

██████████ 1988  
██████████ DYER: REPORT-LEGIS/PROGR., ETC.

MEMORANDUM

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*REGION I*

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*CC'D*  
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*6/8*

October 20, 1988

TO: Paul J. Emrick  
FROM: Dennis M. Dyer  
RE: Region I Comprehensive Public Smoking Plan

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The following plan of action will suggest both specific locations for State Activities Division "pro-active" legislative activity and an outline for comprehensive Public Affairs Division "pro-active" programs in the Region. The former is intended to exhibit the industry's short-term ability to enact positive legislation; the latter will attempt to develop a long range shift in the public's perception of the tobacco question. Both will attempt to enhance the industry's credibility while diminishing that of the extreme anti-tobacco zealots. Our experience suggests that these activities will put the anti-tobacco zealots on the defensive -- a position not natural to them.

All of the suggested programs will be implemented in conjunction with normal activities to defeat the 100 pieces of anti-tobacco legislation anticipated in the region during 1989. It should be recognized that external factors are likely to have an impact on the implementation of our "pro-active" programs. These external factors could include: new pronouncements by the U.S. Surgeon General, changing financial conditions in state revenues, and activities by our member companies.

LEGISLATIVE PROGRAM

The following is a state-by-state review of suggested legislation. Each will review the existing and additional resources that will be brought to bear on each legislative introduction.

OVERVIEW

Connecticut (1)

1. Reintroduce state legislation requiring smoking cars on all Metropolitan Transportation Authority (MTA) commuter trains of five cars or more terminating or originating in the State of Connecticut.
- (1) See Addendum A for related legislative program.

2. Reintroduction of modified legislation to establish a Special Legislative Commission on Indoor Air Pollution. Commission will reflect a balanced perspective on the issue.

Maine (2)

1. Introduction of legislation creating a Special Legislative Commission on IAQ.

Massachusetts (3)

1. Introduction of legislation requiring indoor air quality standards for public and private workplaces in the state. Through the legislative language and discussion the legislation would attempt to preempt the field with regard to "clean indoor air".
2. Introduction of local ordinances to rollback local restaurant ordinances that are more restrictive than the state law.
3. Attempt to repeal through legal or legislative means the provisions of the 1987 Pension Reform Act prohibiting the hiring of smokers for various public safety positions.

New Hampshire (4)

1. Introduction of legislation creating a Special Legislative Commission on IAQ.

Vermont (5)

1. Amend 1987 workplace law to require simple majority rather than three-fourths vote to override workplace smoking ban and establish union collective bargaining to supercede all other processes to determine smoking policies.
2. Introduction of legislation prohibiting discrimination against smokers in public and private hiring.

- (2) See Addendum B for related legislative program.
- (3) See Addendum C for related legislative program.
- (4) See Addendum D for related legislative program.
- (5) See Addendum E for related legislative program.

3. Creation of Special Legislative Commission on Indoor Air Quality.

These bills and the related pro-active agenda in the areas of sampling, advertising, and sales to minors are viewed as a total legislative package in each state. They are supported by our Public Affairs effort but each may stand alone.

As indicated, there are reasons for adopting a "pro-active" posture that go beyond the enactment of the specific piece of legislation. These include: redirecting the public smoking debate, confusing the anti-tobacco legislative agenda, enhancing industry public and legislative credibility, diminishing anti-tobacco organizations credibility, bolstering smokers self-image and desire to rise to their own defense. There is, therefore, a need to develop a comprehensive "pro-active" program that addresses a broad range of tobacco-related issues. These other areas are discussed in the addenda to this report. The details of the individual state public smoking programs are provided in the following separate sections.

## LEGISLATIVE PROGRAM

### DETAIL

These individual details will briefly outline the specific requirements and elements of each legislative priority. They are supported by the labor, public relations, and business programs described in the Public Affairs Division section of this report and those non public smoking related legislative efforts described in the Addenda.

#### A. CONNECTICUT

##### 1. MTA Legislation:

Summary: Requiring smoking cars on all MTA commuter trains originating or terminating in Connecticut.

Sponsor: Rep. J. Vincent Chase (R-Stratford) {Ranking Member, Joint Regulation Review Member, Joint Transportation}

Time Frame: Prefile in December

##### Available Resources:

Lobbyist: Bourke Spellacy, Esq. Current counsel will handle the legislative effort.

