

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities Division

	1994			1995		% Change 94 Budg v 95 Budget
	Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	
National Headquarters Administ	\$5,868,750	\$2,003,600	13	\$2,558,506	13	< 56%>
Regional Vice Presidents' Trav	280,000	-	-	-	4	<100%>
Tort Reform	-	-	-	-	-	-
National Tobacco Council	-	-	-	-	-	-
Total Budget	\$6,148,750	\$2,003,600	13	\$2,558,506	17	< 58%>

SADA.DSR (TY1A)

08/17/94

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities Division

	1994			1995		
	Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	% Change 94 Est vs 95 Budget
National Hdqtrs Administration	\$5,868,750	\$2,003,600	13	\$2,558,506	13	28%
Reg'l Vice Presidents' Travel	280,000	-	-	-	4	-
Tort Reform	-	-	-	-	-	-
National Tobacco Council	-	-	-	-	-	-
Total Budget	\$6,148,750	\$2,003,600	13	\$2,558,506	17	28%

SAD.DSR (TYP1)

08/17/94

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities Division

Authorized Positions 1994 - 13
Authorized Positions Requested 1995 - 17

ACCOUNT	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
2800 Staff Compensation	\$1,167,400	\$1,165,800	\$1,581,501
3200 Employee Benefits	314,900	314,800	427,005
3900 Travel	467,700	-	-
4000 Conferences & Meetings	50,000	-	-
5100 Postage & Delivery Services	7,000	-	-
5200 Reprod., Printing & Drafting	10,000	-	-
5300 Telephone	58,000	-	-
5500 Membership Dues & Fees	5,000	-	-
5800 Legal Fees	400,000	-	-
6000 Legislative Consultants	2,586,000	-	-
6600 Business Taxes	45,000	46,000	37,000
7200 Miscellaneous Expense	3,000	-	-
7300 Professional Fees	429,250	-	-
7500 Suprt Tob & Oth Organizations	40,000	-	-
7700 Contributions	88,500	-	-
9100 Data Processing Allocation	89,000	89,000	125,000
9400 Occup. & Office Expense Alloc.	388,000	388,000	388,000
Totals	\$6,148,750	\$2,003,600	\$2,558,506

SAD.SUM (TYP5)

08/17/94

TI16490564

THE TOBACCO INSTITUTE

1995 BUDGET

COST CENTER National Headquarters No. 1401

Authorized Positions 1994 - 13
Authorized Positions Requested 1995 - 13

ACCOUNT	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
2800 Staff Compensation	\$1,167,400	\$1,165,800	\$1,581,501
3200 Employee Benefits	314,900	314,800	427,005
3900 Travel	187,700	-	-
4000 Conferences & Meetings	50,000	-	-
5100 Postage & Delivery Services	7,000	-	-
5200 Reprod., Printing & Drafting	10,000	-	-
5300 Telephone	58,000	-	-
5500 Membership Dues & Fees	5,000	-	-
5800 Legal Fees	400,000	-	-
6000 Legislative Consultants	2,586,000	-	-
6600 Business Taxes	45,000	46,000	37,000
7200 Miscellaneous Expense	3,000	-	-
7300 Professional Fees	429,250	-	-
7500 Suprt Tob & Oth Organizations	40,000	-	-
7700 Contributions	88,500	-	-
9100 Data Processing Allocation	89,000	89,000	125,000
9400 Occup. & Office Expense Alloc.	388,000	388,000	388,000
Totals	\$5,868,750	\$2,003,600	\$2,558,506

*ASRX (TYP4)

