford project mailing (TGIC)	-	2,000		-
Reprints of TAN literature	2,000	-		-
TOTAL	\$ 69,500	\$ 68,000		\$ 70,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #5800 - Legal Fees</u>				
NATIONAL HEADQUARTERS				
Covington & Burling - state and local legislative matters	\$ 550,000	\$ 900,000		\$ 700,000
Nielsen, Merksamer - general legal matters, initiative research, campaign reporting and filing	15,000	15,000		15,000
MA - accounting/legal support for lobbyists' registration and filing requirements (Bulger)	12,000	12,000		12,000
ME - King VS. Bangor Federal Union case (S. Beliveau)	-	1,500		-
Contingency	55,000	30,000		30,000
TOTAL	\$ 632,000	\$ 958,500		\$ 757,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
ALABAMA				
Calvin Whitesell	\$ 53,000	\$ 56,000		\$ 56,000
ALASKA				
Wes Coyner	44,000	44,000		45,000
Neal Cooper	6,000	8,000		9,000
ARIZONA				
Ernie Hoffman	56,000	56,000		58,000
ARKANSAS				
Paul Bosson	30,000	30,000		30,000
CALIFORNIA				
A-K Associates	-	120,000		120,000
Grant Kenyon	-	100,000		100,000
T.B.A.	200,000	-		-
COLORADO				
Frank Hays	46,000	46,000		50,000
CONNECTICUT				
Bourke Spellacy	92,500	92,500		92,500
DELAWARE				
Dave Poffenburger	23,000	23,000		26,000
DISTRICT OF COLUMBIA				
Jim Christian	42,000	42,000		44,000
FLORIDA				
Guy M. Spearman	48,000	48,000		48,000
Arthur R. Collins (Public Private Partnership)	-	20,000		25,000
GEORGIA				
Jim Hammock	30,000	30,000		40,000
Jim Gray	20,000	20,000		-
HAWAII				
Norman Suzuki	40,000	40,000		43,000
SAD.DRBA (DRBA)				10/30/90

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
<u>(Continued)</u>				
Wendell K. Kimura	\$ 24,000	\$ 24,000		\$ 27,000
Tax project contingency	25,000	-		-
Norman Suzuki (tax project)	-	16,500		-
Wendell Kimura (tax project)	-	8,500		-
IDAHO				
William Roden	31,000	31,000		33,000
ILLINOIS				
Tom Lyons	-	42,500		44,000
Ward Johnson	33,000	33,000		34,000
Bud Kelley	50,000	-		-
T.B.A.	45,000	-		-
INDIANA				
Terry Pehler	58,000	58,000		59,000
Thomas F. Fruechtenicht	32,000	32,000		34,000
IOWA				
Charles Wasker	40,000	40,000		44,000
KANSAS				
Alan Alderson	18,000	18,000		25,000
Bill Mitchell	23,000	23,000		23,000
KENTUCKY				
Judith Taylor	-	20,000		30,000
Bill Scent	20,000	20,000		15,000
LOUISIANA				
Joe G. Wood	47,000	47,000		48,000
MAINE				
Severin Beliveau	67,000	67,000		69,000
MARYLAND				
Bruce Bereano	46,000	46,000		46,000
MASSACHUSETTS				
Billy Coyne	101,500	101,500		101,500

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
<u>(Continued)</u>				
MICHIGAN				
Robert Crim	\$ 62,500	\$ 62,500		\$ 65,000
MINNESOTA				
Tom Kelm/Dave Krogseng	100,000	100,000		100,000
Ron Jurich	20,000	20,000		20,000
MISSISSIPPI				
Ellis B. Bodron	31,000	31,000		32,000
MISSOURI				
John Britton	34,000	34,000		50,000
MONTANA				
Jerome Anderson	38,000	38,000		40,000
NEBRASKA				
Bill Peters	27,000	27,000		28,000
Walt Radcliffe	15,000	-		-
NEVADA				
T.B.A.	20,000	15,000		25,000
NEW HAMPSHIRE				
John Mitchell	32,500	32,500		32,500
T.B.A.	-	-		15,000
NEW JERSEY				
Joseph Katz/Clark Martin	66,000	66,000		66,000
Louis Wilson	-	5,000		-
NEW MEXICO				
Bob Barberousse	30,000	30,000		32,500
NEW YORK				
Jim Featherstonhaugh	-	70,000		72,000
Jeff Hill	-	62,500		64,500
Daniel Adams	50,000	50,000		52,000
Norm Adler	-	20,000		22,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
<u>(Continued)</u>				
T.B.A.	\$ 120,000	\$ -		\$ -
David Dudley	40,000	-		-
NORTH CAROLINA				
Roger W. Bone	55,000	55,000		55,000
NORTH DAKOTA				
Al Wolf	32,000	32,000		32,000
OHIO				
Rick Baird	-	48,000		48,000
Pete O'Grady	43,000	43,000		45,000
John Kelley	20,000	20,000		21,000
T.B.A.	48,000	-		-
OKLAHOMA				
Ken Nance	42,000	42,000		42,000
Bill Reynolds	10,000	10,000		10,000
OREGON				
T.B.A.	-	-		40,000
Hank Crawford	40,000	40,000		-
PENNSYLVANIA				
Bill Cornell (Lipsen, Hamb.)	79,000	79,000		81,000
Ronald A. White	20,000	20,000		-
RHODE ISLAND				
Dennis Roberts/Kelly Sheridan	31,000	31,000		32,500
T.B.A.	20,000	-		20,000
SOUTH CAROLINA				
Sterling Smith	42,000	42,000		45,000
Tom Smith	15,000	-		-
Dariel Ogburn	-	4,500		-
SOUTH DAKOTA				
Jeremiah Murphy	34,000	34,000		36,000
George Valentine	10,000	10,000		10,000
TENNESSEE				
Cleve Smith	40,000	40,000		45,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
<u>(Continued)</u>				
TEXAS				
Gaylord Armstrong	\$ 60,000	\$ 60,000		\$ 64,000
T.B.A.	-	25,000		25,000
UTAH				
Jim Stewart (Jones, Waldo)	40,000	40,000		42,000
VERMONT				
Edward Miller	25,000	25,000		26,000
VIRGINIA				
Anthony Troy	40,000	40,000		43,000
WASHINGTON				
William Fritz	50,000	50,000		52,000
Stuart Halsan	20,000	20,000		25,000
WEST VIRGINIA				
Roger Price	33,000	33,000		35,000
WISCONSIN				
James Wimmer	60,000	65,000		65,000
Paul Sicula	20,000	23,000		25,000
WYOMING				
William Thomson	30,000	30,000		32,000
NATIONAL HEADQUARTERS				
Contingency	50,000	-		50,000
TOTAL	<u>\$3,086,000</u>	<u>\$3,028,500</u>		<u>\$3,182,000</u>

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1991 BUDGET

COST CENTER	National Headquarters	No.	1401
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #6600 - Business Taxes</u>			
NATIONAL HEADQUARTERS			
<p>The Tobacco Institute, because it makes state and local political contributions, is a "political organization" as defined in section 527(f) of the Internal Revenue Code. Such political organizations are subject to a 34% tax on their taxable income. For The Institute, taxable income is defined as the lesser of net investment income or campaign contributions. The Institute's 1989 net investment income was reduced to \$53,000 by losses on subletting Washington, D.C. office space. Because there will be no subletting losses in 1990, The Institute expects to have approximately \$175,000 in 1990 net investment income. The income tax on this investment income will be payable in 1991.</p>			
	\$ 43,000	\$ 18,000	\$ 60,000
Sales and miscellaneous business taxes.	7,000	7,000	8,000
TOTAL	<u>\$ 50,000</u>	<u>\$ 25,000</u>	<u>\$ 68,000</u>

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6900 - Employee Recruitment & Relocation</u>				
NATIONAL HEADQUARTERS				
Recruitment and/or replacement of headquarters & field staff as the result of unplanned terminations.	\$ 50,000	\$ 95,000		\$ 50,000
Relocation and housing differential payments to relocated State Activities Division employees.	30,000	25,000		30,000
TOTAL	\$ 80,000	\$ 120,000		\$ 80,000

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1991 BUDGET

State Activities - Headquarters

	1990 Budget	1990 Estimated	1991 Budget
Account: 7300 - Professional Fees			
Consultants (7310)			
Legal counsel, lobbyists, and consulting firms retained to represent and/or consult with TI on legislative and regulatory matters of interest to the industry at the municipal, county, and state levels.	\$1,071,000	\$ 741,900	\$1,103,000
Special Projects (7320)			
Professional fees for cost impact studies, opinion polls, start-up costs for initiatives and referenda campaigns, fiscal analyses, ventilation studies and other projects in support of legislative programs.	802,900	800,600	880,000
Honoraria Program (7330)			
Honoraria payments in selected states.	65,500	27,500	31,500
Legislative Reporting (7340)			
Tracking and reporting of local, city, county and state legislation and regulation; includes computer connect time (StateNet).	10,000	8,000	15,000
	\$1,949,400	\$1,578,000	\$2,029,500

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
ALABAMA				
Local contingency	\$ 5,000	\$ -		\$ 5,000
Tuscaloosa	-	2,500		-
Montgomery (C. Whitesell)	-	2,000		-
ALASKA				
T.B.A.	15,000	-		15,000
ARIZONA				
AZ local (E. Arena)	18,000	22,000		22,000
Minorities (W. Hausey)	-	1,600		-
CALIFORNIA				
Counties/municipal contingency	75,000	-		25,000
Los Angeles sampling	17,000	20,000		20,000
Minorities (W. Hausey)	-	18,000		18,000
Minorities (R. Aros)	-	18,000		18,000
Moreno Valley (Weitzman Co.)	-	10,000		-
San Diego (Katz & Assoc.)	-	4,500		-
Air Resources Bd. (Sierra Research)	6,000	500		-
Sacramento/North (Jack Schreder & Associates)	43,000	-		-
COLORADO				
Local contingency	5,000	-		-
CONNECTICUT				
Local contingency	15,000	-		5,000
DELAWARE				
Local contingency	5,000	-		5,000
FLORIDA				
Local contingency	5,000	5,000		5,000
GEORGIA				
Atlanta (Thomas & Dotson)	18,000	18,000		18,000
HAWAII				
Honolulu (N. Suzuki)	12,500	12,500		12,500
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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
<u>(Continued)</u>				
ILLINOIS				
Chicago/Cook County (T. Lyons)	\$ 40,000	\$ 42,500		\$ 42,500
Local contingency	30,000	20,000		30,000
INDIANA				
Local contingency	15,000	-		15,000
KANSAS				
Local Contingency	5,000	2,000		5,000
Lenexa (K. Benson)	-	4,000		-
LOUISIANA				
New Orleans (Haras, Inc.)	25,000	25,000		25,000
MAINE				
Local contingency	5,000	-		5,000
MARYLAND				
Maryland city/county contingency	15,000	-		25,000
Montgomery Co. (B. Bereano)	-	35,000		-
Montgomery Co. (V. Crawford)	-	4,700		-
MASSACHUSETTS				
Boston (B. Coyne, Jr.)	30,000	30,000		30,000
MA cities	24,000	24,000		24,000
Local contingency	10,000	-		10,000
MICHIGAN				
Local contingency	10,000	10,000		10,000
MINNESOTA				
Hennepin Co./Minneapolis contingency (S/R & vending)	20,000	20,000		20,000
Ramsey Co./St. Paul contingency (S/R & vending)	20,000	20,000		20,000
Local contingency	-	-		3,000
Minneapolis vending (R. Randle)	-	3,000		-