Support can come from the following lobbying sources:

- a. Louis Cutillo, CT Candy & Tobacco Distributors Association
- b. Carroll Hughes, RJR-Nabisco
- c. Anticipated Philip Morris lobbyist

Consultant: James Tiernan. Current labor counsel will attempt to develop limited labor support for the repeal.

##### Legislative Support:

1. Tobacco Institute Grassroots Program (200 available contacts)
2. Connecticut Commuters Council (Harry Harris, President)

3. Commuters for Fair Treatment (Paul Golden, President - Group is supported by Philip Morris)
4. Member company smokers lists (primarily Philip Morris - 78 thousand contacts possible)
5. Indoor Air Quality Analysis (ACVA, Inc.)
6. Economic Analysis (T.I. staff and consultants)

Additional Resources:

Public Relations Counsel:

1. Judie Eisenberg, Zamechansky & Del Gais, Inc. (retained by Philip Morris during 1988 for similar effort)

Public Opinion Research:

1. KRC Research, Cambridge, MA (firm did 1988 polling)

Information Marketing:

1. Phoenix Marketing, Long Island, NY (firm did 1988 flyer distribution)

Implementation Outline:

1988 Phase: During the remainder of 1988 and January of 1989 we will begin to develop the ground work essential to support the legislation. This will include:

1. Information development and assessment
  - a. public opinion poll
  - b. economic analysis
  - c. legal analysis
2. Commuter awareness effort
  - a. flyer distribution at trains
3. Public awareness effort
  - a. Op-ed articles in selected newspapers
  - b. letters to editor

4. Legislative awareness effort
  - a. letters to selected legislators
5. Introduction of legislation
  - a. sponsor
  - b. legislative supporters

1989 Phase: During the active legislative phase we will attempt to generate, as we did in 1988, public support for our legislation.

The effort will include timely use of various direct mail vehicles including:

1. T.I. Grassroots Program
2. Member companies smokers lists
3. Commuters for Fair Treatment.

These will be distributed at a time consistent with the movement of the legislation through the legislative process.

In support of these grassroots contacts, we will attempt to generate local media coverage. This media coverage will be directed by Judie Eisenberg. Utilizing the polling, economic and indoor air quality analysis commuters spokespeople and legislators will attempt to focus the public's attention on the "states-rights" question rather than on the tobacco issue.

T.I. counsel will direct lobbying effort and control timing of all support vehicles.

Summary: The goal is to create both the appearance and reality of a commuter initiated, popularly supported legislative drive. The Institute will control the process but attempt to stay out of the public eye.

Many of the grassroots and public programs will be "sponsored" by the Commuters for Fair Treatment. In the past this group and all of its programs were supported by Philip Morris. This support has significantly increased our capacity while reducing our direct costs.

Budget: As with all "pro-active" programs the budget to accomplish this program will come from both existing

as well as dedicated "pro-active" accounts. If normal budget items or portions of them can be shifted to the "pro-active" budget, then I would suggest the following cost for the above.

Lobbyist . . . . . (B. Spellacy, Esq.)	\$15,000.00*
Consultant . . . . . (J. Tiernan)	2,000.00*
Public Opinion Poll . . . . . (KRC Research)	4,000.00
Public Relations Consultant . . . . . (Zamechansky & Del Gais)	24,000.00
Additional Administrative Costs:	
1. Mailings . . . . .	500.00
2. Telephone . . . . .	800.00
3. Reproduction . . . . .	500.00
4. Travel . . . . .	2,000.00
5. Miscellaneous . . . . .	1,200.00
Total	<u>5,000.00</u>
 TOTAL	 \$50,000.00 =====

\*Existing Budget (\$22,000.00)  
New Money (\$28,000.00)

This budget does not include staff salary or those supportive Public Affairs Division programs described later in this report. It also does not include the anticipated expenses of Commuters for Fair Treatment. These expenses will include the costs of mailings, flyer distribution, travel for president, PR costs, etc. It is likely that these costs will exceed \$75,000.00. Also not included are the costs incurred by Philip Morris for mailings to employees, smokers and stockholders. These costs could also exceed \$75,000.00. It is my understanding that Philip Morris is prepared to incur both of these expenses. If they do not, the program will have to be modified.

## 2. Special Legislative Commission on Indoor Air Pollution

Summary: Creation of a fifteen member commission to look at the broad issue of indoor air quality. Commission will reflect a balanced group of interests. Specific legislation yet to be drafted.