08/17/94

TI16490565

THE TOBACCO INSTITUTE
1995 BUDGET

COST CENTER		State Activities - Headquarters		No. 1401
STAFFING SCHEDULE				
17-Aug-94				
Months of Employment				
Employee Name		1994 Budget	1994 Estimated	1995 Budget
K. Malmgren	Sr. V.P./Division Director	12	12	12
New Hire	V.P./Field Operations	0	0	12
R. McAdam	V.P./Init. & Spec. Projects	12	12	12
Ro. Morris	Vice President	12	12	12
P. Donoho	Vice President	12	12	12
B. Pruett	Vice President	12	12	12
Ra. Morris	Vice President	12	12	12
J. O'Connor	Vice President	12	12	12
A. Shofe	Vice President	12	12	12
D. Wahby	Vice President	12	12	12
New Hire	Vice President	0	0	12
Vacant	Local Legislative Coordinator	0	6	12
M. Nyman	Administrative Assistant	12	12	12
K. Geisler	Secretary	12	12	12
A. Spitler	Secretary	0	8	12
New Hire	Secretary	0	0	12
New Hire	Field Office Secretary	0	0	12
New Hire	Field Office Secretary	0	0	12
New Hire	Field Office Secretary	0	0	12
New Hire	Field Office Secretary	0	0	12
New Hire	Field Office Secretary	0	0	12
Totals		132	146	252

TI16490566

THE TOBACCO INSTITUTE
1995 BUDGET

COST CENTER		State Activities - Headquarters		No. 1401			
		STAFFING SCHEDULE					
		17-Aug-94					
		Months of Employment					
Employee Name		1994 Budget	1994 Estimated	1995 Budget	Monthly Base Salary	1994 Total Est. Salary	1995 Total Est. Salary
K. Malmgren	Sr. V.P./Division Director	12	12	12			
New Hire	V.P./Field Operations	0	0	12			
R. McAdam	V.P./Init. & Spec. Projects	12	12	12			
Ro. Morris	Vice President	12	12	12			
P. Donoho	Vice President	12	12	12			
B. Pruett	Vice President	12	12	12			
Ra. Morris	Vice President	12	12	12			
J. O'Connor	Vice President	12	12	12			
A. Shofe	Vice President	12	12	12			
D. Wahby	Vice President	12	12	12			
New Hire	Vice President	0	0	12			
Vacant	Local Legislative Coordinator	0	6	12			
M. Nyman	Administrative Assistant	12	12	12			
K. Geisler	Secretary	12	12	12			
A. Spitler	Secretary	0	8	12			
New Hire	Secretary	0	0	12			
New Hire	Field Office Secretary	0	0	12			
New Hire	Field Office Secretary	0	0	12			
New Hire	Field Office Secretary	0	0	12			
New Hire	Field Office Secretary	0	0	12			
New Hire	Field Office Secretary	0	0	12			
Totals		132	146	252	\$123,450	\$1,144,400	\$1,481,401
Overtime premium						10,000	10,000
Contingency reserve @ 1%						11,400	14,800
Subtotal						\$1,165,800	\$1,506,201
Allowance for salary increases @ 5%						0	75,300
TOTALS						\$1,165,800	\$1,581,501

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #3900 - Travel</u>			
NATIONAL HEADQUARTERS			
		\$ 187,700	\$ -
			\$ -
TOTAL		\$ 187,700	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490568

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #4000 - Conferences & Meetings</u>			
NATIONAL HEADQUARTERS			
National lobbyist meeting	\$ 50,000	\$ -	\$ -
TOTAL	\$ 50,000	\$ -	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490569

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #5100 - Postage & Delivery Services</u>			
NATIONAL HEADQUARTERS			
	Overnight delivery, postage/ freight (permits, BRM fees, materials, shipments)	\$ 7,000	\$ -
			\$ -
	TOTAL	\$ 7,000	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490570

The Tobacco Institute

1995 BUDGET

COST CENTER	<u>National Headquarters</u>	No.	<u>1401</u>
	<u>1994 BUDGET</u>	<u>1994 ESTIMATED</u>	<u>1995 BUDGET</u>
<u>Account #5200 - Reprod., Printing & Drafting</u>			
NATIONAL HEADQUARTERS			
Stateline letterhead	\$ 4,000	\$ -	\$ -
Legislative Report Summary	6,000	-	-
TOTAL	<u>\$ 10,000</u>	<u>\$ -</u>	<u>\$ -</u>

SAD.DRBA (DRBA)