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
<u>(Continued)</u>				
MISSOURI				
St. Louis/St. Louis County (Datra Herzog & Co.)	\$ -	\$ 18,000		\$ 18,000
Local contingency	-	-		10,000
Local issues (K. Benson)	-	8,500		-
NEW HAMPSHIRE				
Local contingency	5,000	-		-
NEW JERSEY				
Local contingency	-	-		10,000
NEW MEXICO				
Santa Fe S/R (B. Barberousse)	-	7,000		7,000
Albuquerque S/R (B. Barberousse)	-	5,000		-
Albuquerque advertising (B. Barberousse)	-	5,000		-
Local contingency	5,000	-		-
NEW YORK				
NYC (N. Adler)	-	40,000		40,000
Buffalo/Erie County (J. P. Griffin)	-	25,000		25,000
Westchester County (A. Vitagliano)	-	22,000		22,000
Local contingency	40,000	-		15,000
New York City Contingency	50,000	-		-
NORTH CAROLINA				
Local contingency	10,000	-		20,000
Durham (Ken Spaulding)	-	6,000		6,000
New Hanover Co. (Burney)	-	15,000		-
Raleigh/Wake Co. (R. Bone/J. Ramquist)	-	4,000		-
Greensboro (Isaacson)	-	2,300		-
OHIO				
Cincinnati (J. Kelley)	20,000	20,000		21,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		
<u>Account #7310 - Local Counsel/Consultants</u>				
<u>(Continued)</u>				
Local contingency	\$ 20,000	\$ 10,000		\$ 20,000
OREGON				
Local contingency	10,000	-		10,000
PENNSYLVANIA				
Philadelphia (O. Kernodle)	-	16,000		24,000
Pittsburgh (R. Cohen)	20,000	20,000		23,000
Philadelphia (R. White)	20,000	20,000		-
Tax project contingency	10,000	8,000		10,000
Local contingency	20,000	10,000		10,000
PATCDA convention support	1,000	1,000		1,000
PA Rest. Assoc. support	500	500		500
PA Chamber of Comm. support	500	500		500
Western PA Tobacco Table	500	-		-
RHODE ISLAND				
Local contingency	5,000	5,000		5,000
State sampling testimony (Phoenix Mkt.)	-	1,000		-
SOUTH CAROLINA				
Greenville S/R (Carter, Smith)	-	2,300		-
Local contingency	8,000	-		-
TENNESSEE				
Local contingency	10,000	10,000		10,000
TEXAS				
TX localities (K. Benson)	40,000	40,000		40,000
Local Contingency	15,000	15,000		15,000
VERMONT				
Local contingency	5,000	-		5,000
VIRGINIA				
Tidewater area (L. Zambardi)	20,000	22,000		20,000
Counties/Municipal contingency	10,000	-		10,000
WASHINGTON				
Local contingency	10,000	8,000		10,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
<u>(Continued)</u>				
WISCONSIN				
Local contingency	\$ 15,000	\$ -		\$ 10,000
WYOMING				
Local contingency	2,000	-		2,000
NATIONAL HEADQUARTERS				
Taxation				
State/local taxation issues contingency including economic consultants	100,000	-		100,000
Special tax/economic projects	20,000	-		30,000
Regional grassroots consultant (Region I test program)	-	-		50,000
Sampling/Vending/Advertising				
State/local sampling/vending /advertising issues contin- gency including consultants	10,000	-		40,000
Smoking Restrictions				
State/local S/R issues including consultants	20,000	-		30,000
All Issues				
The Martin Haley Companies				
. Total Fee	100,000	-		-
. Less 50% allocation to Federal Relations Div.	< 50,000 >	-		-

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
(Continued)				
"Self-Extinguishing"				
State/local "self-extin- guishing" issues contingency including consultants	\$ 10,000	\$ -		\$ -
TOTAL	\$1,071,000	\$ 741,900		\$1,103,000

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COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
ALABAMA				
Legislative Function	\$ 3,000	\$ 1,000		\$ 3,000
ALASKA				
State/local contingency	5,000	-		5,000
Anchorage tax initiative (Evans/Kraft)	-	8,600		-
State/local tax projects	-	5,000		-
ARIZONA				
Hispanic coalition projects	-	-		8,000
Legislative reception	2,000	2,000		2,000
State/local contingency	5,000	-		2,000
Minorities (NAACP)	-	4,300		1,000
Minorities (SER)	-	9,500		1,000
Minorities (Chicanos for La Causa)	-	500		500
ARKANSAS				
Legislative Function	2,500	2,500		3,000
CALIFORNIA				
Prop 99 - short term	150,000	80,000		150,000
Prop 99 - long term	50,000	20,000		50,000
State/local contingency	75,000	-		50,000
CA restaurant project	-	25,000		25,000
Los Angeles sampling (Ogilvy & Mather)	-	30,000		20,000
Hispanic coalition projects	-	-		15,000
CA Chamber of Commerce	-	5,000		5,000
CA Coin Machine Assoc.	4,000	4,000		4,000
CA Hispanic Chamber of Comm.	3,000	3,000		3,000
Legislative/Cong. dinner	-	2,000		2,000
CATCD - vending project	-	30,000		-
San Diego S/R (R. Ottilie)	-	1,200		-
Prop 99 - coalition program	36,000	-		-
COLORADO				
Hispanic coalition projects	-	-		10,000
Legislative Reception	1,200	1,200		1,200

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
CONNECTICUT				
CT Grocers' Assoc.	\$ 2,500	\$ -		\$ 2,500
CT retail project	-	-		1,500
CT hospitality project	-	-		1,000
DELAWARE				
Legislative function	-	2,000		2,000
DISTRICT OF COLUMBIA				
Kennedy-King Dinner	-	500		500
FLORIDA				
Tax project contingency	15,000	-		15,000
Minority caucus functions	-	2,000		2,000
Legislative reception	1,000	1,000		1,000
ALEC reception	1,500	500		500
Tax project poll (Kitchens & Assoc.)	-	18,500		-
Tax project (special office)	-	12,000		-
GEORGIA				
Local contingency	3,000	-		5,000
Legislative functions	-	2,500		2,500
Legislative Function	2,000	2,000		2,000
Jefferson - Jackson Day Dinner	-	1,000		1,000
HAWAII				
Local contingency	6,000	-		15,000
State tax project - phone bank (D.C.S.)	-	6,000		-
IDAHO				
Tax/IAQ issues	4,000	-		4,000
ILLINOIS				
State tax project	10,000	15,000		10,000
Legislative Function	1,500	1,500		1,500
IL Chamber of Commerce support	1,500	1,500		1,500
Retailer project	-	-		1,500

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COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
Peoria tax (M.R.G.)	\$ 10,000	\$ -		\$ -
INDIANA				
Local contingency	5,000	10,000		5,000
Vending association support	-	500		1,000
IATCD connection support	-	1,000		-
IOWA				
Tax Project (D.C.S. Mkt.)	12,000	-		12,000
Legislative reception	-	1,300		1,000
KANSAS				
Legislative Reception	2,500	2,500		2,500
IAQ study - state capitol	5,000	-		-
KENTUCKY				
Legislative function	1,000	1,500		1,500
KY Municipal League support	700	700		700
Labor News ad	-	600		600
LOUISIANA				
Legislative Function	3,500	3,500		4,500
Support for Greenhouse	2,500	3,000		3,000
Wholesaler Assoc. convention support	-	1,000		1,000
LA Grocers' Assoc support	500	-		-
MAINE				
ME Grocers' Assoc. support	5,000	5,000		5,000
ME Chamber project	-	1,500		1,500
ME Retailer project	-	1,000		1,000
ME Hospitality project	-	1,000		1,000
MARYLAND				
Legislative Reception	3,000	3,000		3,000
Testimonial Functions	2,000	2,000		2,000
Montgomery Co. S/R (Madison Group)	-	57,000		-
MD Restaurant Assoc project	17,000	8,700		-

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COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
Montgomery Co. S/R (Dow, Lohnes)	\$ -	\$ 5,000		\$ -
MASSACHUSETTS				
MA Grocers' Assoc.	2,500	2,500		2,500
NE Convenience Stores Assoc.	2,500	2,500		2,500
MICHIGAN				
Legislative mobilization (MRG)	8,000	8,000		8,000
MI special project	3,000	3,000		3,000
Survey (MRG)	-	4,000		-
MINNESOTA				
Special MN project	30,000	30,000		30,000
Fire-safe - phone bank(D.C.S.)	15,000	15,000		15,000
MN Grocers' Assoc. survey	12,000	10,000		12,000
Other phone banks/special projects	10,000	-		10,000
MN Licensed Bev. Assoc. membership	2,500	2,500		2,500
MN Retail Merchants' Assoc	1,000	1,000		1,000
Coalition for Resp. Vending	-	15,000		-
MLBA - vending project	-	2,000		-
Bloomington vending (Olsen, Snelling)	-	2,000		-
MISSISSIPPI				
Legislative Reception	2,000	2,000		2,000
MISSOURI				
Local tax referenda	-	-		25,000
Legislative Function	1,000	1,000		1,000
MO Burley Council	500	500		500
Citizens for Competitive Chillicothe - tax ref.	-	23,500		-
Local tax project contingency	10,000	-		-
Springfield tax referendum	10,000	-		-
Kansas City tax referendum	10,000	-		-

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
MONTANA				
Tax project - phone bank	\$ 2,000	\$ -		\$ 5,000
Legislative function	-	2,000		2,000
NEBRASKA				
Tax project - phone bank (D.C.S.)	5,000	-		5,000
NEW HAMPSHIRE				
Retail grocers convention	2,500	2,500		2,500
NH Chamber of Commerce project	-	2,500		2,500
NH retailer project	-	1,000		1,000
NEW JERSEY				
Tax project - phone bank (D.C.S.)	5,000	12,000		5,000
Outdoor advert. project	-	-		1,000
Retailer project	-	-		1,000
NEW MEXICO				
Hispanic coalition projects	-	-		5,000
Legislative Reception	1,500	1,500		1,500
NEW YORK				
Tax project (phone bank) - D.C.S.	-	30,000		10,000
NY Restaurant Assoc. support	2,000	2,000		2,000
NY Chamber of Commerce support	1,500	1,500		1,500
Business Council of NY	1,500	1,500		1,500
NY Hotel/Motel Assoc. support	1,000	1,000		1,000
Tax project (mailings, p-o-s material)	20,000	22,000		-
NORTH CAROLINA				
Legislative Function	3,000	3,000		3,000
Minority projects	-	1,000		1,000
Greensboro Citizens for Fairness (S/R)	-	16,000		-

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
Personnel Mgmt. Assoc. - IAQ witness	\$ -	\$ 1,700		\$ -
NORTH DAKOTA				
Tax project - phone bank (D.C.S.)	-	-		8,000
OHIO				
Local contingency	10,000	10,000		12,000
Charitable projects	-	-		6,000
Citizens Against Unfair Taxation (Cuyahoga Co.)	-	23,000		-
OKLAHOMA				
Legislative Function	2,000	2,900		3,000
OREGON				
Tax & S/R initiative contingency	10,000	-		10,000
Comm. for Recycling (initiative)	-	5,000		-
AOI-PAC	-	500		-
PENNSYLVANIA				
Western PA Tobacco Table	-	1,000		1,000
RHODE ISLAND				
RI Chamber of Commerce project	-	-		2,500
RI Hospitality "Welcome" program	-	5,000		1,500
RI Grocers' Assoc support	1,000	1,000		1,000
SOUTH CAROLINA				
Legislative Function	2,500	2,500		2,500
SOUTH DAKOTA				
SD Innkeepers Assoc. support	2,000	1,500		2,000
Black Hills Hospitality Assoc.	-	500		500
TENNESSEE				
Legislative Function	3,000	3,000		3,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
TEXAS				
Hispanic coalition projects	\$ -	\$ -		\$ 25,000
Editorial board briefings (tax project)	-	3,000		-
UTAH				
UT Rights Coalition (L. Wynn)	-	10,000		10,000
Legislative Function	1,000	1,000		1,000
UT Taxpayers' Assoc.	500	500		500
Retailer/advert. lawsuit (Jones, Waldo)	-	1,000		-
VERMONT				
VT Chamber of Commerce	2,500	2,500		2,500
Retail Assoc. convention	2,500	2,500		2,500
Retail Grocers convention	2,500	2,500		2,500
Restaurant Association support	-	-		2,500
Coalition tax meetings	-	1,400		-
Local tax initiative contingency	5,000	-		-
VIRGINIA				
Legislative trail ride	1,500	1,500		1,500
Legislative reception	1,500	1,500		1,500
VA League of Counties	-	1,000		1,000
WASHINGTON				
State/local contingency	10,000	5,000		10,000
Legislative Function	3,000	3,000		3,000
WISCONSIN				
Tax project contingency	12,000	37,000		35,000
WI Grocers Assoc. support	3,000	3,000		3,000
State fire-safe - phone bank (D.C.S.)	-	30,000		-
State smok. rest. - phone bank (D.C.S.)	8,000	-		-

