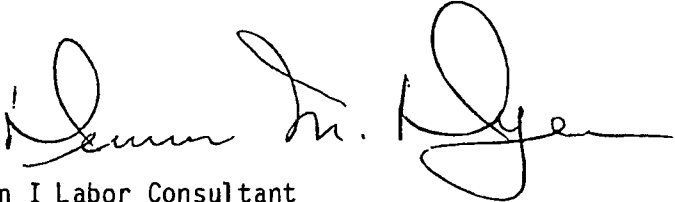


STATE MAR 11 1987

MEMORANDUM

March 10, 1987

TO: Roger L. Mozingo
FROM: Dennis M. Dyer 
RE: Idea # 4 - Region I Labor Consultant

This memorandum will provide you with my recommendation that TI retain an individual to assist in the development of a strong base of support among the states' labor communities.

BACKGROUND

Traditionally, the labor/tobacco connection here in New England has been very tenuous. We have been able to develop labor support in some instances, but those are rare. They tend to be built on immediate need and political expediency rather than perceived interest.

At the federal level, we have begun to develop a good rapport with the national staffs of the various labor organizations. However, this good work is not filtering down to the locals in New England. As a result, we continue to have the labor unions "duck" our issues because of more important local concerns.

PROPOSAL

I request permission to retain a labor consultant for the region. The retention of this individual would allow us to develop a broad program to secure union support for our positions.

The general program would include a series of year-long meetings with a broad range of locals. The purpose of the meetings would be multiple and cumulative. First, we would seek to educate the leadership on the merits of our case. Second, we would attempt to introduce and pass resolutions opposing various anti-tobacco proposals. Third, we would attempt to translate the various "local" resolutions into a statewide resolution by the AFL-CIO. This process could occur first in Massachusetts and then in the other five New England states. Fourth, we would attempt to secure labor opposition to the specific pieces of legislation of interest to us.

While this pattern of growing union contact could be repeated in each of the other states, we would also seek their immediate support on current legislative matters.

TI24110287

Mr. Roger L. Mazingo
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March 10, 1987

During the course of the year, I have identified Mr. James Tiernan as a potential consultant on this project. Mr. Tiernan's credentials and a brief synopsis of the proposed plan are attached. It is likely that the program would cost approximately \$30,000.00 during the first year.

REVIEW

There is a tremendous need to involve labor in these issues on our behalf. If we can develop a successful program, we may be able to utilize labor to not only defeat newly-proposed legislation but also possibly attempt the repeal of some currently-enacted legislation.

This is a clear opportunity for us to expand our influence. I hope we can move forward quickly. If you have any questions, please give me a call.

wss
Enclosure

cc: George Minshew

VIA FEDERAL EXPRESS

URBAN RESOURCES

Consultants, REAL ESTATE GOVERNMENT RELATIONS

February 20, 1987

Mr. Dennis Dyer
Regional Vice President
The Tobacco Institute
81 Hale Street
Beverly, MA 01915

Dear Mr. Dyer:

Unions are most sensitive to employment issues. It is a necessary element in our overall strategy to address issues pertaining to union jobs in the tobacco industry.

Therefore, I purpose to you that efforts be concentrated in opening the lines of communication between the union's representing the tobacco industry and the Massachusetts' AFL-CIO.

This can be accomplished by arranging meetings and introductions, both here and in Virginia, between the concerned parties. Examples of opportunities which would be conducive to these introductions are as follows: The Gompers Murray Meany Educational Institute which will be held this year in Falmouth on May 20 - 22; the Massachusetts' AFL-CIO Convention will be held October 6 - 9 in Boston; and, the Centennial Celebration Parade of the establishment of Labor Day as a holiday.

As an addendum, I have enclosed a list of key labor leaders. Over the course of the next 12 months, I will arrange meetings between the Tobacco Institute and individual Union leaders. The desired results of these introductions would be to have resolutions presented before union locals which represent our mutual interests.

Following the passage of these resolutions our efforts should be concentrated on the Central Labor Councils of Massachusetts. The purpose of this expanded effort is to educate leadership at this level as to the grassroots support we are encountering at the local level. I have attached a list of Central Labor Council Members who will be most sensitive to this effort.

The third step in our strategy will be to address our concerns at the Massachusetts' AFL-CIO Convention in October. By passing a resolution at this level, labor will be committed to its support both in collective bargaining agreements and proposed legislation.



