

The Tobacco Institute

1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
Michigan St. Chamber of Comm.	\$ 2,000	\$ 2,000	\$ 2,000
Michigan Food Dealers	2,000	2,000	2,000
MINNESOTA			
MN Retail Merchants Assn	5,000	5,000	5,000
Minnesota Chamber of Commerce	1,000	2,500	2,000
Minnesota Grocers Association	1,000	2,000	2,000
MN Licensed Beverage Assn	2,500	1,000	1,000
MN Taxpayers Association	2,000	1,000	1,000
MN Petroleum Marketers Assn	1,000	1,000	1,000
MISSISSIPPI			
Retail Association of MS	1,000	1,000	1,000
MS Wholesale Grocers Assn	625	625	625
MS Restaurant Association	500	500	500
MS Assn of Convenience Stores	250	250	300
MS Economic Council	250	250	250
MONTANA			
Montana Chamber of Commerce	275	275	300
Montana Retailers Association	250	250	300
Montana Taxpayers Association	250	250	300
Montana Liability Coalition	250	250	300
Montana Power-Base Survey	400	400	-
NEBRASKA			
NE Retail Merchants Assn	500	500	500
NE Tax Research Council	500	500	500
NE Petroleum Marketers Assn	500	500	500
NE Restaurant Association	500	500	500
NE Chamber of Comm. & Industry	-	500	500
NEVADA			
Nevada Taxpayers Association	1,000	1,000	1,500
Nevada Retail Association	1,000	1,000	1,000
Nevada Petroleum Marketers	550	550	500
NEW HAMPSHIRE			
NH Retail Grocers Association	1,500	1,500	1,500
NH Lodging & Restaurant Assn	1,000	1,000	1,000

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
NH Retail Merchants Assn	\$ 500	\$ 500	\$ 500
NEW JERSEY			
NJ Restaurant Association	2,000	2,000	2,000
NJ Food Council	1,000	1,000	1,000
NJ Petroleum Marketers Assn	1,000	1,000	1,000
NJ Retail Council	1,000	1,000	1,000
NEW MEXICO			
NM Retail Association	-	-	500
NM Retail Grocery Association	250	250	-
NM Hotel/Motel Association	250	250	-
NEW YORK			
New York Business Council	1,500	1,500	2,500
NY Convenience Store Assn	1,000	1,000	2,500
NY Tavern Association	10,000	10,000	1,000
NY Restaurant Association	1,000	1,000	500
Public Policy Institute of NYS	500	500	500
NY Assn of T & C (mtg support)	500	500	500
NORTH CAROLINA			
North Carolina Free	2,000	2,000	2,000
North Carolina Farm Bureau	2,000	2,000	2,000
NC Business & Industry Assn	1,000	1,000	1,000
NC Retail Merchants Assn	500	500	500
NC Legis. Black Caucus Fdn	500	500	500
NORTH DAKOTA			
Greater ND Association	1,000	1,000	1,000
ND Retail Merchants	-	1,000	1,000
ND Grocers Association	500	500	500
OHIO			
Central OH Licensed	5,000	5,000	5,000
OH Council of Retail Merchants	1,500	1,500	1,500
Ripley Tobacco Festival	1,000	1,000	1,000
OH Grocers Association	1,000	1,000	1,000
ITECH (Peterson)	3,000	3,000	-
Bob Cat	1,000	1,000	-

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
OKLAHOMA			
OK Association of Vendors	\$ 500	\$ 500	\$ 500
OK Assn of Tobacco & Candy	500	500	-
OREGON			
OR Consumer Prod. Mktg. Group	-	10,000	15,000
Associated OR Industries	2,500	2,500	2,500
OR Food Industry	500	500	500
NFIB	500	500	500
OR Restaurant Association	500	500	500
OR Hotel Association	500	500	500
Anti-Tax	5,000	5,000	-
PENNSYLVANIA			
Pennsylvania Tobacco Farmers	2,000	2,000	2,000
PA Food Merchants Association	1,500	1,500	1,500
SOUTH CAROLINA			
SC Chamber of Commerce	500	500	500
SC Retail Merchants Assn	500	500	500
SC Convenience Store Assn	250	250	500
SOUTH DAKOTA			
SD Retail Merchants Assn	5,000	5,000	5,000
"No New Tax" Coalition	5,000	3,000	5,000
SD Innkeepers Association	3,000	3,000	3,000
Sioux Falls Chamber of Comm.	500	500	500
TENNESSEE			
TN Wholesale Grocers Assn	500	500	500
TN Association of Businesses	500	500	500
TN Restaurant Association	200	200	200
TEXAS			
TX Association of Businesses	500	500	500
TX Retailers Association	500	500	500
TX Retail Grocers	500	500	500
TX Restaurant Association	300	300	500
TX Association of Taxpayers	-	-	500