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<u>(Continued)</u>				
State sampling - phone bank (D.C.S.)	\$ 8,000	\$ -		\$ -
WYOMING				
Legislative Function	1,000	1,000		1,000
ALEC support	1,000	1,000		1,000
NATIONAL HEADQUARTERS				
Contingency - unanticipated direct mail projects, phone bank projects, surveys, fiscal analyses, petition drives.	50,000	-		50,000
Contingency - Start-up costs for state/local I & R	40,000	-		30,000
TOTAL	\$ 802,900	\$ 800,600		\$ 880,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7330 - Honoraria Program</u>				
ARIZONA	\$ 4,000	\$ 1,000		\$ 2,000
CALIFORNIA	10,000	-		-
CONNECTICUT	2,500	-		-
IOWA	2,500	2,500		2,500
KENTUCKY	3,000	3,000		3,000
MAINE	2,500	2,500		-
MASSACHUSETTS	2,500	2,000		2,500
MICHIGAN	10,000	-		-
MINNESOTA	5,000	5,000		5,000
NEW HAMPSHIRE	1,000	1,000		1,000
NORTH CAROLINA	3,500	-		5,000
NORTH DAKOTA	1,500	1,500		1,500
OHIO	6,000	-		-
OKLAHOMA	1,000	-		-
RHODE ISLAND	1,000	1,000		1,000
SOUTH DAKOTA	1,500	-		-
TENNESSEE	4,000	4,000		4,000
VERMONT	1,000	1,000		1,000
WYOMING	3,000	3,000		3,000
TOTAL	\$ 65,500	\$ 27,500		\$ 31,500

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1991 BUDGET

COST CENTER	National Headquarters	No.	1401
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #7340 - Legislative Reporting</u>			
NATIONAL HEADQUARTERS			
Computerized tracking and reporting of state solid waste, IAQ, and other industry legislation. Budget for tort reform reporting is in Cost Center 1405.	\$ 10,000	\$ 8,000	\$ 15,000
TOTAL	\$ 10,000	\$ 8,000	\$ 15,000

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1991 BUDGET

State Activities - Headquarters

	1990 Budget	1990 Estimated	1991 Budget
Account: 7500 - Support of Tobacco & Other Organizations			
Wholesaler Associations (7510)			
Contributions to state tobacco wholesaler organizations for purpose of legislative support on key industry issues according to letter of agreement.	\$ 512,500	\$ 563,700	\$ 588,200
National/State Legislative and Political Organizations (7520)			
Contributions made to national and state organizations for the purpose of maintaining and improving rela- tionships and political and legis- lative contracts.	138,600	134,100	135,300
	<u>\$ 651,100</u>	<u>\$ 697,800</u>	<u>\$ 723,500</u>

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7510 - Wholesaler Associations</u>				
ALABAMA	\$ 3,500	\$ 3,500		\$ 3,500
ARIZONA	2,000	2,000		2,000
ARKANSAS	8,000	8,000		10,000
CALIFORNIA	45,000	45,000		50,000
COLORADO	12,000	12,000		13,000
CONNECTICUT	10,000	10,000		10,000
FLORIDA	25,000	25,000		25,000
IDAHO	4,000	4,000		4,000
ILLINOIS	-	50,000		52,000
INDIANA	17,500	17,500		19,000
KANSAS	6,000	6,000		6,000
KENTUCKY	17,000	17,000		17,000
LOUISIANA	8,000	8,000		10,000
MARYLAND	11,000	11,000		11,000
MASSACHUSETTS	10,000	10,000		10,000
MICHIGAN	23,000	23,000		23,000
MINNESOTA				
MNCTA	20,000	20,000		20,000
NW Tobacco Distributors Assoc.	20,000	20,000		20,000
MISSOURI	8,000	8,000		8,000
MONTANA	6,000	6,000		6,000
NEBRASKA				
Contingency	6,000	6,000		6,000
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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7510 - Wholesaler Associations</u>				
<u>(Continued)</u>				
NEVADA	\$ 5,000	\$ 5,000		\$ 5,000
NEW JERSEY	20,000	20,000		20,000
NEW MEXICO	6,500	6,500		6,500
NEW YORK	23,500	24,700		24,700
NORTH DAKOTA	2,000	2,000		3,000
OHIO	30,000	30,000		30,000
OKLAHOMA	10,000	10,000		10,000
PENNSYLVANIA	20,000	20,000		25,000
SOUTH DAKOTA Contingency	3,000	3,000		3,000
TEXAS	25,000	25,000		25,000
VIRGINIA	25,000	25,000		25,000
WASHINGTON	24,500	24,500		24,500
WEST VIRGINIA	12,000	12,000		15,000
WISCONSIN	20,000	20,000		20,000
WYOMING	8,000	8,000		10,000
NATIONAL HEADQUARTERS				
New England AC & T Distribu- tors	16,000	16,000		16,000
TOTAL	\$ 512,500	\$ 563,700		\$ 588,200

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7520 - Contributions to National/ State Organizations</u>				
NATIONAL HEADQUARTERS				
American Council of Young Political Leaders (ACYPL)	\$ 2,000	\$ 2,000		\$ 2,000
American Legislative Exchange Council (ALEC)				
. General Support	5,000	5,000		5,000
. Annual Meeting	5,000	5,000		5,000
. State Seminars/Task Forces	10,000	6,000		6,000
American Soc. of Legislative Clerks & Secretaries (ASLC&S)	1,000	1,000		1,000
Amusement & Music Operators Association				
. Annual meeting	2,000	2,000		2,000
. Legislative meeting	1,500	1,500		1,500
Council on Gov't Ethics Laws (COGEL)	200	200		200
Council of State Gov'ts (CSG)				
. CSG Annual Meeting	4,000	4,000		4,000
. Corp. Associates Program (national)	1,500	1,500		3,000
. Eastern Regional CSG	2,500	2,500		2,500
. Southern Regional CSG	2,500	2,500		2,500
. Midwest Regional CSG	2,500	2,500		2,500
. Western Regional CSG	2,500	2,500		2,500
. CSG Committee Meetings	2,000	2,000		2,000
Nat'l Assoc of Counties (NACO)	1,500	1,500		1,500
Nat'l Assoc of State Depts. of Agriculture (NASDA)	500	500		500

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7520 - Contributions to National/ State Organizations</u>				
<u>(Continued)</u>				
. Southern Assoc. of State Depts. of Agric. (SASDA)	\$ 300	\$ 800		\$ 500
National Black Caucus of State Legislators (NBCSL)				
. National office	3,000	3,000		3,000
. GA state caucus	1,000	1,000		1,000
. MD state caucus	1,000	1,000		1,000
. SC state caucus	500	500		500
. MO state caucus	800	800		800
. NC state caucus	800	800		800
. Womens' caucus	500	500		500
. Other state caucuses	2,000	2,000		2,000
. NBC-LEO	500	500		500
Nat'l Conference of Lieutenant Governors (NCLG)				
	1,500	1,500		1,500
Nat'l Conference of Republican County Officials				
	1,000	1,000		1,000
Nat'l Conference of State Legislatures (NCSL)				
. Foundation for State Legislatures	2,500	2,500		2,500
. Annual Meeting	5,000	5,000		5,000
. NCSL-State/Fed. Assembly	2,000	2,000		2,000
. NCSL-Assembly on Legis.	2,000	2,000		2,000
. NCSL Committee Meetings	4,000	4,000		4,000
National Governors' Assoc.				
. Northeast Governors' Assn	1,000	1,000		1,000
. Midwestern Governors' Assn	1,000	1,000		1,000
. Southern Governors' Assn	1,000	1,000		1,000
. Western Governors' Assn	1,000	1,000		1,000
. NGA Annual Meeting	2,500	2,500		2,500

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7520 - Contributions to National/ State Organizations</u>				
<u>(Continued)</u>				
. NGA Corporate Fellows	\$ 2,500	\$ 2,500		\$ 2,500
Nat'l League of Cities (NLC)	1,000	1,000		1,000
Nat'l Licensed Beverage Assoc (NLBA)	3,000	3,000		3,000
. NLBA state associations	3,000	4,000		4,000
Public Affairs Council (PAC)	1,000	1,500		1,500
State Governmental Affairs Council (SGAC)	2,500	2,500		2,500
. SGAC Leg. Leaders Conf.	2,000	2,500		2,500
. SGAC Institute	2,000	4,000		4,000
State Legislative Leaders Foundation (SLLF)	15,000	15,000		15,000
US Conference of Mayors (USCM)	1,500	1,500		1,500
Women Involved in Farm Economics (WIFE)	2,500	2,500		2,500
State/local festivals in tobacco producing states	1,500	1,500		1,500
Contingency (special events and meeting expenses)	20,000	15,000		15,000
TOTAL	\$ 138,600	\$ 134,100		\$ 135,300

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1991 BUDGET

State Activities - Headquarters

	1990 Budget	1990 Estimated	1991 Budget
Account: 7700 - State Campaign Support Program			
State Campaign Contributions (7710)	\$ 331,500	\$ 279,500	\$ 363,900
Local Campaign Contributions (7720)	24,500	19,500	23,000
National Governors' Associations/ National Political Organizations (7730)	8,000	14,000	14,000
	<u>\$ 364,000</u>	<u>\$ 313,000</u>	<u>\$ 400,900</u>

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7710 - State Campaign Contributions</u>				
ALABAMA	\$ 8,000	\$ 8,000		\$ 8,400
ALASKA	5,000	5,000		6,000
ARKANSAS	7,000	7,000		8,000
CALIFORNIA	10,000	-		-
COLORADO	9,000	9,000		10,000
DELAWARE	4,000	4,000		5,000
DISTRICT OF COLUMBIA	7,500	7,500		7,500
FLORIDA	25,000	25,000		26,000
GEORGIA	6,000	6,000		7,000
HAWAII	9,000	12,000		10,000
IDAHO	4,000	4,000		5,000
ILLINOIS	20,000	40,000		22,000
INDIANA	20,000	20,000		20,000
KANSAS	7,000	7,000		8,000
LOUISIANA	12,000	12,000		13,000
MAINE	5,000	5,000		5,000
MARYLAND	2,500	2,500		2,500
MISSISSIPPI	7,500	7,500		8,500
MISSOURI	9,000	9,000		10,000
NEBRASKA	5,000	5,000		7,000
NEVADA	6,000	6,000		10,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7710 - State Campaign Contributions</u>				
<u>(Continued)</u>				
NEW JERSEY	\$ 10,000	\$ 10,000		\$ 15,000
NEW MEXICO	8,000	8,000		9,000
NEW YORK	5,000	5,000		5,000
OREGON	9,000	9,000		10,000
RHODE ISLAND	5,000	5,000		5,000
SOUTH CAROLINA	7,000	7,000		7,000
UTAH	4,000	4,000		4,000
VERMONT	3,000	3,000		-
VIRGINIA	12,000	12,000		15,000
WASHINGTON	15,000	15,000		15,000
NATIONAL HEADQUARTERS Contingency	65,000	-		80,000
TOTAL	\$ 331,500	\$ 279,500		\$ 363,900