08/17/94

TI16490571

The Tobacco Institute

1995 BUDGET

COST CENTER	<u>National Headquarters</u>	No.	<u>1401</u>
	<u>1994 BUDGET</u>	<u>1994 ESTIMATED</u>	<u>1995 BUDGET</u>
<u>Account #5301 - Telephone</u>			
NATIONAL HEADQUARTERS	\$ 58,000	\$ -	\$ -
TOTAL	\$ 58,000	\$ -	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490572

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #5500 - Membership Dues & Fees</u>			
NATIONAL HEADQUARTERS			
		\$ 5,000	\$ -
			\$ -
	TOTAL	\$ 5,000	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490573

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #5800 - Legal Fees</u>			
NATIONAL HEADQUARTERS			
Covington & Burling - state and local legislative matters	\$ 300,000	\$ -	\$ -
Legal fees in connection with a limited local legislative program.	100,000	-	-
TOTAL	\$ 400,000	\$ -	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490574

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities - Headquarters

	1994 Budget	1994 Estimated	1995 Budget
Account: 6000 - Legislative Counsel			
Consultants (6001)			
Fees for services related to the state legislative processes.	\$2,586,000	\$ -	\$ -
	\$2,586,000	\$ -	\$ -

SAD.6000 (TYP3)

08/17/94

TI16490575

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #6000 - Legislative Consultants</u>			
ALABAMA			
Calvin Whitesell	\$ 45,000	\$ -	\$ -
ALASKA			
Wes Coyner	40,000	-	-
ARIZONA			
Don Isaacson	60,000	-	-
ARKANSAS			
Stewart Bell	25,000	-	-
CALIFORNIA			
Phil Dowd	125,000	-	-
Art Carter	30,000	-	-
Joe Pasqualini	30,000	-	-
COLORADO			
Frank Hays	55,000	-	-
CONNECTICUT			
Bourke Spellacy	90,000	-	-
DELAWARE			
Dave Poffenberger	28,000	-	-
FLORIDA			
Guy M. Spearman	50,000	-	-
Arthur R. Collins (Public Private Partnership)	20,000	-	-
GEORGIA			
Jim Hammock	45,000	-	-
HAWAII			
Norman Suzuki	48,000	-	-
IDAHO			
William Roden	33,000	-	-
ILLINOIS			
John O'Connell	65,000	-	-

SAD.DRBA (DRBA)

08/17/94

TI16490576

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #6000 - Legislative Consultants</u>			
<u>(Continued)</u>			
INDIANA			
Thomas F. Fruechtenicht	\$ 38,000	\$ -	\$ -
IOWA			
Charles Wasker	48,000	-	-
Lowell Junkins	15,000	-	-
KANSAS			
Alan Alderson	26,000	-	-
KENTUCKY			
Roy Strange	30,000	-	-
LOUISIANA			
Joe G. Wood	50,000	-	-
MAINE			
Severin Beliveau	60,000	-	-
MARYLAND			
Bruce Bereano	45,000	-	-
MASSACHUSETTS			
Billy Coyne, Sr.	65,000	-	-
MICHIGAN			
Governmental Consultant Services, Inc.	80,000	-	-
MINNESOTA			
Tom Kelm/Doug Kelm	100,000	-	-
North State Advisors	10,000	-	-
MISSISSIPPI			
Ellis B. Bodron	30,000	-	-
MISSOURI			
John Britton	50,000	-	-
MONTANA			
Jerome Anderson	40,000	-	-

SAD.DRBA (DRBA)

08/17/94

TI16490577

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #6000 - Legislative Consultants</u>			
<u>(Continued)</u>			
NEBRASKA			
Bill Peters	\$ 26,000	\$ -	\$ -
NEVADA			
Jack Jeffrey	31,000	-	-
NEW HAMPSHIRE			
John Mitchell	32,500	-	-
NEW JERSEY			
Joseph Katz/Roger Bodman	68,000	-	-
NEW MEXICO			
Bob Barberousse	33,000	-	-
NEW YORK			
Jim Featherstonhaugh	78,000	-	-
NORTH CAROLINA			
Roger W. Bone	45,000	-	-
NORTH DAKOTA			
Tom Smith	25,000	-	-
OHIO			
Pete O'Grady	50,000	-	-
OKLAHOMA			
Ken Nance	40,000	-	-
OREGON			
Richard Koesan	40,000	-	-
PENNSYLVANIA			
Eugene Knopf	80,000	-	-
RHODE ISLAND			
Dennis Roberts/Kelly Sheridan	34,000	-	-
SOUTH CAROLINA			
Sterling Smith	43,000	-	-