Sponsor: Not yet identified. Ideal situation will include legislators with business, labor, and public health credentials from both parties.

Time Frame: Prefile in January

### Available Resources:

Lobbyist: Bourke Spellacy, Esq. Current counsel will handle the legislative effort.

Support can come from the following lobbying sources:

- a. Louis Cutillo, CT Candy & Tobacco Distributors Association
- b. Carroll Hughes, RJR-Nabisco
- c. Anticipated Philip Morris lobbyist

Consultant: James Tiernan. Current labor counsel can attempt to develop labor support for the repeal.

### Legislative Support:

1. Tobacco Institute Grassroots Program (200 available contacts)
2. Member company smokers lists (primarily Philip Morris - 78 thousand contacts possible)
3. Indoor Air Quality Analysis (ACVA, Inc.)
4. Economic Analysis (T.I. staff and consultants)
5. Labor contacts in Connecticut AFL-CIO
6. Connecticut Association of Chamber of Commerce Executives
7. Major business organizations
  - a. CBIA
  - b. SACIA

Additional Resources:

Public Relations Counsel:

1. Judie Eisenberg, Zamechansky & Del Gais, Inc.

Public Opinion Research:

1. KRC Research, Cambridge, MA (firm did 1988 polling)

Implementation Outline:

1988 Phase: During the remainder of 1988 and the pre-session period of 1989 we will build the framework for the 1989 legislative battle. This preparation will include:

1. Introduction of legislation
  - a. draft legislation
  - b. identify and enlist sponsors
2. Information support
  - a. assembly of concise briefing packages
  - b. assembly of comprehensive information materials
3. Development of support
  - a. business briefings
  - b. labor briefings
  - c. selected legislative briefings
4. Public awareness effort
  - a. media briefings and tours
  - b. op-ed articles
  - c. letters to editor

1989 Phase: During the active legislative phase we will attempt to support and direct the efforts of identified business, labor and legislative supporters to provide the climate that will allow the legislation to be enacted. T.I. will avoid a leadership role.

Many of our activities will include expansion of the activities begun during the pre-session phase of the program. Utilization of the materials in #2 above. Expansion of efforts in #3 and #4.

The 1989 action will extend beyond the presumed successful enactment of the bill. The bill itself will provide the framework for the post-session effort. This phase will include:

1. Commission membership selection
2. Commission operational guidelines

Summary:

It is hoped that this legislative effort can "take on a life of its own". If successful, this will become a "labor issue" with business acquiescing to a "study" of the problem. This will allow us to minimize our active role, limiting it to technical support and managerial expertise. Our most intense involvement may come with the passage of the legislation and selection of the Commission membership. At that time it will be incumbent upon us to work for an unbiased group of commissioners. Like many of our issues, it is essential that we remain out of the forefront of this legislative battle.

Budget:

This suggested budget attempts to cover all anticipated direct costs. It does not include staff compensation or the cost of general Public Affairs Division programs described later.

Lobbyist . . . . .	\$ 5,000.00*
(B. Spellacy, Esq.)	
Consultant . . . . .	2,000.00*
(J. Tiernan)	
Public Opinion Poll . . . . .	**
(KRC Research)	
Public Relations Consultant . . . . .	5,000.00
(Kate McGrath)	
Legislative Drafting . . . . .	1,000.00
(B. Spellacy/C & B)	

Additional Administrative Costs:

1. Mailings . . . . .	100.00	
2. Telephone . . . . .	100.00	
3. Reproduction . . . . .	1,000.00	
4. Travel . . . . .	500.00	
5. Miscellaneous . . . . .	300.00	
Total		<u>2,000.00</u>

TOTAL	\$15,000.00
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\*Existing budget (\$8,000.00)  
 New money (\$7,000.00)

\*\*See MTA bill budget for estimated cost of public opinion research.

B. MAINE

1. Special Legislative Commission on Indoor Air Pollution

Summary: This bill will create a fifteen member legislative commission on indoor air quality. It will use the IAQ legislation passed in 1988 by the State Employees Union requiring ASHRAE standards in all state leased or owned buildings, as a starting point. It will attempt to maintain a commission make-up that is balanced and not slanted toward anti-tobacco leanings.

Sponsor: Possibly Maine AFL-CIO (discussions currently underway)

Time Frame: 12/30

Available Resources:

Lobbyist: Severin Beliveau, Esq. Current counsel will handle the legislative effort.