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7720 - Local Campaign Contributions</u>				
CALIFORNIA	\$ 5,000	\$ -		\$ -
COLORADO	2,000	2,000		2,000
GEORGIA	2,000	2,000		2,000
ILLINOIS	8,000	8,000		10,000
LOUISIANA	2,500	2,500		3,000
MISSOURI	3,000	3,000		4,000
WASHINGTON	2,000	2,000		2,000
TOTAL	\$ 24,500	\$ 19,500		\$ 23,000

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1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7730 - Contributions to National Political Organizations</u>				
NATIONAL HEADQUARTERS				
Democratic Governors' Assoc.	\$ 2,000	\$ 5,000		\$ 5,000
Republican Governors' Assoc.	2,000	5,000		5,000
Democratic State Legislative Assoc. (DSLGA)	2,000	2,000		2,000
National Republican Legislative Campaign Committee (NRLCC)	2,000	2,000		2,000
TOTAL	\$ 8,000	\$ 14,000		\$ 14,000

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1991 BUDGET

State Activities Division

COST CENTER Tort Reform No. 1405

ACCOUNT	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
3900 Travel	15,000	8,500	12,000
4000 Conferences & Meetings	6,000	2,500	2,500
5500 Membership & Staff Training	1,000	500	1,000
6000 Legislative Consultants	113,000	127,500	117,000
7300 Professional Fees	35,000	33,200	37,000
7500 Suprt Tob & Oth Organizations	31,000	23,000	43,000
7700 Contributions	10,500	10,000	10,000
Totals	\$ 211,500	\$ 205,200	\$ 222,500

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1991 BUDGET

COST CENTER	Tort Reform	No.	1405
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #4000 - Conferences & Meetings</u>			
NATIONAL HEADQUARTERS			
Special meetings with lobby- ists and staff for legisla- tive planning meetings and issue seminars	\$ 6,000	\$ 2,500	\$ 2,500
TOTAL	\$ 6,000	\$ 2,500	\$ 2,500

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1991 BUDGET

COST CENTER	Tort Reform		No.	1405
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
FLORIDA				
Contingency	\$ 5,000	\$ -		\$ 15,000
G. Spearman	-	5,000		-
B. Rubin	-	40,000		-
GEORGIA				
J. Hammock	-	5,000		-
Contingency	-	-		5,000
HAWAII				
W. Kimura	-	11,000		-
N. Suzuki	-	5,000		-
Contingency	-	-		10,000
KANSAS				
B. Mitchell	-	2,500		-
Contingency	-	-		5,000
LOUISIANA				
Contingency	5,000	-		5,000
MARYLAND				
B. Bereano	5,000	4,000		-5,000
MASSACHUSETTS				
Contingency	5,000	-		-
MICHIGAN				
Contingency	5,000	-		5,000
P. Laughlin	-	2,500		-
MINNESOTA				
Contingency	10,000	-		5,000
MISSISSIPPI				
E. Bodron	15,000	20,000		15,000
MISSOURI				
Contingency	5,000	-		-
NEBRASKA				
B. Peters	10,000	10,000		12,000

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1991 BUDGET

COST CENTER	Tort Reform		No.	1405
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
<u>(Continued)</u>				
NORTH CAROLINA	\$ 5,000	\$ -		\$ -
OREGON				
Contingency	5,000	-		5,000
RHODE ISLAND				
Contingency	5,000	-		5,000
D. Roberts	-	5,000		-
SOUTH CAROLINA				
Contingency	5,000	-		5,000
S. Smith	-	2,000		-
TENNESSEE				
C. Smith	5,000	-		-
	-	2,500		-
UTAH				
Jones, Waldo	10,000	5,000		5,000
VIRGINIA				
T. Troy	8,000	8,000		10,000
WASHINGTON				
	5,000	-		5,000
TOTAL	<u>\$ 113,000</u>	<u>\$ 127,500</u>		<u>\$ 117,000</u>

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1991 BUDGET

COST CENTER	Tort Reform	No.	1405
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #7340 - Legislative Reporting</u>			
NATIONAL HEADQUARTERS			
Tracking and reporting of tort reform, toxics, and packaging legislation	\$ 33,000	\$ 32,000	\$ 35,000
Periodicals	2,000	1,200	2,000
TOTAL	\$ 35,000	\$ 33,200	\$ 37,000

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1991 BUDGET

COST CENTER	Tort Reform	No.	1405	
			1990 BUDGET	1990 ESTIMATED
<u>Account #7520 - Contributions to National/ State Organizations</u>				
ALABAMA	\$ 2,500	\$ 5,000	\$	5,000
DELAWARE	-	-		1,000
FLORIDA Contingency	5,000	-		-
GEORGIA	500	-		500
IDAHO	-	-		2,500
ILLINOIS	3,000	5,000		5,000
IOWA	500	-		500
KANSAS	-	-		2,000
MASSACHUSETTS	5,000	-		-
MICHIGAN Contingency	3,000	5,000		5,000
MINNESOTA	5,000	8,000		8,000
NEVADA	-	-		1,000
NEW HAMPSHIRE	-	-		1,000
NORTH CAROLINA	1,000	-		1,000
OKLAHOMA	500	-		500
OREGON	-	-		2,500
SOUTH CAROLINA	-	-		2,000
TENNESSEE Contingency	1,000	-		1,000
VIRGINIA	3,000	-		-

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1991 BUDGET

<u>COST CENTER</u>	<u>Tort Reform</u>	<u>No.</u>	<u>1405</u>
	<u>1990 BUDGET</u>	<u>1990 ESTIMATED</u>	<u>1991 BUDGET</u>
<u>Account #7520 - Contributions to National/ State Organizations</u>			
<u>(Continued)</u>			
WASHINGTON	\$ 1,000	\$ -	\$ 1,000
WEST VIRGINIA	-	-	1,000
WISCONSIN Contingency	-	-	2,500
TOTAL	<u>\$ 31,000</u>	<u>\$ 23,000</u>	<u>\$ 43,000</u>

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1991 BUDGET

<u>COST CENTER</u>	<u>Tort Reform</u>	<u>No.</u>	<u>1405</u>
	<u>1990 BUDGET</u>	<u>1990 ESTIMATED</u>	<u>1991 BUDGET</u>
<u>Account #7710 - State Campaign Contributions</u>			
NEW JERSEY			
Contingency	\$ 6,000	\$ -	\$ -
VIRGINIA	2,500	-	-
NATIONAL HEADQUARTERS			
Contingency	2,000	10,000	10,000
TOTAL	<u>\$ 10,500</u>	<u>\$ 10,000</u>	<u>\$ 10,000</u>

THE TOBACCO INSTITUTE

1991 BUDGET

State Activities Division

COST CENTER National Tobacco Council No. 1406

ACCOUNT	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
3900 Travel	\$ 21,000	\$ 17,000	\$ 20,000
5100 Postage & Delivery	5,000	19,500	14,000
5200 Reproduction, Printing & Drafting	15,000	22,000	20,000
7300 Professional Fees	10,000	7,000	6,000
7400 Purchased Administrative Service	8,000	5,000	4,000
Totals	\$ 59,000	\$ 70,500	\$ 64,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Tobacco Council	No.	1406
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #5101 - Postage & Delivery</u>			
NATIONAL HEADQUARTERS			
Mass mailings to agricultural organizations	\$ 5,000	\$ 10,000	\$ 14,000
Waxman/Kennedy mailing	-	9,500	-
TOTAL	\$ 5,000	\$ 19,500	\$ 14,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Tobacco Council	No.	1406
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
NATIONAL HEADQUARTERS			
Ads and promotional projects	\$ -	\$ 10,000	\$ 8,000
Production of miscellaneous NTC items (hats, buttons, etc)	7,000	7,000	7,000
Mass mailings to agricultural organizations	2,000	3,000	3,000
NTC stationery	2,000	2,000	2,000
Production of video on major industry issues	4,000	-	-
TOTAL	\$ 15,000	\$ 22,000	\$ 20,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Tobacco Council	No.	1406
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>			
NATIONAL HEADQUARTERS			
Public Relations counsel to assist with drafting of testimony (federal & state), press releases on significant issues, video scripts, etc.	\$ 10,000	\$ 7,000	\$ 6,000
TOTAL	\$ 10,000	\$ 7,000	\$ 6,000

The Tobacco Institute

1991 BUDGET

COST CENTER	National Tobacco Council	No.	1406
	1990 BUDGET	1990 ESTIMATED	1991 BUDGET
<u>Account #7401 - Purchased Administrative Service</u>			
NATIONAL HEADQUARTERS			
Temporary support staff assistance for secretarial duties, mass mail projects, etc.	\$ 8,000	\$ 5,000	\$ 4,000
TOTAL	\$ 8,000	\$ 5,000	\$ 4,000

THE TOBACCO INSTITUTE

1991 BUDGET

State Activities Division - Field Offices

	1990			1991		% Change 90 Est vs 91 Budget
	Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	
I - MA/CT/ME/NH/RI/VT	\$ 126,600	\$ 149,680	3	\$ 134,200	3	< 10%>
II - NY/NJ/PA	126,100	124,265	3	133,700	3	8%
III - IN/IL/MI/OH	144,200	142,452	3	152,900	3	7%
IV - WI/MN/IA/ND/SD/NE	124,400	122,684	3	131,900	3	8%
V - WA/AK/NI/ID/MT/OR	132,000	144,600	3	141,801	3	< 2%>
3-58 VI - GA/DE/DC/MD/NC/SC/VA/WV	127,200	127,135	3	134,900	3	6%
VII - KY/AL/AR/FL/LA/MS/TN	127,600	132,328	3	135,250	3	2%
VIII - CO/KS/MO/NM/OK/TX/WY	140,100	148,017	3	149,300	3	1%
IX - CA/AZ/NV/UT	121,100	140,395	3	128,405	3	< 9%>
Staff Compensation	1,479,000	1,481,000	-	1,552,000	-	5%
Employee Benefits	399,000	400,000	-	419,000	-	5%
TOTALS	\$3,047,300	\$3,112,556	27	\$3,213,356	27	3%

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

State Activities - Field Staff

No. 1401

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
T. Eagan	Regional Vice President	12	12	12
S. Boman	Regional Vice President	12	12	12
W. Trisler	Regional Vice President	12	12	12
R. Morris	Regional Vice President	12	12	12
D. Dyer	Regional Vice President	12	12	12
J. O'Connor	Regional Vice President	12	12	12
R. Morgan	Regional Vice President	12	12	12
P. Jacobson	Regional Vice President	12	12	12
D. Nelson	Regional Vice President	12	12	12
R. Saldana	Regional Director	12	12	12
P. McWhorter	Regional Director	12	12	12
B. Jackson	Regional Director	12	12	12
.. O'Connor	Regional Director	12	12	12
R. Morris	Regional Director	12	12	12
P. Sutherland	Regional Director	12	12	12
B. Pruettt	Regional Director	12	12	12
D. D'Errico	Regional Director	12	12	12
D. Hooper	Regional Director	12	12	12
S. Grey	Admin. Sec. - Reg. Off.	12	12	12
L. McGregor	Admin. Sec. - Reg. Off.	12	12	12
J. Leavitt	Admin. Sec. - Reg. Off.	12	12	12
S. Davis	Admin. Sec. - Reg. Off.	12	12	12
P. Bendall	Admin. Sec. - Reg. Off.	12	12	12
S. Gilligan	Admin. Sec. - Reg. Off.	12	12	12
J. Carter	Admin. Sec. - Reg. Off.	12	12	12
N. Nahirniak	Admin. Sec. - Reg. Off.	12	12	12
K. Watts	Admin. Sec. - Reg. Off.	12	12	12
Totals		324	324	324