SAD.DRBA (DRBA)

08/17/94

TI16490578

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #6000 - Legislative Consultants</u>			
<u>(Continued)</u>			
SOUTH DAKOTA			
Jeremiah Murphy	\$ 35,000	\$ -	\$ -
TENNESSEE			
Cleve Smith	48,000	-	-
TEXAS			
T.B.A.	90,000	-	-
UTAH			
Jim Stewart (Jones, Waldo)	44,000	-	-
VERMONT			
Edward Miller	28,000	-	-
VIRGINIA			
Anthony Troy	60,000	-	-
WASHINGTON			
William Fritz	50,000	-	-
WEST VIRGINIA			
Rodney Berry	32,000	-	-
WISCONSIN			
Steve Bablitch	56,000	-	-
WYOMING			
William Thomson	33,000	-	-
NATIONAL HEADQUARTERS			
Additional lobbyists/contin-			
gency	8,500	-	-
TOTAL	<u>\$2,586,000</u>	<u>\$ -</u>	<u>\$ -</u>

SAD.DRBA (DRBA)

08/17/94

TI16490579

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 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 1993 taxable income was \$126,000. The Institute expects to have approximately \$90,000 in 1994 taxable income. The tax on this income will be payable in 1995.</p>			
	\$ 41,000	\$ 44,000	\$ 31,000
Sales and miscellaneous business taxes.	4,000	2,000	6,000
TOTAL	\$ 45,000	\$ 46,000	\$ 37,000

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #7200 - Miscellaneous Expense</u>			
NATIONAL HEADQUARTERS		\$ 3,000	\$ -
TOTAL		\$ 3,000	\$ -

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities - Headquarters

	1994 Budget	1994 Estimated	1995 Budget
Account: 7300 - Professional Fees			
Consultants (7310)			
Lobbyists and public relations firms retained to with TI on legislative and regulatory matters of interest to the industry at the municipal, county, and state levels.	\$ 224,500	\$ -	\$ -
Special Projects (7320)			
Professional fees for cost impact studies, opinion polls, start-up costs for initiatives and referenda campaigns, fiscal analyses, direct mail campaigns, and other projects in support of legislative programs.	204,750	-	-
Honoraria Program (7330)			
Allowance for honoraria payments in selected states.	-	-	-
Legislative Reporting (7340)			
Tracking and reporting services on legislation and regulations; includes computer connect time.	-	-	-
	\$ 429,250	\$ -	\$ -

SAD.7300 (TYP3)

08/17/94

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #7310 - Consultants</u>			
ILLINOIS			
Cook County (Tom Lyons)	\$ 26,250	\$ -	\$ -
Chicago (Tom Lyons)	26,250	-	-
Local consultants (John O'Connell)	12,000	-	-
NEW YORK			
NYC (Norman Adler)	60,000	-	-
NATIONAL HEADQUARTERS			
Professional fees in connection with a limited local legislative program.	100,000	-	-
TOTAL	\$ 224,500	\$ -	\$ -

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #7320 - Special Projects</u>			
MARYLAND			
Maryland OSHA	\$ 72,500	\$ -	\$ -
NEW YORK			
New York City OSHA	125,000	-	-
WASHINGTON			
Washington State Labor & Industry	7,250	-	-
TOTAL	\$ 204,750	\$ -	\$ -

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities - Headquarters

	1994 Budget	1994 Estimated	1995 Budget
Other Organizations	\$ -	\$ -	\$ -
Wholesaler Association (7510)			
Contributions to state tobacco wholesaler organizations for purpose of maintaining and improving relationships with these organizations.	-	-	-
National/State Organizations (7520)			
Contributions made to national and state organizations for purposes of maintaining and improving relationships and political and legislative contacts.	40,000	-	-
	<u>\$ 40,000</u>	<u>\$ -</u>	<u>\$ -</u>