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
TX Oil Marketers Association	\$ 400	\$ 400	\$ -
UTAH			
Utah Taxpayers Association	1,000	1,000	1,000
Western Petroleum Mktrs Assn	-	-	500
Utah Food Industry Association	500	500	500
Utah Hotel & Motel Association	250	-	-
VERMONT			
Vermont Grocers Association	2,500	2,500	2,500
VIRGINIA			
VA Free	2,000	2,000	2,000
VA WS & Dist. (mtg support)	500	500	600
VA Association of Counties	500	500	500
VA Retail Merchants Assn	500	500	500
VA Farm Bureau	500	500	500
Metro Chamber of Commerce	500	500	500
WASHINGTON			
WA State Association of Neighborhood Stores	20,000	10,000	15,000
WA State Tavern Association	250	250	250
WA Restaurant Association	250	250	250
WA State Hotel Association	250	250	250
WEST VIRGINIA			
Legislative Reception	1,000	1,000	1,000
WV Chamber of Commerce	500	500	500
WV Retailers Association	500	500	500
WISCONSIN			
WI Petroleum Marketers Assn	2,500	2,500	2,500
Wisconsin Tobacco Farmers	2,000	2,000	2,000
WI Retail Merchants Assn	1,000	1,500	1,500
WI Manufacturing & Commerce	1,000	1,000	1,000
Madison Chamber of Commerce	500	-	-
WYOMING			
WY Hotel & Motel Association	250	250	500

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
WY Retail Merchants	\$ 100	\$ 100	\$ 500
Wyoming Taxpayers Association	300	300	300
NATIONAL HEADQUARTERS			
Nat'l Conference of State Legislature (NCSL)			
. Annual Meeting	20,000	20,000	4,000
. General support	1,500	1,500	2,000
American Legislative Exchange Council (ALEC)			
. Annual meeting	20,000	20,000	20,000
. General support	10,000	10,000	10,000
. ALEC Natl Leadershp summit	5,000	5,000	5,000
. ALEC Day in Washington	1,000	1,000	1,000
Council of State Gov'ts (CSG)			
. CSG Annual Meeting	5,000	5,000	5,000
. Eastern Regional CSG	2,000	2,000	2,500
. Southern Regional CSG	2,000	2,000	2,500
. mid-West Regional CSG	2,000	2,000	2,500
. Western Regional CSG	2,000	2,000	2,500
Contingency for national organizations	10,000	10,000	10,000
Contingency for other organizations:			
. SLLF-Nat'l Speakers Conf.	5,000	5,000	5,000
. Midwestern Gov. Conf.	2,500	2,500	2,500
. Southern Governors Assn	2,500	2,500	2,500
. Natl Retail Federation	2,000	2,000	2,000
. FIAE	1,000	1,000	2,000
. US Conference of Mayors	1,000	1,000	1,000
. SLLF-Senate Conference	5,000	5,000	-

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The Tobacco Institute

1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7520 - Support of Nat'l/State Orgs.</u>			
<u>(Continued)</u>			
TOTAL	\$ 313,875	\$ 309,400	\$ 304,250

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities - Headquarters

	1996 Budget	1996 Estimated	1997 Budget
Account: 7700 - Campaign Support Program			
State Campaign Contributions (7710)	\$ 373,500	\$ 390,600	\$ 381,500
Local Campaign Contributions (7720)	25,500	23,000	20,000
	<u>\$ 399,000</u>	<u>\$ 413,600</u>	<u>\$ 401,500</u>

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7710 - State Campaign Contributions</u>			
ALABAMA	\$ -	\$ 250	\$ 4,000
ARKANSAS	6,000	6,000	6,000
CALIFORNIA	80,000	100,000	80,000
COLORADO	10,000	10,000	10,000
DELAWARE	1,000	1,000	1,000
FLORIDA	80,000	80,000	80,000
GEORGIA	4,000	4,000	6,000
HAWAII	8,000	8,000	8,000
IDAHO	5,000	5,000	5,000
ILLINOIS	30,000	30,000	30,000
INDIANA	20,000	20,000	20,000
KANSAS	6,000	6,000	8,000
LOUISIANA	15,000	15,000	15,000
MAINE	3,000	1,000	3,000
MARYLAND	2,500	2,500	2,500
MISSISSIPPI	6,000	6,000	6,000
MISSOURI	20,000	20,000	20,000
NEVADA	15,000	15,000	15,000
NEW JERSEY	15,000	15,000	15,000
NEW MEXICO	6,000	6,000	6,000
NEW YORK	5,000	3,850	5,000