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

	1990		1991		% Change 90 Est vs 91 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	
1301 General Administration	\$2,189	\$2,102	27	\$2,294	9%
1302 Scientific	1,200	3,160	-	2,100	< 34%>
1303 Media Relations	720	525	-	737	40%
1304 Information Center	124	132	-	125	< 5%>
1305 Excise Issue	1,566	2,205	-	2,004	< 9%>
1306 Fire Safety Issue	865	805	-	835	4%
1307 General Coalitions	2,215	2,146	-	2,397	12%
1308 Advertising Issue	855	577	-	425	< 26%>
1309 Public Smoking Issue	5,020	3,533	-	4,295	22%
1311 "Social Cost" Issue	698	267	-	422	58%
Total Budget	\$15,452	\$15,452	27	\$15,634	1%

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

Authorized Positions 1990 - 27
 Authorized Positions Requested 1991 - 27

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$1,203	\$1,185	\$1,302
3200 Employee Benefits	325	320	352
3900 Travel	415	235	315
4000 Conferences & Meetings	10	3	-
4700 Furniture, Fixtures & Equipment	-	4	-
4800 Books & Subscriptions	45	53	45
4900 Equip. Rep. & Maintenance	1	2	2
5000 Office Supplies	11	4	4
5100 Postage & Delivery	125	129	145
5200 Reproduction, Printing & Drafting	707	400	555
5400 Other Office Expense	84	84	94
5500 Membership & Staff Training	28	18	21
5800 Legal Fees	260	635	725
6200 Adv. Space & Promo Total	10	6	10
7300 Professional Fees	7,034	7,515	7,169
7400 Purchased Administrative Service	26	21	21
7500 Suprt Tob & Oth Organizations	4,713	4,383	4,419
8000 Computer Services	65	65	65
9100 Data Processing Allocation	390	390	390
Totals	\$15,452	\$15,452	\$15,634

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER General Administration No. 1301

Authorized Positions 1990 - 27
 Authorized Positions Requested 1991 - 27

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$1,203	\$1,185	\$1,302
3200 Employee Benefits	325	320	352
3900 Travel	25	15	25
4700 Furniture, Fixtures & Equipment	-	4	-
5000 Office Supplies	4	2	2
5100 Postage & Delivery	43	45	47
5200 Reproduction, Printing & Drafting	5	12	12
5400 Other Office Expense	4	4	4
5500 Membership & Staff Training	5	5	5
5800 Legal Fees	60	80	85
7300 Professional Fees	100	20	50
7400 Purchased Administrative Service	25	20	20
9100 Data Processing Allocation	390	390	390
Totals	\$2,189	\$2,102	\$2,294

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

Public Affairs

No. 130

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
C. Powers	Sr. V.P./Division Director	12	12	12
S. Stuntz	V.P./Deputy 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
Vacant	Assistant to the President	12	4	12
T. Lauria	Assistant to the President	12	12	12
S. Nork	Assistant to the President	12	12	12
F. Panzer	V.P./Issue Manager	12	12	12
M. Rinker	Issue Manager	12	12	12
Vacant	Issue Manager	12	4	12
L. Thomas	Senior Issue Analyst	12	12	12
C. Hrycaj	Senior Issue Analyst	12	12	12
M. Merkle	Issue Analyst	12	12	12
S. Ransome	Issue Analyst	12	12	12
K. Fernicola	Issue Analyst	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
J. Dowden	Library Technician	12	12	12
V. McNelis	Administrative Assistant	12	12	12
M. Villanueva	Secretary	12	12	12
J. Wright	Secretary	12	12	12
U. Schnicke	Secretary	12	12	12
K. Burgess	Secretary	12	12	12
M. Collins	Secretary	12	12	12
S. Cronan	Secretary	12	12	12
Totals		324	308	324

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1301
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>				
Overnight deliveries to the Executive Committee and other Institute oversight committees	\$ 43	\$ 45		\$ 47
TOTAL	\$ 43	\$ 45		\$ 47

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1301
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Committee presentations	\$ 5	\$ 12		\$ 12
TOTAL	\$ 5	\$ 12		\$ 12

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration	No.	1301
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>			
Covington & Burling	\$ 60	\$ 80	\$ 85
TOTAL	\$ 60	\$ 80	\$ 85

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration	No.	1301	
			1990 BUDGET (\$000)	1990 ESTIMATED (\$000)
<u>Account #7301 - Professional Fees</u>				
Public Affairs Division general contingency reserve	\$ 100	\$ 20	\$ 50	
TOTAL	\$ 100	\$ 20	\$ 50	

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Scientific Affairs No. 1302

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	\$ 5	\$ 15	\$ 5
5800 Legal Fees	100	545	630
7300 Professional Fees	1,095	2,600	1,465
Totals	<u>\$1,200</u>	<u>\$3,160</u>	<u>\$2,100</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Reproduction of published critiques and articles	\$ 5	\$ 15		\$ 5
TOTAL	\$ 5	\$ 15		\$ 5

The Tobacco Institute

1991 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>				
Covington & Burling	\$ 100	\$ 545		\$ 630
TOTAL	\$ 100	\$ 545		\$ 630

The Tobacco Institute

1991 BUDGET

COST CENTER	Scientific Affairs		No.	1302
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Academic scientists on ETS and ventilation issues (including aircraft):				
. Recruitment and training	\$ 250	\$ 300		\$ 265
. Federal legislative and regulatory activity; literature reviews and critiques; conference participation	845	2,300		1,200
TOTAL	<u>\$ 1,095</u>	<u>\$ 2,600</u>		<u>\$ 1,465</u>

THE TOBACCO INSTITUTE
1991 BUDGET
Public Affairs Division

COST CENTER Media Relations No. 1303

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
3900 Travel	\$ 225	\$ 100	\$ 140
4000 Conferences & Meetings	10	3	-
5000 Office Supplies	5	-	-
5100 Postage & Delivery	45	45	55
5200 Reproduction, Printing & Drafting	40	40	45
5400 Other Office Expense	80	80	90
5500 Membership & Staff Training	10	7	7
7300 Professional Fees	305	250	400
Totals	\$ 720	\$ 525	\$ 737

The Tobacco Institute

1991 BUDGET

<u>COST CENTER</u>	<u>Media Relations</u>	<u>No.</u>	<u>1303</u>
	<u>1990 BUDGET (\$000)</u>	<u>1990 ESTIMATED (\$000)</u>	<u>1991 BUDGET (\$000)</u>
<u>Account #4001 - Conference & Meetings</u>			
Industry briefings & meetings	\$ 10	\$ 3	\$ -
TOTAL	<u>\$ 10</u>	<u>\$ 3</u>	<u>\$ -</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Media Relations	No.	1303
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>			
Nationwide media mailings	\$ 20	\$ 20	\$ 25
Targeted print/broadcast mailings	25	25	30
TOTAL	\$ 45	\$ 45	\$ 55

The Tobacco Institute

1991 BUDGET

COST CENTER	Media Relations	No.	1303
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Preparation of mailings & press materials	\$ 25	\$ 25	\$ 30
Production of video & audio materials	15	15	15
TOTAL	<u>\$ 40</u>	<u>\$ 40</u>	<u>\$ 45</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Media Relations	No.	1303
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5401 - Other Office Expense</u>			
Video monitoring service, transcripts, and news clips	\$ 80	\$ 80	\$ 90
TOTAL	\$ 80	\$ 80	\$ 90

The Tobacco Institute

1991 BUDGET

COST CENTER	Media Relations		No.	1303
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Special projects support and promotion	\$ 140	\$ 125		\$ 140
Local PR counsel in select states (per SAD request)	-	-		125
Satellite/electronic support	100	50		55
Media relations consultants	65	15		20
. Hill & Knowlton	-	60		60
TOTAL	\$ 305	\$ 250		\$ 400

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Information Center No. 1304

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
4800 Books & Subscriptions	\$ 45	\$ 53	\$ 45
4900 Equip. Rep. & Maintenance	1	2	2
5000 Office Supplies	2	2	2
5100 Postage & Delivery	2	2	2
5200 Reproduction, Printing & Drafting	2	2	2
5500 Membership & Staff Training	3	3	3
7300 Professional Fees	3	2	3
7400 Purchased Administrative Service	1	1	1
8000 Computer Services	65	65	65
Totals	\$ 124	\$ 132	\$ 125

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Excise Issue No. 1305

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5100 Postage & Delivery	-	2	2
5200 Reproduction, Printing & Drafting	140	95	140
7300 Professional Fees	635	880	803
7500 Suprt Tob & Oth Organizations	791	1,228	1,059
Totals	\$1,566	\$2,205	\$2,004

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue	No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>			
Mailing for Tax Burden on Tobacco	\$ -	\$ 2	\$ 2
TOTAL	\$ -	\$ 2	\$ 2

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue		No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
T.I. tax publications	\$ 25	\$ -		\$ -
. Tax Burden on Tobacco	-	17		20
. Miscellaneous issue brochures	-	13		15
Tax materials for other organizations	75	40		75
Excise tax video: labor perspective video	20	20		20
Earmarking project - executive summary	20	5		10
TOTAL	\$ 140	\$ 95		\$ 140

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue		No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Coalition work PR counsel				
. Powell, Adams & Rinehart	\$ 250	\$ 275	\$	275
. Fleishman Hillard	50	60		50
Economic consultants				
. Economists for op-ed program	60	130		105
. Economist media tours				
-Promotion of earmarking book	-	22		88
-State tax issues (per SAD request)	-	10		-
-Federal tax issues	-	50		-
. James Savarese & Assoc.	70	80		70
. Economic witness team for state testimony and promotion (per SAD request)	30	30		60
. Presentations to conferences	50	55		20
Wunder, Ryan, Cannon & Thelen (Mike Forscey)	75	90		75
Bootlegging studies (per SAD request)				
. State-specific	-	18		20
. Generic	-	-		40

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The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue	No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
Video production firm for labor perspective video	\$ 50	\$ 60	\$ -
TOTAL	\$ 635	\$ 880	\$ 803

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue		No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Tobacco Industry Labor Management Committee				
. Citizens for Tax Justice (general support, conferences, mailings, etc.)	\$ 100	\$ 125	\$	125
. Economic policy briefings for labor	60	30		100
. Coalition on Human Needs	48	78		63
. Economic Policy Institute	50	75		60
. National Council of Senior Citizens	10	-		-
-Congress of CA Seniors	-	36		36
-FL Council of Sr. Cit.	-	25		30
-Senior Citizen Ed. & Research Assn. (NY)	-	24		24
. Leadership for the New Century	-	30		30
. Labor Council for Latin American Advancement	12	24		24
. League of Rural Voters	10	10		10
. Consumer Tax Alliance				
polling	-	195		-
media tours	-	150		-
State tax reform coalitions per SAD request	90	-		-

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue	No.	1305	
			1990 BUDGET (\$000)	1990 ESTIMATED (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. MI CTJ	\$ -	\$ -	\$ -	30
. FL Tax Reform Coalition	-	10	-	30
. IL CTJ	-	-	-	30
. NJ Citizen Action	-	20	-	30
. IA Citizen Action Network	-	5	-	30
. Minnesota CTJ	-	20	-	20
. WA Fair Share	-	10	-	20
. Texas Alliance for Human Needs	-	10	-	15
. WI Action Coalition	-	5	-	15
. IL Rainbow Coalition	-	10	-	10
American Agriculture Movement				
. General support	50	75	-	72
. Local media events	50	50	-	40
. Mailings (per SAD request)	40	30	-	20
Support to Earmarking Project				
. Senior Citizen long-term care project	-	-	-	30
. National Consumer League health care financing book	-	8	-	30

The Tobacco Institute

1991 BUDGET

COST CENTER	Excise Issue		No.	1305
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
Coalition Against Regressive Taxation (CART)	\$ 50	\$ 50		\$ 50
State tax reform conferences	30	-		60
. New Jersey	-	10		-
. Illinois	-	10		-
. California	-	8		-
Allied group studies on excises (state specific)	66	20		25
Minority groups alternative revenue studies @ \$25,000	50	-		-
TOTAL	\$ 791	\$ 1,228		\$ 1,059