Additional lobbying support can come from the following sources:

- a. Charles Micoletau, Curtis, Baxter, Stevens, Broder & Micoletau
- b. Jon Doyle, Esq., Doyle and Nelson

Consultant: James Tiernan. Current labor counsel will attempt to develop labor support.

Legislative Support:

1. Tobacco Institute Grassroots Program (100 available contacts)
2. Maine State AFL-CIO (Locals affiliated with L/M Committee)
3. Maine Commerce and Industry Association
4. Local business contacts

C. MASSACHUSETTS

1. Indoor Air Quality Standards Legislation

Summary: Legislation will require maintenance of ASHRAE indoor air quality and ventilation standards in public and then private workplaces in the state. Bill will attempt, through its language and history, to preempt the field with regard to clean indoor air. This may have the effect of prohibiting future local ordinances affecting smoking in restaurants and workplace, and possibly repeal existing local ordinances.

Sponsor: Massachusetts State AFL-CIO

Time Frame: Prefile by 12/7

Available Resources:

Lobbyist: William F. Coyne, Sr., Esq. and William F. Coyne, Jr., Esq. Current counsel will direct effort from industry perspective.

Lobbying support is available from the following sources:

- a. William R. Delaney, Philip Morris/  
Smokeless Tobacco Council
- b. Robert Rodophele, Esq., RJR-Nabisco
- c. Martin Foley, Massachusetts AFL-CIO

Consultant: James Tiernan, Urban Resources. Current labor counsel can handle coordination of labor program.

Legislative Support:

1. Tobacco Institute Grassroots Program (200 available contacts)
2. Massachusetts Association of Tobacco & Candy Distributors (Tom Littleton)
3. MA AFL-CIO (Marty Foley) - supported by various local union officials
4. Local business associations
5. Major statewide business associations

6. Member company smoker's lists
7. Indoor Air Quality Experts (ACVA, Inc., Scientific Witnesses, NEMI)
8. Economic Experts (T.I. staff and consultants)

Additional Resources:

Public Relations Counsel:

1. Kate McGrath, Kate McGrath Associates

Public Opinion Research:

1. KRC Research, Cambridge, MA (firm did 1988 polling)

Implementation Outline:

1988 Phase: During the remainder of 1988 there are a variety of steps that must be taken to assure the successful introduction and enactment of the proposed legislation. Some of these have already been accomplished. Most build on past activities with the labor and business communities.

These activities include:

1. Secure AFL-CIO agreement to introduce and support comprehensive IAQ legislation.
2. Draft and secure approval of comprehensive IAQ legislation.
3. Information development and assessment
  - a. public opinion poll
  - b. economic impact analysis
  - c. comprehensive legal review
4. Labor education
  - a. preparation of IAQ briefing materials
  - b. development of schedule of IAQ briefings in selected cities
5. Business education
  - a. preparation of IAQ briefing materials
  - b. development of schedule of IAQ briefings with selected chambers of commerce

6. Media program
  - a. retention of public relations counsel
  - b. development of comprehensive media support program

1989 Phase: During the active legislative phase of the program the role of the Institute and industry lobbyists will be in support of the AFL-CIO's lead. Our primary purpose will be to assure the integrity of the critical portions of the legislation and prevent inclusion of anti-tobacco sections in the bill before final passage.

Our labor counsel and regional staff will coordinate the labor involvement and manage the overall effort. This management will include:

1. Education
  - a. IAQ seminars for major central labor counsels and major
  - b. IAQ seminars for selected legislators
2. Lobbying
  - a. Direct contact with legislators
  - b. Hearing preparation and testimony
  - c. Follow up with legislators
3. Grassroots Program
  - a. Mailings to unions
  - b. Union contacts with legislators
  - c. Use of union publications

We will support this effort through our business contacts in the state. In some instances our purpose with business will be to maintain their neutrality. In others it will be to elicit their support.

Public relations support for this year-long legislative program will be multifaceted. Direct media support will be provided by T.I. public relations counsel.

Public relations effort is likely to include:

1. Direct support to union effort
2. Promotion of both union and business IAQ seminars
3. Support for T.I. experts seeking media opportunities

Summary: The legislation is ambitious. It seeks to shift the public smoking debate and preempt the "clean indoor air" field. It will be necessary to mount a comprehensive educational and legislative effort. The AFL-CIO will have to take the lead. The legislation might be complicated by the efforts of the Special Legislative Commission on Indoor Air Pollution to enact other types of legislation. A successful effort here could be expanded to the other New England states.