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1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7710 - State Campaign Contributions</u>			
<u>(Continued)</u>			
SOUTH CAROLINA	\$ 2,000	\$ 2,000	\$ 2,000
UTAH	4,000	4,000	4,000
VIRGINIA	20,000	20,000	20,000
WASHINGTON	10,000	10,000	10,000
TOTAL	\$ 373,500	\$ 390,600	\$ 381,500

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The Tobacco Institute

1997 BUDGET

COST CENTER	National Headquarters	No.	1401
	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
<u>Account #7720 - Local Campaign Contributions</u>			
CALIFORNIA	\$ 10,000	\$ 10,000	\$ 10,000
COLORADO	5,000	5,000	2,500
HAWAII	-	-	2,500
ILLINOIS	5,000	5,000	5,000
KANSAS	1,000	1,000	-
UTAH	2,000	2,000	-
WASHINGTON	2,500	-	-
TOTAL	\$ 25,500	\$ 23,000	\$ 20,000

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division - Regional Offices

			1996			1997		
			Budget	Estimated Expenditures	Authorized Positions	Proposed Budget	Authorized Positions Requested	% Change 96 Est vs 97 Budget
Region I	Martin Carson		\$ 97,200	\$ 78,700	2	\$ 101,500	2	29%
Region II	Ray Rizzo		90,170	93,220	2	96,100	2	
Region III	David Harozdovsky		109,500	118,900	2	109,500	2	< 8%>
Region IV	Randy Morris		114,500	124,600	2	122,800	2	< 1%>
Region V	Dan Howle		112,200	124,150	2	125,600	2	1%
Region VI	John Shipper		63,100	63,100	1	71,100	1	13%
Region VII	Ronald Morris		70,000	70,000	1	65,000	1	< 7%>
Region VIII	Gary Anderson		114,000	95,650	2	105,400	2	10%
TOTALS			\$ 770,670	\$ 768,320	14	\$ 797,000	14	4%

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1997 BUDGET

State Activities Division

COST CENTER Region I - Martin Carson No. 1410

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 58,500	\$ 30,000	\$ 50,000
4100 Automobiles-Regional VPs	6,800	6,800	7,100
4300 Rent - Space	14,700	14,600	15,500
4700 Furniture, Fixtures & Equipment	-	-	1,500
4800 Books & Subscriptions	-	300	500
4900 Equip., Repairs & Maintenance	-	900	1,000
5000 Office Supplies	-	3,100	3,100
5100 Postage & Delivery Services	2,200	3,100	3,400
5200 Reprod., Printing & Drafting	-	1,800	500
5300 Telephone & Fax	15,000	17,500	18,200
5500 Membership Dues & Fees	-	600	700
Totals	\$ 97,200	\$ 78,700	\$ 101,500

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1997 BUDGET

State Activities Division

COST CENTER Region II - Ray Rizzo No. 1420

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 50,000	\$ 50,000	\$ 50,000
4100 Automobiles-Regional VPs	6,300	6,300	6,300
4300 Rent - Space	9,700	9,700	9,700
4600 Other Occupancy Expense	2,050	2,000	3,000
4700 Furniture, Fixtures & Equipment	3,000	3,000	5,000
4800 Books & Subscriptions	-	200	200
4900 Equip., Repairs & Maintenance	-	300	300
5000 Office Supplies	-	1,000	1,000
5100 Postage & Delivery Services	2,500	2,500	2,500
5200 Reprod., Printing & Drafting	-	1,000	1,000
5300 Telephone & Fax	16,000	16,000	16,000
5400 Other Office Expense	620	620	500
5500 Membership Dues & Fees	-	600	600
Totals	\$ 90,170	\$ 93,220	\$ 96,100

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1997 BUDGET

State Activities Division

COST CENTER Region III - David Horazdovsky No. 1430

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 60,000	\$ 60,000	\$ 60,000
4100 Automobiles-Regional VPs	6,900	6,900	6,900
4300 Rent - Space	12,000	14,100	13,000
4600 Other Occupancy Expense	1,600	3,900	1,600
4700 Furniture, Fixtures & Equipment	3,000	7,000	3,000
5000 Office Supplies	2,000	3,000	3,000
5100 Postage & Delivery Services	2,000	2,000	2,000
5300 Telephone & Fax	19,000	19,000	20,000
6900 Employee Reloc. & Recruitment	3,000	3,000	-
Totals	\$ 109,500	\$ 118,900	\$ 109,500

