

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 Legislat Consultants	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>
<b>TOTALS</b>	<b>\$ 5,637</b>	<b>\$ 5,868</b>	<b>\$ 6,190</b>	<b>\$12,613</b>	<b>\$12,633</b>	<b>\$13,399</b>	<b>\$15,452</b>	<b>\$15,452</b>	<b>\$15,634</b>	<b>\$ 4,796</b>	<b>\$ 4,940</b>	<b>\$ 5,205</b>	<b>\$38,498</b>	<b>\$38,893</b>	<b>\$40,428</b>

1-3

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>

I-4

91083522

Prepared: 11/05/90

40.426  
35.70  
43906  
43906



91083523

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	<u>\$2,032,105</u>	<u>\$38,293,895</u>	<u>\$40,326,000</u>	<u>99.8%</u>
Interest Income			100,000	0.2%
Totals			<u>\$40,426,000</u>	<u>100.0%</u>

1-5

THE TOBACCO INSTITUTE  
SUMMARY OF LEGAL FEES  
PAID IN 1990

22-Aug-90

	1990 Budget -----	1990 Est. -----	1991 Budget -----
<b>FEDERAL RELATIONS</b> -----			
Covington & Burling	450,000	950,000	950,000
Expert witnesses for congressional hearings	50,000		
<b>STATE ACTIVITIES</b> -----			
Covington & Burling	550,000	900,000	700,000
Other Firms	82,000	58,500	57,000
<b>PUBLIC AFFAIRS</b> -----			
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
<b>GENERAL ADMINISTRATION</b> -----			
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
Totals	2,592,000	3,743,500	3,757,000

*Kenney Bill  
LAW - 2000  
OS 100  
ETS*

*Kenney Bill  
LAW - 2000  
ETS*

*Promotion  
visiting  
sampling*

*Quies to see  
light -  
fig*

*ETS  
Program  
conferences*

*Kenney Bill  
LAW - 2000  
ETS*

91083525

91083526

# Notes



A series of horizontal lines for writing notes, starting below the 'Notes' header and extending down the page.

91083527

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%

2-1



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	<del>390</del>
<b>Totals</b>	<b>\$5,637</b>	<b>\$5,868</b>	<b>\$6,190</b>

91083529

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
A-R. Lewis	Sr. V.P./Division Director	12	12	12
R. White (D)	V.P./Democratic Liaison	12	12	12
R. Vinovich (B)	V.P./Republican Liaison	12	12	12
Vacant	Legislative Representative ✓	12	30	12
Vacant	Legislative Representative ✓	12	30	12
B. DeWitt (D)	Legislative Representative	12	12	12
P. McGovern (C)	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
J. Ruyle (A)	Administrative Assistant	12	12	12
A. Ek	Federal Programs Assistant	12	5	12
D. Dunn (B)	Secretary	12	12	12
D. Kirby (C)	Secretary	12	12	12
S. Etemadi (D)	Secretary	12	12	12
<b>Totals</b>		<b>180</b>	<b>146</b>	<b>180</b>

*and PAC*

*Why do 12  
months less  
& reduce Budget  
dollars*

91083530

The Tobacco Institute

1991 BUDGET

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

91083531

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	-		-
<b>TOTAL</b>	<b>\$ 500</b>	<b>\$ 950</b>		<b>\$ 950</b>

91083532

The Tobacco Institute

1991 BUDGET

COST CENTER	Federal Relations Division		No.	1201
	1990 BUDGET (\$000)	1990 ESTIMATED (\$000)		
<u>Account #6001 - Legislative Consultants</u>				
Black, Manafort, Stone & Kelly	\$ <i>Roark</i> 245	\$ 245		\$ <i>Referrals</i> 245
Griffin <i>Byrd</i> / Johnson <i>Mitchell</i> & Associates <i>Dingell</i>	<del>240</del> 240	240		<i>Referrals</i> 240
Webster & Sheffield - <i>Ford</i>	150	<i>None</i> 220		<del>220</del> 220
<i>Key</i> Mike Forscey (Wunder, Ryan, Cannon & Thelen) <i>Wahner</i>	120	200		200
A-K Associates <i>Wahner</i>	125	485 <i>401</i>		150
Charles O. Whitley	140	140		<u>140</u>
<i>Key</i> Paul, Hastings, et al <i>Republican Leadership</i>	120	<i>Bud Hourly</i> 130		130
<i>1992 MP</i> Willard & Auge, Inc. <i>Veterans - Canters Bonor Smoky</i>		80		<u>80</u> <i>47</i>
White Consulting Group <i>Benson</i>	90	90		90
<i>Key</i> James N. Juliana Associates - <i>Committee</i>	50	50		50
William E. Prendergast	75	2		-
<del>Bishop, Lieberman &amp; Cook</del>	200	-		-
<del>The Martin Haley Companies</del>	45	-		-
Allowance for additional legislative consultants and fee increases	400	118		<u>555</u>
TOTAL	\$ 2,000	\$ 2,000		\$ 2,100