Budget:

Lobbyist . . . . .	\$10,000.00*
(W. Coyne, Esq.)	
Consultant . . . . .	10,000.00*
(J. Tiernan)	
Public Opinion Poll . . . . .	8,000.00
(KRC Research)	
Public Relations Consultant . . .	10,000.00
(Kate McGrath & Associates)	

Additional Administrative Costs:

1. Mailings . . . . .	1,000.00
2. Telephone . . . . .	1,000.00
3. Reproduction . . . . .	2,500.00
4. Travel . . . . .	2,500.00
5. Honoraria . . . . .	5,000.00
(non legislative)	
6. Miscellaneous. . . . .	3,000.00
Total	<u>15,000.00</u>

TOTAL	\$53,000.00
	=====

\*Existing budget (\$20,000.00)  
 New money (\$33,000.00)

This budget attempts to mix both new and existing money to determine the actual cost of the program. Like all of our efforts here in Region I, this kpro-active piece of legislation is inextricably linked to our overall representation of the industry. It is hard to determine where defensive efforts leave off and offensive begin. Similarly, it is sometimes difficult to separate Public

Affairs portions of that budget from State Activities. However, I think this legislative budget, when combined with Section II of this report, presents an accurate accounting of our anticipated expenses.

## 2. Local Restaurant Ordinances

Summary: Rollback existing local restaurant restriction ordinances to reflect requirements of 1987 state law. Where possible repeal.

Sponsor: Local members of the Massachusetts Restaurant Association

Time Frame: On a scheduled program extending throughout 1989

### Available Resources:

Lobbyist: John Twomey, Esq. Current local counsel will, with T.I. field staff, oversee the effort.

Consultant: James Tiernan, Urban Resources. Current labor counsel will, when appropriate and possible, involve local hotel/motel and restaurant workers unions in the effort.

### Legislative Support:

1. Tobacco Institute Grassroots Program where possible
2. Local members of the Massachusetts Restaurant Association and other local restaurateurs
3. Local chambers of commerce
4. Members company smokers lists
5. IAQ Analysis (ACVA)
6. Economic Analysis (T.I. staff and consultants)

### Additional Resources:

#### Public Relations Counsel:

1. Kate McGrath, Kate McGrath Associates

Public Opinion Research:

- 1. KRC Research, Cambridge, MA (firm did 1988 polling)

Information Marketing:

- 1. Phoenix Marketing (firm has done legislative work in Massachusetts)

Implementation Outline:

1988 Phase: During the remainder of the year we will prepare for the introduction of the repeal measures.

These preparations will include:

- 1. Preparation of appropriate legislation
- 2. Identification of local sponsors
- 3. Preparation of public opinion poll vehicle
- 4. Development of schedule
- 5. Identification of friendly local officials to support effort

1989 Phase: On a scheduled basis we will introduce 60 local ordinances to repeal or modify the existing restaurant laws.

Local restaurateurs will introduce ordinances and "carry the ball". We will develop, control, and support effort.

Summary: The purpose of this effort is not strictly legislative. While we would accept the passage of our ordinances as a measure of success, it is equally important to confuse the opposition and force the anti-tobacco people to expend time and resources.

Budget:

Lobbyist . . . . . \$ 6,000.00\*  
 (John J. Twomey, Esq.)

Consultant . . . . . 5,000.00\*  
 (J. Tiernan, Urban Resources)

Public Opinion Poll . . . . .	5,000.00
(KRC Research)	
Public Relations Consultant. . .	10,000.00
(Kate McGrath & Associates)	
Additional Administrative Costs:	
1. Mailings . . . . .	1,000.00
2. Telephone. . . . .	1,000.00
3. Reproduction . . . . .	1,000.00
4. Travel . . . . .	10,000.00
5. Miscellaneous. . . . .	2,000.00
Total	<u>15,000.00</u>
TOTAL	\$41,000.00
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\*Existing budget (\$26,000)  
 New moneybudget (\$15,000)

3. Smokers' Right to Employment Legislation

Summary: This program will cover both legislative and legal ground. It will attempt to repeal the provisions of the 1987 Pension Reform Act.

Sponsor: Affected public safety unions

Time Frame: Prefile 12/7

Available Resources:

Lobbyist: William F. Coyne, Esq. Current counsel will handle the legislative effort.