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J. Tiernan

Proposal Tobacco Inst.

My labor contacts in the five other New England states are extensive; I feel that they are strong, with most located in executive leadership roles. By coupling the Regional network with that of the Massachusetts Union Leaders the result will be support for our program and resolutions throughout all of the New England states.

The key to the success of this strategy is to have someone capable of eliciting an enthusiastic response from labor at all the aforementioned levels.

I am confident that I can accomplish this for you based on my success with labor in a similar effort involving the Coalition of Reliable Energy and several other clients. I have also successfully represented labor in many legislative efforts. I feel my abilities and level of integrity are well known.

I would expect upon approval of this proposal that a retainer of \$6,000.00 be paid to Urban Resources, Two Park Plaza, Suite 514, Boston, MA 02116. The balance should be paid by installments of \$2,500.00 per month, by the first of each month.

I will anxiously await further communication from you regarding this exciting project.

Sincerely,



James J. Tiernan

EXECUTIVE COUNCIL MEMBERS - MASSACHUSETTS AFL-CIO

Arthur Osborn, President

George E. Carpenter, Secretary-Treasurer

Joseph M. Lydon, Executive Vice President

Thomas Evers, Executive Vice President

Joseph Faherty, Executive Vice President

VICE PRESIDENTS

Ronald Alman, ILGWU

Barney Walsh, CARPENTERS

Domenic Bozzotto, HOTEL/RESTAURANT WORKERS

Edward Burke, MACHINISTS

Frank Ceccaroni, UNITED AUTO WORKERS

Linda Chigas, AFSCME

Edward W. Clark, ACTWU

Edward Collins, IBEW

Paul Connolly, CARMENS UNION

Charles DeRosa, OPERATING ENGINEERS

Paul Devlin, TEACHERS

William Foley, STEELWORKERS

William Irwin, STEELWORKERS

Joseph Joyce, SHEETMETAL WORKERS

Dick LeBlanc, RWDSU

David Lima, ACTWU

Kevin Mahar, IUE

Nancy Mills, SEUI 285

A. Michael Mullane, FIREFIGHTERS

Richard Post, MACHINISTS

John Simmons, PAINTERS

Charles Thompson, BOILERMAKERS

BUILDING TRADE LEADERS

Leo Santa Maria
Asbestos Workers Local Union #16

Fred "Lucky" Hayes
Boilermakers Lodge #29

Chuck Raso
Bricklayers Local Union #3

Bob Marshall
Carpenters Local Union #33

Red MacDonald
Carpenters Local Union #56

Barney Walsh, Bob McNulty
Carpenters Local Union #67

Herb Greene, Joe Robicheau
Carpenters Local Union #218

Jack Taylor, Joe Nigro, Chuck Monaghan, Leo Purcell
Electrical Workers Local Union #103

Ed Sullivan, Frank McGettigan
Elevator Constructors Local Union #4

Charlie DeRosa, Walter Ryan, Al Morrell
Engineers Local Union #4

Richie Godinho
Iron Workers Local Union #7

Pat Walsh, Tom Beatty
Laborers Local Union #223

John Simmons, Ralph Harriman
Painters District Council #35

Jimmy Farmer
Glaizers Local Union #1044

Kevin Cotter
Plumbers Local Union #12

Mike Walsh
Sheet Metal Workers #17

George McCarthy
Sprinkler Fitters Local Union #550

Tom Evers
Massachusetts Building Trades Council

CENTRAL LABOR COUNCILS

David Cunningham, President
LOWELL CENTRAL LABOR COUNCIL

George Clark, Paul Sousa
GREATER NEW BEDFORD AND CAPE COD CENTRAL LABOR COUNCIL

Richard Post, President
NORFOLK CENTRAL LABOR COUNCIL

Kevin Mahar, President
NORTH SHORE CENTRAL LABOR COUNCIL

Dick LeBlanc, President
NORTH WORCESTER CENTRAL LABOR COUNCIL

George O'Brien, President
NORTHAMPTON CENTRAL LABOR COUNCIL

Charles Thompson, President
PIONEER VALLEY CENTRAL LABOR COUNCIL

Frank Farrell, President
WORCESTER CENTRAL LABOR COUNCIL

Joseph Joyce, President
GREATER BOSTON CENTRAL LABOR COUNCIL

Marchi LaGrasta, President
GREATER BROCKTON CENTRAL LABOR COUNCIL

Page 2
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