91083533

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

91083534



# Notes

3

91083536



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>
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>

3-1

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
<b>Totals</b>	<b>\$12,612,100</b>	<b>\$12,634,256</b>	<b>\$13,397,258</b>

*1st year of the  
two year cycle.*

91083538

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

91083539

THE TOBACCO INSTITUTE  
1991 BUDGET

ST 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
Carlow	Secretary	12	12	12
M. Nyman	Secretary	12	12	12
T. Mihas	Secretary	12	12	12
<b>Totals</b>		204	197	204

91083540

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #4000 - Conferences &amp; Meetings</u>				
NATIONAL HEADQUARTERS				
National lobbyist meeting	\$ 280,000	\$ 280,000		\$ 280,000
Field staff meeting	35,000	40,000		<del>40,000</del>
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>

91083541

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #4700 - Furniture, Fixtures &amp; 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		-
<b>TOTAL</b>	<u>\$ 20,000</u>	<u>\$ 18,200</u>		<u>\$ 20,000</u>

91083542

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #5100 - Postage &amp; 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

91083543

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #5200 - Reproduction, Printing &amp; 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

91083544



The Tobacco Institute

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
<b>TOTAL</b>	<b>\$ 632,000</b>	<b>\$ 958,500</b>		<b>\$ 757,000</b>

*explain*

91083545

The Tobacco Institute

1991 BUDGET

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

91083546

10/30/90

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
(Continued)				
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

SAD.DRBA (DRBA)

91083547

10/30/90

The Tobacco Institute

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

91083548

10/30/90

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6000 - Legislative Consultants</u>				
(Continued)				
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

SAD.DRBA (DRBA)

The Tobacco Institute

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	-		<u>50,000</u>
TOTAL	<u>\$3,086,000</u>	<u>\$3,028,500</u>		<u>\$3,182,000</u>

91083550

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6600 - Business Taxes</u>				
<b>NATIONAL HEADQUARTERS</b>				
<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
<b>TOTAL</b>	<u>\$ 50,000</u>	<u>\$ 25,000</u>		<u>\$ 68,000</u>

OK

91083551

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #6900 - Employee Recruitment &amp; 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

91083552



THE TOBACCO INSTITUTE

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

91083553

11/5/90

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7310 - Local Counsel/Consultants</u>				
<b>ALABAMA</b>				
Local contingency	\$ 5,000	\$ -		\$ 5,000
Tuscaloosa	-	2,500		-
Montgomery (C. Whitesell)	-	2,000		-
<b>ALASKA</b>				
T.B.A.	15,000	-		15,000
<b>ARIZONA</b>				
AZ local (E. Arena)	18,000	22,000		22,000
Minorities (W. Hausey)	-	1,600		-
<b>CALIFORNIA</b>				
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	-		-
<b>COLORADO</b>				
Local contingency	5,000	-		-
<b>CONNECTICUT</b>				
Local contingency	15,000	-		5,000
<b>DELAWARE</b>				
Local contingency	5,000	-		5,000
<b>FLORIDA</b>				
Local contingency	5,000	5,000		5,000
<b>GEORGIA</b>				
Atlanta (Thomas & Dotson)	18,000	18,000		18,000
<b>HAWAII</b>				
Honolulu (N. Suzuki)	12,500	12,500		12,500
SAD.DRBA (DRBA)				10/30/90

91083554

The Tobacco Institute

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		-

SAD.DRBA (DRBA)

91083555  
10/30/90

The Tobacco Institute

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

SAD.DRBA (DRBA)

91083556

10/30/90

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<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

SAD. DRBA (DRBA)

91083557

10/30/90

The Tobacco Institute

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	-	-	91083558
. Less 50% allocation to Federal Relations Div.	< 50,000 >	-	-	-

The Tobacco Institute

1991 BUDGET

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

91083559

The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<u>Account #7320 - Special Projects</u>				
<b>ALABAMA</b>				
Legislative Function	\$ 3,000	\$ 1,000		\$ 3,000
<b>ALASKA</b>				
State/local contingency	5,000	-		5,000
Anchorage tax initiative (Evans/Kraft)	-	8,600		-
State/local tax projects	-	5,000		-
<b>ARIZONA</b>				
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
<b>ARKANSAS</b>				
Legislative Function	2,500	2,500		3,000
<b>CALIFORNIA</b>				
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	-		-
<b>COLORADO</b>				
Hispanic coalition projects	-	-		10,000
Legislative Reception	1,200	1,200		1,200

91083560

10/30/90

SAD.DRBA (DRBA)



The Tobacco Institute

1991 BUDGET

COST CENTER	National Headquarters		No.	1401
	1990 BUDGET	1990 ESTIMATED		1991 BUDGET
<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

91083561

10/30/90

SAD.DRBA (DRBA)

The Tobacco Institute

1991 BUDGET

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		-

91083562