Support can come from the following sources:

- a. AFL-CIO lobbyists
- b. Philip Morris counsel
- c. R.J. Reynolds counsel (on a very limited basis)

Consultant: James Tiernan, Urban Resources. Current labor counsel will handle T.I. effort.

Legislative Support:

1. Tobacco Institute Grassroots Program (200 available contacts)
2. Members of the affected public safety unions
3. Member company smokers lists

Additional Resources:

Public Relations Counsel:

1. Kate McGrath, Kate McGrath Associates

Public Opinion Research:

1. KRC Research, Cambridge, MA (firm did 1988 polling)

Information Marketing:

1. Phoenix Marketing (firm has done legislative work in Massachusetts)

Implementation Outline:

1988 Phase: During the remainder of 1988 there are a series of complex structures that must be put in place. These structures will support the 1989 legislative effort and determine the feasibility of legal action by the public safety unions to overturn the law in the courts. These actions will include:

1. Complete legal analysis of the enacted law.
2. Meet with labor unions to determine process necessary to proceed with legal and legislative program.
3. Development of legal strategy with Covington and Burling and local counsel for the unions.
4. Legislative Introduction:
  - a. drafting of legislation
  - b. identification of sponsor
  - c. introduction

The legislative program may take a back seat to the legal program as the battle progresses. However, the legal question may be made moot by the repeal of the existing law.

1989 Phase: The active legislative part of this effort should require very little effort on the part of the tobacco industry and its counsel. The entire battle should be carried by the affected union and the AFL-CIO. Our role will be limited to counselling and occasional involvement by our lobbyists.

The bulk of our costs will be related to the legal analysis and support. This phase will become more obvious as the year progresses.

Budget:

Lobbyist . . . . .	\$ 5,000.00*
(W. Coyne, Esq.)	
Consultant . . . . .	5,000.00*
(J. Tiernan, Urban Resources)	
Public Opinion Poll . . . . .	2,000.00
(KRC Research)	
Additional Administrative Costs:	
1. Mailings . . . . .	100.00
2. Telephone. . . . .	200.00
3. Reproduction . . . . .	100.00
4. Travel . . . . .	1,000.00
5. Miscellaneous. . . . .	600.00
Total	<u>2,000.00</u>
TOTAL	\$14,000.00
	=====

\*Existing budget (\$10,000.00)  
New money (\$ 4,000.00)

This budget does not include staff salaries and legal costs.

D. NEW HAMPSHIRE

1. Special Legislative Commission on Indoor Air Pollution

Summary: This bill will create a fifteen member legislative commission on indoor air quality. It will use the IAQ legislation passed in 1988 by the State Employees Union requiring ASHRAE standards in all state leased or owned buildings, as a starting point. It will attempt to maintain a commission make-up that is balanced and not slanted toward anti-tobacco leanings.

Sponsor: Possibly New Hampshire AFL-CIO (discussions currently underway)

Time Frame: 12/30

Available Resources:

Lobbyist: John Mitchell, Esq. Current counsel will handle the legislative effort.

Legislative Support:

1. Tobacco Institute Grassroots Program (100 available contacts)
2. New Hampshire State AFL-CIO (James Tiernan, Consultant)
3. Business and Industry Association of New Hampshire (Brian Grip)
4. Local business contacts

E. VERMONT

1. Special Legislative Commission on Indoor Air Pollution

Summary: Modify existing workplace law to allow simple majority control, recognize collective bargaining rights, preempt local action, and protect smokers rights.

Sponsor: Rep. Oreste Valsangiacomo (D-Washington) {Vice Chair, Ways and Means}

Time Frame: Prefile in December

Available Resources:

Lobbyist: Edward Miller, Esq. Current counsel will handle the legislative effort.

Additional lobbying support can come the following sources:

- a. TBA, R.J. Reynolds counsel
- b. TBA, Philip Morris counsel
- c. TBA, Smokeless Tobacco Council counsel
- d. Peter Foote, lobbyist, Associated Industries of Vermont
- e. Chris Barbieri, lobbyist, Vermont State Chamber of Commerce
- f. AFL-CIO lobbyist

Consultant: James Tiernan. Current labor counsel will attempt to develop labor support.

Legislative Support:

1. Tobacco Institute Grassroots Program (50 available contacts)
2. Associated Industries of Vermont
3. Local business contacts
4. Vermont Lodging and Restaurant Association (Dan Pudvah)