SAD.7500 (TYP3)

08/17/94

TI16490585

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #7520 - Support of Nat'l Organizations</u>			
NATIONAL HEADQUARTERS			
T.B.A.	\$ 40,000	\$ -	\$ -
TOTAL	\$ 40,000	\$ -	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490586

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities - Headquarters

	1994 Budget	1994 Estimated	1995 Budget
Account: 7700 - State Campaign Support Program			
State Campaign Contributions (7710)	\$ 88,500	\$ -	\$ -
Local Campaign Contributions (7720)	-	-	-
National Governors' Associations/ National Political Organizations (7730)	-	-	-
	<u>\$ 88,500</u>	<u>\$ -</u>	<u>\$ -</u>

SAD.7700 (TYP3)

08/17/94

TI16490587

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #7710 - State Campaign Contributions</u>			
ALABAMA	\$ 3,000	\$ -	\$ -
ARKANSAS	4,000	-	-
DELAWARE	2,000	-	-
FLORIDA	25,000	-	-
GEORGIA	8,000	-	-
HAWAII	5,000	-	-
INDIANA	20,000	-	-
MAINE	2,000	-	-
MARYLAND	2,500	-	-
MISSISSIPPI	2,000	-	-
NEVADA	4,000	-	-
NEW YORK	5,000	-	-
VERMONT	1,000	-	-
WASHINGTON	5,000	-	-
TOTAL	\$ 88,500	\$ -	\$ -

SAD.DRBA (DRBA)

08/17/94

TI16490588

The Tobacco Institute

1995 BUDGET

COST CENTER	<u>National Headquarters</u>	No.	<u>1401</u>
	<u>1994 BUDGET</u>	<u>1994 ESTIMATED</u>	<u>1995 BUDGET</u>
<u>Account #9100 - Data Processing Allocation</u>			
NATIONAL HEADQUARTERS	\$ 89,000	\$ 89,000	\$ 125,000
TOTAL	<u>\$ 89,000</u>	<u>\$ 89,000</u>	<u>\$ 125,000</u>

SAD.DRBA (DRBA)

08/17/94

TI16490589

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
		1994 BUDGET	1994 ESTIMATED
			1995 BUDGET
<u>Account #9401 - Occup. & Office Expense Alloc.</u>			
NATIONAL HEADQUARTERS		\$ 388,000	\$ 388,000
TOTAL		\$ 388,000	\$ 388,000

*SDRBX (DRBA)

08/17/94

TI16490590

The Tobacco Institute

1995 BUDGET

COST CENTER	National Headquarters	No.	1401
	1994 BUDGET	1994 ESTIMATED	1995 BUDGET
<u>Account #9401 - Occup. & Office Expense Alloc.</u>			
NATIONAL HEADQUARTERS	\$ 388,000	\$ 388,000	\$ 388,000
TOTAL	\$ 388,000	\$ 388,000	\$ 388,000

Note:

The
1995
number
may
change

*SDREX (DRBA)

08/17/94

THE TOBACCO INSTITUTE

1995 BUDGET

State Activities Division - Regional Vice Presidents' Travel

	1994			1995		% Change
	Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	94 Est vs 95 Budget
Region I - John O'Connor	\$ 40,000	\$ -	-	\$ -	1	-
Region II - Bob Pruett	40,000	-	-	-	1	-
Region III - Allen Shofe	40,000	-	-	-	1	-
Region IV - Daniel Wahby	40,000	-	-	-	-	-
Region V - Pat Donoho	40,000	-	-	-	-	-
Region VI - Ronald Morris	40,000	-	-	-	-	-
Region VII - Randy Morris	40,000	-	-	-	1	-
Region VIII	-	-	-	-	-	-
Region IX	-	-	-	-	-	-
Region X	-	-	-	-	-	-
Region XI	-	-	-	-	-	-
Staff Compensation	-	-	-	-	-	-
Employee Benefits	-	-	-	-	-	-
TOTALS	\$ 280,000	\$ -	-	\$ -	4	-

SAD.FBR1 (TYP1)

08/17/94