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Fire Safety Issue No. 1306

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	\$ 65	\$ 55	\$ 65
7300 Professional Fees	480	480	500
7500 Suprt Tob & Oth Organizations	320	270	270
Totals	\$ 865	\$ 805	\$ 835

The Tobacco Institute

1991 BUDGET

COST CENTER	Fire Safety Issue	No.	1306
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Reproduction of existing materials			
. Articles & studies	\$ 25	\$ 25	\$ 25
. "FireCare"	10	10	10
. "FireSense"	10	10	10
. "Challenge for Life"	10	10	10
. Video on T.I. fire program	10	-	10
TOTAL	<u>\$ 65</u>	<u>\$ 55</u>	<u>\$ 65</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Fire Safety Issue	No.	1306
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Tri Data, Inc.	\$ 260	\$ 265	\$ 260
Sparber & Associates	120	210	180
Video production company	50	-	50
Witnesses to represent industry at federal and state hearings	50	5	10
TOTAL	\$ 480	\$ 480	\$ 500

The Tobacco Institute

1991 BUDGET

COST CENTER	Fire Safety Issue		No.	1306
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Fire safety grant program				
. Grants to local fire safety organizations	\$ 120	\$ 80		\$ 100
. National Volunteer Fire Council	40	40		35
. Zoeller & Assoc. (fire prevention consultants)	40	40		20
. Pan Education Institute fire prevention education	25	25		15
. International Society of Fire Service Instructors	20	20		15
. National Assoc. of State Fire Marshals	-	10		15
. Burn Concerns	20	-		10
. Congressional Fire Services Institute	10	10		10
. International Association of Fire Chiefs	10	10		10
. Int'l Assoc. of Black Professional Fire Fighters	-	5		5
. Miscellaneous (production of materials, psa's, etc.)	35	30		35
TOTAL	\$ 320	\$ 270		\$ 270

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER General Coalitions No. 1307

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
3900 Travel	\$ 165	\$ 120	\$ 150
5100 Postage & Delivery	15	10	15
5200 Reproduction, Printing & Drafting	40	6	26
5500 Membership & Staff Training	10	3	6
6200 Adv. Space & Promo Total	10	6	10
7300 Professional Fees	248	311	285
7500 Suprt Tob & Oth Organizations	1,727	1,690	1,905
Totals	\$2,215	\$2,146	\$2,397

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>				
TAN mailings of T.I. issue publications (per SAD request)	\$ 15	\$ 10		\$ 15
TOTAL	\$ 15	\$ 10		\$ 15

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Reprints of existing publications				
. Heritage Reprints	\$ 11	\$ -		\$ 12
. T.I. Scope & Activities	8	-		8
. Tobacco Industry Profile	6	6		6
. Enough is Enough	10	-		-
Production of materials for other organizations	5	-		-
TOTAL	\$ 40	\$ 6		\$ 26

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #6201 - Advertising</u>				
Miscellaneous placements with allied groups	\$ 10	\$ 6		\$ 10
TOTAL	\$ 10	\$ 6		\$ 10

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Counsel to assist in develop- ment of Hispanic and other minority coalitions	\$ 48	\$ -		\$ -
. Nationwide	-	70		50
. Individual states (per SAD request)	-	-		75
Public relations counsel				
. Fleishman Hillard	60	40		50
Counsel to establish support among national veteran's groups	50	30		30
. Willard & Auge (per FRD request)	-	21		-
Miscellaneous allied groups (including privacy, gay & women's rights, southern strategies)	30	90		80
. Focus group research on earmarking issues	-	10		-
Labor counsel for Federal Relations projects	60	-		-
Center for Policy Studies	-	50		-
TOTAL	\$ 248	\$ 311		\$ 285

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Support to Tobacco Industry Labor Management Committee (LMC)				
. Regional Labor Consultants				
The Strategy Group (Midwest)	\$ 180	\$ 275		\$ 250
Illinois	75	100		90
New York	185	80		80
New England	80	80		80
Michigan	75	60		75
Ohio	75	60		75
Iowa	-	60		75
Pennsylvania	70	-		70
New Jersey	-	-		60
Indiana	-	20		50
Washington	35	35		40
Wisconsin	40	35		35
Minnesota	35	35		35
California	80	-		-
Oregon	35	-		-
. PR Support/Powell, Adams & Rinehart	250	200		250
. James Savarese & Assoc.	130	160		150
. The Jarvis Company	140	160		140
. National Consumers League	-	60		75
. LMC legislative conference	-	50		50
. Coalition of Labor Union Women	10	25		20

The Tobacco Institute

1991 BUDGET

COST CENTER	General Coalitions		No.	1307
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. A. Philip Randolph Institute	\$ 10	\$ 25		\$ 20
. Labor Council for Latin American Advancement	12	10		10
. Miscellaneous LMC projects	30	50		50
National Association of Tobacco Distributors	50	50		50
Tobacco Growers Information Committee	45	45		45
Veterans/Military Support				
. . Support to veterans' groups	20	-		10
. Commissary op-ed program	25	-		-
Minority groups	20	15		15
Women's groups	10	-		5
Other tobacco "family" support	10	-		-
TOTAL	\$ 1,727	\$ 1,690		\$ 1,905

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Advertising Issue No. 1308

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5200 Reproduction, Printing & Drafting	105	35	45
7300 Professional Fees	550	477	315
7500 Suprt Tob & Oth Organizations	200	65	65
Totals	\$ 855	\$ 577	\$ 425

The Tobacco Institute

1991 BUDGET

COST CENTER	Advertising Issue		No.	1308
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Responsible Living materials	\$ 40	\$ 15		\$ -
Printing and reprints for allies	40	15		20
Issue materials	10	5		10
. Three Decades of Initiatives by a Responsible Industry	5	-		5
. Smoking & Young People	10	-		5
. Constitutional Analyses	-	-		5
TOTAL	\$ 105	\$ 35		\$ 45

The Tobacco Institute

1991 BUDGET

COST CENTER	Advertising Issue		No.	1308
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Public Relations Counsel				
. Fleishman Hillard	\$ 41	\$ 75		\$ 100
. Powell, Adams & Rinehart	105	75		75
. Sparber & Associates	50	25		-
Responsible Living Program Media tour promotion				
. Jolly Ann Davidson	50	17		-
. PR counsel	54	20		-
Experts to speak out at conferences, testify, write articles, conduct briefings				
. Witness for federal, state hearings	-	140		100
. Attorney/spokesperson	55	-		-
Labor counsel for federal, state legislative initiatives	25	50		40
Research and studies				
. Advertising restrictions in other industries	30	-		-
. Effect of promotional restrictions on tobacco industry	30	-		-

The Tobacco Institute

1991 BUDGET

COST CENTER	Advertising Issue		No.	1308
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
<u>(Continued)</u>				
. Research related to Prop. 99 ad campaign (per SAD request)	\$ -	\$ 75		\$ -
Economic Consultants				
. Savarese & Associates	60	-		-
. Economists for op-eds, conferences	50	-		-
TOTAL	<u>\$ 550</u>	<u>\$ 477</u>		<u>\$ 315</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Advertising Issue		No.	1308
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Freedom to Advertise Coalition				
. Seminars on advertising and promotion	\$ 20	\$ -		\$ -
. State coalitions	20	5		5
. Federal coalitions	20	20		20
. Materials	10	-		-
First Amendment coalition groups	20	-		-
. Washington Legal Foundation	-	25		25
. ACLU	-	15		15
International trade coalition	50	-		-
Committee for Affordable Sports and Entertainment	40	-		-
Retailer and other allied groups	20	-		-
TOTAL	\$ 200	\$ 65		\$ 65

THE TOBACCO INSTITUTE

1991 BUDGET

Public Affairs Division

COST CENTER Public Smoking Issue No. 1309

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5100 Postage & Delivery	\$ 20	\$ 25	\$ 24
5200 Reproduction, Printing & Drafting	190	85	160
5800 Legal Fees	100	10	10
7300 Professional Fees	3,285	2,363	3,081
7500 Suprt Tob & Oth Organizations	1,425	1,050	1,020
Totals	\$5,020	\$3,533	\$4,295

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>			
Corporate/Smoker Assistance Program			
. Resource guide mailings	\$ 20	\$ 25	\$ 24
TOTAL	<u>\$ 20</u>	<u>\$ 25</u>	<u>\$ 24</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Indoor air quality program			
. IAQ publications	\$ 25	\$ 15	\$ 30
. IAQ materials for other organizations	40	10	30
Corporate/Smoker Assistance Program			
. Resource guide	20	10	25
. Corporate workplace kit	20	15	20
. Article reprints	10	10	10
. Hospitality publications	20	-	-
. Miscellaneous publications	55	25	45
TOTAL	\$ 190	\$ 85	\$ 160

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>			
Indoor Air Quality Program			
. Consulting/scientific witness legal fees	\$ 100	\$ 10	\$ 10
TOTAL	\$ 100	\$ 10	\$ 10

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue		No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #7301 - Professional Fees</u>				
Indoor Air Quality Program Consulting scientists for appearances before legisla- tures, attendance at scien- tific meetings, and preparation of articles.				
. ETS scientific witnesses	\$ 900	\$ 300	\$	800
. Ventilation witnesses	750	400		750
. Regional offices for IAQ experts/PR support	-	100		-
Scientific consultant media tours				
. 12 ETS media tours (consultants) @ \$8,000	240	150		96
. Agency support of 12 ETS media tours @ \$6,500	195	100		85
. 12 IAQ media tours (consultants travel)	30	15		15
. Agency support of 12 IAQ media tours @ \$6,500	135	80		80
Overall Public Smoking Program General consulting fees				
. Powell, Adams & Rinehart	200	200		200
. Sparber & Associates (for BCIA)	100	100		125
. James Savarese & Assoc.	100	100		100

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue		No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #7301 - Professional Fees</u>				
<u>(Continued)</u>				
. Wunder, Ryan, Cannon & Thelen (OSHA issues)	\$ 75	\$ 90		\$ 85
. Fleishman-Hillard	50	30		50
Academic Consultants				
. Center for Policy Research	-	208		258
. University of Pittsburgh Project	-	300		82
Litigation/Smokers' Rights				
. Legal seminars	100	30		100
. Workplace legal issues consultant	50	50		50
. Legal consultant media tours/legal briefings	50	-		-
Airline/transportation consultants				
. Paul, Hastings et. al.	80	85		80
. Cabin Air Quality consultants	-	25		20
Economic Consultants				
. Op-eds re science fraud & science for profit	75	-		75
. Economists op-eds re productivity, absenteeism	75	-		-

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue	No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
Insurance Expert	\$ -	\$ -	\$ 30
Smokers As Customers Program			
. Polling & research	80	-	-
TOTAL	\$ 3,285	\$ 2,363	\$ 3,081

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue		No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #7501 - Support of Tob./Other Organizations</u>				
Indoor Air Quality Program National Energy Management Institute (NEMI)				
. Spokespersons to represent NEMI at seminars, in testimony, etc.	\$ 200	\$ 200		\$ 200
. NEMI promotional materials	400	200		200
. NEMI IAQ Training Sessions	200	170		75
. Development/distribution of IAQ protocol	100	50		50
. NEMI video	10	-		-
. Counsel to promote Mass. IAQ legislation (per SAD request)	-	30		-
Tobacco Industry Labor Manage- ment Committee (LMC)				
. LMC state and local union presentations	200	200		200
. Safe Workplace Air Coali- tion seminars	50	-		50
. Counsel to assist unions in workplace matters	-	-		40
. LMC workplace smoking materials	25	10		25
. LMC miscellaneous	25	-		25

The Tobacco Institute

1991 BUDGET

COST CENTER	Public Smoking Issue		No.	1309
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
<u>(Continued)</u>				
. LMC IAQ video	\$ 5	\$ -		\$ 5
. CLUW study of IAQ issues for working women	50	50		-
Business Council on Indoor Air (BCIA)	100	100		100
Grants to conduct indoor air quality building studies	60	40		50
TOTAL	\$ 1,425	\$ 1,050		\$ 1,020

The Tobacco Institute

1991 BUDGET

COST CENTER	"Social Cost" Issue		No.	1311
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Reprints of articles, symposium proceedings, etc.				
. Article reprints	\$ 30	\$ 30		\$ 30
. Miscellaneous brochures	25	25		25
. Symposium proceedings	30	-		-
. State-specific economic data	30	-		-
TOTAL	<u>\$ 115</u>	<u>\$ 55</u>		<u>\$ 55</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	"Social Cost" Issue		No.	1311
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #7301 - Professional Fees</u>				
Economists to deliver briefings, testimony, articles	\$ 125	\$ 30		\$ 75
. Economic consultant media tours @ \$8,000	60	15		48
. Public affairs counsel to support economist media tours @ \$6,000	78	17		39
. Revision/update of "Smoking and the State"	-	45		45
. State-specific economic calculations	30	15		30
Social cost PR counsel	40	10		30
TOTAL	\$ 333	\$ 132		\$ 267

The Tobacco Institute

1991 BUDGET

COST CENTER	"Social Cost" Issue		No.	1311
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>				
"Social cost" coalition	\$ 100	\$ 80		\$ 100
"Social cost" symposium	150	-		-
TOTAL	\$ 250	\$ 80		\$ 100

THE TOBACCO INSTITUTE

1991 BUDGET

Administration Division

	1990			1991		% Change 90 Est vs 91 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1101 General Administration	\$3,996	\$4,140	15	\$4,305	15	4%
Product Liability Litigation	800	800	-	900	-	13%
1103 Data Processing	1,360	1,360	6	1,360	6	-
Data Processing Allocation	< 1,360 >	< 1,360 >	-	< 1,360 >	-	-
Totals	\$4,796	\$4,940	21	\$5,205	21	5%

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THE TOBACCO INSTITUTE

1991 BUDGET

Administration Division

Authorized Positions 1990 - 21
 Authorized Positions Requested 1991 - 21

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$1,279	\$1,305	\$1,384
3200 Employee Benefits	346	353	375
3900 Travel	230	235	235
4000 Conferences & Meetings	140	195	195
4300 Rent - Space Total	792	862	908
4600 Other Occupancy Expense	38	46	44
4700 Furniture, Fixtures & Equipment	353	345	290
4800 Books & Subscriptions	7	6	7
4900 Equip. Rep. & Maintenance	173	170	187
5000 Office Supplies	112	117	120
5100 Postage & Delivery	97	95	97
5200 Reproduction, Printing & Drafting	167	178	181
5300 Telephone & Telecopy	182	180	190
5400 Other Office Expense	116	105	100
5500 Membership & Staff Training	50	52	52
5800 Legal Fees	1,200	1,200	1,325
6600 Business Taxes	45	37	39
6900 Employee Recruitment & Relocation	75	75	75
7300 Professional Fees	80	76	76
7400 Purchased Administrative Service	23	5	13
8000 Computer Services	496	508	522
9100 Data Processing Allocation	< 1,170>	< 1,170>	< 1,170>
9300 TITL Administrative Allocation	< 35>	< 35>	< 40>
Totals	\$4,796	\$4,940	\$5,205

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

General Administration

No. 1101

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
S. Chilcote	President	12	12	12
D. Milway	Sr. V.P./Administration	12	12	12
D. Hilderley	Corporate Secretary and Office Manager	12	12	12
W. Adams	V.P./Controller	12	12	12
M. Masi	Accounting Manager	12	12	12
S. Ferens	Payroll Administrator	12	12	12
L. Michel	Acc'ts Payable Administrator	12	12	12
M. Peck	Accounting Administrator	12	12	12
D. Thomas	Administrative Assistant	12	12	12
M. Lips	Administrative Assistant	12	12	12
. Hedine	Receptionist	12	12	12
A. Steele	Personnel Clerk	12	12	12
W. Mickens	Office Services Supervisor	12	12	12
D. Fountain	Office Services Assistant	12	12	12
J. McKinley	Office Services Assistant	12	12	12
Totals		180	180	180

THE TOBACCO INSTITUTE

1991 BUDGET

Administration Division

COST CENTER General Administration No. 1101

Authorized Positions 1990 - 15
 Authorized Positions Requested 1991 - 15

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$1,072	\$1,095	\$1,161
3200 Employee Benefits	290	296	314
3900 Travel	205	210	210
4000 Conferences & Meetings	140	195	195
4300 Rent - Space Total	792	862	908
4600 Other Occupancy Expense	21	29	27
4700 Furniture, Fixtures & Equipment	34	32	35
4800 Books & Subscriptions	5	4	5
4900 Equip. Rep. & Maintenance	34	25	25
5000 Office Supplies	84	84	85
5100 Postage & Delivery	95	93	95
5200 Reproduction, Printing & Drafting	165	177	180
5300 Telephone & Telecopy	150	153	160
5400 Other Office Expense	116	105	100
5500 Membership & Staff Training	30	32	32
5800 Legal Fees	1,200	1,200	1,325
6600 Business Taxes	45	37	39
6900 Employee Recruitment & Relocation	75	75	75
7300 Professional Fees	80	76	76
7400 Purchased Administrative Service	8	5	8
9100 Data Processing Allocation	190	190	190
9300 TITL Administrative Allocation	< 35 >	< 35 >	< 40 >
Totals	\$4,796	\$4,940	\$5,205

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #3201 - Employee Benefits</u>				
Health Insurance	\$ 630	\$ 600		\$ 700
Payroll Taxes	345	385		395
401 (K) Employee Savings Plan	240	260		315
Pension Plan	180	180		180
Employee Parking-Washington,DC	75	75		78
Group Life Insurance	66	65		70
Workmen's Compensation	42	25		25
LTD	32	30		33
Supplemental Executive Retirement Plan	30	-		-
Contingency for rate increases in health insurance and other line items	100	65		58
Allocation to other cost centers	< 1,450 >	< 1,389 >	<	1,540 >
TOTAL	\$ 290	\$ 296		\$ 314

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #4001 - Conference & Meetings</u>				
Tobacco Institute Winter Meeting	\$ 150	\$ 200		\$ 200
Winter Meeting registration fees	< 25 >	< 25 >		< 25 >
Executive Committee Meetings in New York City and Washington, D.C.	10	15		15
Committee of Counsel, Pension Committee, Budget Committee, and miscellaneous	5	5		5
TOTAL	\$ 140	\$ 195		\$ 195

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #4301 - Rent - Space</u>				
Washington, D.C. Headquarters Office base rent (27,826 sq. ft. @ \$29.75)	\$ 843	\$ 828		\$ 828
CPI escalation (cumulative based on 1989 base year)	-	10		40
Operating expense pass throughs	-	74		90
Rent abatement (one month)	< 70 >	< 69 >		< 69 >
Basement storage space (1,437 sq. ft. @ \$13.00)	19	19		19
TOTAL	\$ 792	\$ 862		\$ 908

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #4601 - Other Occupancy Expense</u>				
Off-premises publications storage	\$ 15	\$ 16		\$ 18
Parking for Washington, D.C. pool automobile	4	4		5
Security system computer fee	1	3		3
Off-premises storage - Richmond, VA (Tax Council)	1	1		1
Changes to and improvements in office space	-	5		-
TOTAL	\$ 21	\$ 29		\$ 27

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #4701 - Furniture, Fixtures & Equipment</u>				
Leasehold improvements, furniture and equipment for Washington, D.C. office space.	\$ 22	\$ 130		\$ 20
Leasehold improvement reim- bursements received in connection with renewal of office lease.	-	< 116 >		-
Personal computers	10	10		10
Telephone equipment	2	8		5
TOTAL	\$ 34	\$ 32		\$ 35

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #4901 - Equipment Repairs & Maintenance</u>				
Service contracts				
. Typewriters	\$ 5	\$ 5		\$ 5
. Air conditioners (board room & computer room)	3	5		5
. Word processors	18	7		-
Miscellaneous repairs and maintenance	8	8		15
TOTAL	\$ 34	\$.25		\$ 25

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5001 - Office Supplies</u>				
General office supplies	\$ 65	\$ 75		\$ 80
Furniture, fixtures, & equipment under \$300	11	7		5
Word processing supplies	8	2		-
TOTAL	\$ 84	\$ 84		\$ 85

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>				
Postage	\$ 70	\$ 65		\$ 65
Delivery	25	28		30
TOTAL	\$ 95	\$ 93		\$ 95

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
Graphics, artwork, and printing	\$ 61	\$ 50		\$ 50
Copier lease payments	37	50		50
Copier supplies and maintenance	37	42		45
Copier meter usage	30	35		35
TOTAL	\$ 165	\$ 177		\$ 180

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5301 - Telephone & Telecopy</u>				
WATS and long distance calls from/to Washington, D.C.	\$ 122	\$ 125		\$ 130
Washington, D.C. local calls and service	28	28		30
TOTAL	\$ 150	\$ 153		\$ 160

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5401 - Other Office Expense</u>				
Liability and other general insurance	\$ 65	\$ 35		\$ 38
Benefits for Washington, D.C. employees (e.g., coffee, subsidized sodas, plant service, etc.)	18	18		18
Employee Christmas party	15	15		15
Flowers and gifts for Institute contacts	9	9		10
Office cleaning	5	9		9
Employee Gatherings/Mtgs.	1	1		5
Miscellaneous	3	18		5
TOTAL	\$ 116	\$ 105		\$ 100

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 ; BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5500 - Membership & Staff Training</u>				
T.I. staff memberships	\$ 16	\$ 16		\$ 16
Institute memberships	8	10		10
Staff Training	6	6		6
TOTAL	\$ 30	\$ 32		\$ 32

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5801 - Legal Fees - General</u>				
Covington & Burling - general legal services	\$ 400	\$ 400		\$ 425
TOTAL	\$ 400	\$ 400		\$ 425

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #5802 - Legal Fees - Product Liability</u>				
Covington & Burling	\$ 400	\$ 460		\$ 500
Other firms	400	340		400
TOTAL	\$ 800	\$ 800		\$ 900

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #6601 - Business Taxes</u>				
D.C. personal property tax	\$ 35	\$ 22		\$ 24
D.C. sales and use tax	8	13		13
Other	2	2		2
TOTAL	\$ 45	\$ 37		\$ 39

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #6901 - Relocation</u>				
Contingency	\$ 75	\$ 75		\$ 75
TOTAL	\$ 75	\$ 75		\$ 75

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
Audit of the Institute by an outside CPA firm	\$ 40	\$ 36		\$ 36
Employee benefits plan consultants and fees	10	10		10
Contingency reserve for special studies	30	30		30
TOTAL	\$ 80	\$ 76		\$ 76

The Tobacco Institute

1991 BUDGET

COST CENTER	General Administration		No.	1101
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7401 - Purchased Administrative Service</u>				
Secretarial, clerical, and accounting	\$ 8	\$ 5		\$ 8
TOTAL	\$ 8	\$ 5		\$ 8

THE TOBACCO INSTITUTE

1991 BUDGET

Administration Division

COST CENTER Data Processing No. 1103

Authorized Positions 1990 - 6
 Authorized Positions Requested 1991 - 6

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
2800 Staff Compensation	\$ 207	\$ 210	\$ 223
3200 Employee Benefits	56	57	61
3900 Travel	25	25	25
4600 Other Occupancy Expense	17	17	17
4700 Furniture, Fixtures & Equipment	319	313	255
4800 Books & Subscriptions	2	2	2
4900 Equip. Rep. & Maintenance	139	145	162
5000 Office Supplies	28	33	35
5100 Postage & Delivery	2	2	2
5200 Reproduction, Printing & Drafting	2	1	1
5300 Telephone & Telecopy	32	27	30
5500 Membership & Staff Training	20	20	20
7400 Purchased Administrative Service	15	-	5
8000 Computer Services	496	508	522
Subtotals	1,360	1,360	1,360
9100 Data Processing Allocation	< 1,360 >	< 1,360 >	< 1,360 >
Totals	\$ -	\$ -	\$ -

THE TOBACCO INSTITUTE
1991 BUDGET

COST CENTER

Data Processing

No. 1103

STAFFING SCHEDULE

11-Oct-90

Months of Employment

Employee Name		1990 Budget	1990 Estimated	1991 Budget
R. Miller	Data Processing Manager	12	12	12
L. Skantar	Computer Systems Manager	12	12	12
G. Dieman	Office Automation Analyst	12	12	12
K. Lange	Computer Operator	12	12	12
M. Stein	Computer Operator	12	12	12
D. Shine	Data Services Assistant	12	12	12
Totals		72	72	72

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #3901 - Travel</u>			
Travel to field offices and member companies for operator training and to fix software, hardware, and communications problems.	\$ 25	\$ 25	\$ 25
TOTAL	\$ 25	\$ 25	\$ 25

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #4601 - Other Occupancy Expense</u>			
Installation and maintenance of wiring system connecting terminals, personal computers, and printers to the DEC VAX 8200 mainframe computer and computer room electricity.	\$ 17	\$ 17	\$ 17
TOTAL	\$ 17	\$ 17	\$ 17

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing		No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #4701 - Furniture, Fixtures & Equipment</u>				
DEC VAX 8200 mainframe computer and associated hardware and software. 1990 Estimated includes lease payments and purchase of the system for its residual value.	\$ 84	\$ 153		\$ -
DEC VAX 8200 Central processing unit memory upgrade; - replacement of high speed laser printer, and replacement of terminal servers.	40	40		25
Personal computers, terminals, communications devices, and other equipment.	35	30		40
Personal computer Local Area Network (LAN) for headquarters office. 1990 estimated and 1991 Budget includes database servers, file servers, LAN testing equipment and other equipment for expansion of the LAN. This expansion is a prerequisite to the planned migration of existing Digital VAX mini-computer based applications to the Local Area Network.	160	90		190
TOTAL	\$ 319	\$ 313		\$ 255

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #4801 - Books & Subscriptions</u>			
Software and hardware ratings and review publications. Computer industry related publications.	\$ 2	\$ 2	\$ 2
TOTAL	<u>\$ 2</u>	<u>\$ 2</u>	<u>\$ 2</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing		No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #4901 - Equipment Repairs & Maintenance</u>				
Computer hardware maintenance				
. DEC VAX 8200 mainframe computer system.	\$ 88	\$ 84		\$ 90
. Headquarters office personal computers and local area network	15	25		34
. Field office personal computers	10	10		11
Computer room monitoring service and air conditioning and other equipment maintenance	26	26		27
TOTAL	\$ 139	\$ 145		\$ 162

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5001 - Office Supplies</u>			
Computer paper, ribbons, toner cartridges, cables, and con- nectors for the Institute's systems.	\$ 28	\$ 33	\$ 35
TOTAL	\$ 28	\$ 33	\$ 35

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5301 - Telephone & Telecopy</u>			
Telenet communications system monthly line and system connect charges. Telenet incoming call charges for member company system users. Line charges for terminals located in homes of selected data processing staff.	\$ 32	\$ 27	\$ 30
TOTAL	\$ 32	\$ 27	\$ 30

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5500 - Membership & Staff Training</u>			
Professional and technical seminars and staff training. Includes contingency for training related to possible staff turnover.	\$ 20	\$ 20	\$ 20
TOTAL	<u>\$ 20</u>	<u>\$ 20</u>	<u>\$ 20</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7401 - Purchased Administrative Service</u>			
Data entry associated with maintenance of Institute mailing lists.	\$ 15	\$ -	\$ 5
TOTAL	\$ 15	\$ -	\$ 5

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8011 - Custom Software Dev. & Maint.</u>			
<u>- Administration</u>			
System software maintenance	\$ 40	\$ 45	\$ 50
Budget system	15	5	5
 TOTAL	 \$ 55	 \$ 50	 \$ 55

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing		No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #8012 - Custom Software Dev. & Maint.</u>				
<u>- Federal</u>				
Congressional system, includes modifications to existing Members of Congress System, and development of new hearings tracking system.	\$ 60	\$ 150		\$ 150
Modifications to Congressional system to enable tracking of historical data in separate data bases.	15	25		20
Other	7	-		-
TOTAL	\$ 82	\$ 175		\$ 170

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing		No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #8013 - Custom Software-Pub Afrs</u>				
Grants System - Design, development, and documentation of custom, on-line, Local Area Network based, database system to track grants and supporting documentation.	\$ -	\$ 35		\$ 12
Workplace smoking resource guide information request response system support and documentation.	2	2		2
Library software maintenance	10	1		1
TOTAL	\$ 12	\$ 38		\$ 15

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8014 - Custom Software-State Act</u>			
TAN mail list data base in- cludes resources to reprogram this mailing list system to operate on The Institute's Local Area Network.	\$ 35	\$ 30	\$ 55
Historical/legislative data base	10	25	20
Personal computer field office data bases (mailing list, leg- islative tracking and contri- butions). Includes programs for maintaining total data base at T.I. Headquarters	40	10	10
Legislative Tracking	10	12	10
Contributions tracking	8	2	2
Cigarette tax data base	3	1	1
 TOTAL	 \$ 106	 \$ 80	 \$ 98

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8021 - Purchased & Leased Software - Administration</u>			
DEC VAX Mini-computer System			
. VMS operating system	\$ 88	\$ 70	\$ 80
. Systems management software	15	5	5
. 1032 data base manager	10	9	10
. Control 32 applications generator	4	2	2
Personal computer software	15	25	25
Ross internal accounting system	20	14	16
Hardware/software evaluation studies	7	7	10
TOTAL	\$ 159	\$ 132	\$ 148

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8022 - Purchased & Leased Software</u>			
<u>- Federal</u>			
Personal computer software	\$ 6	\$ 6	\$ 6
TOTAL	<u>\$ 6</u>	<u>\$ 6</u>	<u>\$ 6</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8023 - Purchased and Leased Software</u>			
<u>- Public Affairs</u>			
Library software	\$ 22	\$ 5	\$ 5
Personal computer software	17	5	5
TOTAL	<u>\$ 39</u>	<u>\$ 10</u>	<u>\$ 10</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8024 - Purchased & Leased Software</u>			
<u>- State Activities</u>			
Software for personal computers	\$ 17	\$ 2	\$ 5
TOTAL	<u>\$ 17</u>	<u>\$ 2</u>	<u>\$ 5</u>

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing	No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #8030 - Purchased Computer Services</u>			
Payroll and payroll taxes processing service	\$ 18	\$ 15	\$ 15
Outside report printing and timesharing	2	-	-
TOTAL	\$ 20	\$ 15	\$ 15

The Tobacco Institute

1991 BUDGET

COST CENTER	Data Processing		No.	1103
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #9100 - Data Processing Allocation</u>				
Federal Relations (1201)	<\$ 390>	<\$ 390>	<\$	390>
State Activities (1401)	< 390>	< 390>	<	390>
Public Affairs (1301)	< 390>	< 390>	<	390>
Administration (1101)	< 190>	< 190>	<	190>
TOTAL	<\$ 1,360>	<\$ 1,360>	<\$	1,360>

THE TOBACCO INSTITUTE

1991 BUDGET

Special Authorizations

	1990			1991		% Change 90 Est vs 91 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1501 Youth Initiatives	\$2,250	\$2,015	-	\$3,570	-	77%
1502 Consumer Tax Alliance	2,500	2,700	-	-	-	<100%>
1503 FET Program	6,649	4,000	-	-	-	<100%>
Total Budget	\$11,399	\$8,715	-	\$3,570	-	< 59%>

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THE TOBACCO INSTITUTE

1991 BUDGET

Special Authorizations

COST CENTER Youth Initiatives : No. 1501

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5100 Postage & Delivery	\$ 50	\$ 325	\$ 475
5200 Reproduction, Printing & Drafting	800	525	525
6200 Adv. Space & Promo Total	1,000	1,050	2,120
7300 Professional Fees	400	50	200
7500 Suprt Tob & Oth Organizations	-	65	250
Totals	\$2,250	\$2,015	\$3,570

The Tobacco Institute

1991 BUDGET

COST CENTER	Youth Initiatives		No.	1501
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>				
"It's the Law"	\$ -	\$ 275		\$ 275
Responsible Living	50	50		200
TOTAL	\$ 50	\$ 325		\$ 475

The Tobacco Institute

1991 BUDGET

COST CENTER	Youth Initiatives		No.	1501
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>				
"It's the Law"	\$ 650	\$ 375		\$ 375
Responsible Living	150	150		150
TOTAL	\$ 800	\$ 525		\$ 525

The Tobacco Institute

1991 BUDGET

COST CENTER	Youth Initiatives		No.	1501
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #6201 - Advertising</u>				
"It's the Law"	\$ -	\$ 50		\$ 100
Responsible Living	555	555		2,020
Youth Launch	445	445		-
TOTAL	\$ 1,000	\$ 1,050		\$ 2,120

The Tobacco Institute

1991 BUDGET

COST CENTER	Youth Initiatives		No.	1501
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>				
"It's the Law"	\$ 350	\$ -		\$ -
Responsible Living Program - . Jolly Ann Davidson (spokesman, testimony media activity)	20	20		65
PR Counsel to promote spokesman	30	30		135
TOTAL	\$ 400	\$ 50		\$ 200

The Tobacco Institute

1991 BUDGET

COST CENTER	Youth Initiatives	No.	1501
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
Consortium to promote and distribute Responsible Living Program	\$ -	\$ 65	\$ 250
TOTAL	\$ -	\$ 65	\$ 250

THE TOBACCO INSTITUTE

1991 BUDGET

Special Authorizations

COST CENTER Consumer Tax Alliance No. 1502

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
7500 Suprt Tob & Oth Organizations	\$2,500	\$2,700	\$ -
Totals	\$2,500	\$2,700	\$ -

The Tobacco Institute

1991 BUDGET

COST CENTER	Consumer Tax Alliance	No.	1502
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #7501 - Support of Tob./Other Organizations</u>			
Support to CTA tax program	\$ 2,500	\$ 2,700	\$ -
TOTAL	\$ 2,500	\$ 2,700	\$ -

THE TOBACCO INSTITUTE

1991 BUDGET

Special Authorizations

COST CENTER _____ FET Program _____ No. 1503

ACCOUNT	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
5100 Postage & Delivery	\$1,400	\$1,400	\$ -
5200 Reproduction, Printing & Drafting	249	300	-
7300 Professional Fees	5,000	2,300	-
Totals	\$6,649	\$4,000	\$ -

The Tobacco Institute

1991 BUDGET

COST CENTER	FET Program		No.	1503
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		1991 BUDGET (\$000)
<u>Account #5101 - Postage & Delivery</u>				
Federal cigarette excise tax increase grassroots opposition plan	\$ 1,400	\$ 1,400		\$ -
TOTAL	\$ 1,400	\$ 1,400		\$ -

The Tobacco Institute

1991 BUDGET

COST CENTER	FET Program	No.	1503
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)	1991 BUDGET (\$000)
<u>Account #5201 - Reproduction, Printing & Drafting</u>			
Federal cigarette excise tax increase grassroots opposition plan	\$ 249	\$ 300	\$ -
TOTAL	\$ 249	\$ 300	\$ -

The Tobacco Institute

1991 BUDGET

<u>COST CENTER</u>	<u>FET Program</u>	<u>No.</u>	<u>1503</u>
	<u>1990 BUDGET (\$000)</u>	<u>1990 ESTIMATED (\$000)</u>	<u>1991 BUDGET (\$000)</u>
<u>Account #7301 - Professional Fees</u>			
Federal cigarette excise tax increase grassroots opposition plan	\$ 5,000	\$ 2,300	\$ -
TOTAL	\$ 5,000	\$ 2,300	\$ -

1990