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division

COST CENTER Region IV - Randy Morris No. 1440

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 70,000	\$ 70,000	\$ 72,000
4100 Automobiles-Regional VPs	7,200	7,200	7,200
4300 Rent - Space	9,400	9,400	9,600
4600 Other Occupancy Expense	2,000	2,000	2,000
4700 Furniture, Fixtures & Equipment	1,000	1,000	1,500
4800 Books & Subscriptions	200	300	300
5000 Office Supplies	2,000	2,000	2,500
5100 Postage & Delivery Services	3,000	3,000	3,000
5200 Reprod., Printing & Drafting	2,000	2,000	2,000
5300 Telephone & Fax	14,000	24,000	20,000
5400 Other Office Expense	1,000	1,000	1,000
5500 Membership Dues & Fees	1,000	1,000	1,000
6600 Business Taxes	700	700	700
6900 Employee Reloc. & Recruitment	1,000	1,000	-
Totals	\$ 114,500	\$ 124,600	\$ 122,800

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division

COST CENTER Region V - Dan Howle No. 1450

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 50,000	\$ 60,000	\$ 65,000
4100 Automobiles-Regional VPs	7,200	7,200	7,200
4300 Rent - Space	16,500	18,300	18,300
4600 Other Occupancy Expense	-	2,600	2,600
4700 Furniture, Fixtures & Equipment	8,000	4,000	2,500
4800 Books & Subscriptions	300	1,700	1,700
4900 Equip., Repairs & Maintenance	300	750	750
5000 Office Supplies	6,350	6,350	6,350
5100 Postage & Delivery Services	2,000	2,100	2,500
5200 Reprod., Printing & Drafting	150	150	200
5300 Telephone & Fax	16,000	16,000	16,000
5500 Membership Dues & Fees	2,400	2,000	2,000
6600 Business Taxes	500	500	500
6900 Employee Reloc. & Recruitment	2,500	2,500	-
Totals	\$ 112,200	\$ 124,150	\$ 125,600

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division

COST CENTER Region VI - John Shipper No. 1460

Authorized Positions 1996 - 1
Authorized Positions Requested 1997 - 1

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 55,000	\$ 55,000	\$ 60,000
4100 Automobiles-Regional VPs	7,100	7,100	7,100
5300 Telephone & Fax	1,000	1,000	4,000
Totals	\$ 63,100	\$ 63,100	\$ 71,100

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division

COST CENTER Region VII - Ronald Morris No. 1470

Authorized Positions 1996 - 1
Authorized Positions Requested 1997 - 1

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 60,000	\$ 60,000	\$ 60,000
5300 Telephone & Fax	10,000	10,000	5,000
Totals	\$ 70,000	\$ 70,000	\$ 65,000

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THE TOBACCO INSTITUTE

1997 BUDGET

State Activities Division

COST CENTER Region VIII - Gary Anderson No. 1480

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET	1996 ESTIMATED	1997 BUDGET
3900 Travel	\$ 55,000	\$ 48,000	\$ 57,000
4100 Automobiles-Regional VPs	6,500	5,000	7,000
4300 Rent - Space	14,500	12,100	10,800
4600 Other Occupancy Expense	-	1,100	1,860
4700 Furniture, Fixtures & Equipment	15,000	17,000	750
4900 Equip., Repairs & Maintenance	-	500	600
5000 Office Supplies	-	2,250	3,500
5100 Postage & Delivery Services	2,000	750	3,000
5200 Reprod., Printing & Drafting	-	750	1,000
5300 Telephone & Fax	16,000	7,500	17,500
5400 Other Office Expense	-	175	1,500
5500 Membership Dues & Fees	-	525	890
6900 Employee Reloc. & Recruitment	5,000	-	-
Totals	\$ 114,000	\$ 95,650	\$ 105,400

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1. *Introduction*

THE TOBACCO INSTITUTE

1997 BUDGET

Public Affairs Division

	1996			1997		% Change 96 Est vs 97 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1301 General Administration	\$7,801	\$7,548	16	\$6,961	15	< 8%>
1316 National Tobacco Council	566	632	-	281	-	< 56%>
Total Budget	\$8,367	\$8,180	16	\$7,242	15	< 11%>

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THE TOBACCO INSTITUTE

1997 BUDGET

Public Affairs Division

COST CENTER General Administration No. 1301

Authorized Positions 1996 - 16

Authorized Positions Requested 1997 - 15

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
2800 Staff Compensation	\$1,158	\$1,138	\$1,082
3200 Employee Benefits	312	307	292
3900 Travel	100	75	100
4600 Other Occupancy Expense	1	5	5
4800 Books & Subscriptions	30	40	50
4900 Equip., Repairs & Maintenance	-	3	-
5000 Office Supplies	3	1	2
5100 Postage & Delivery Services	60	60	60
5200 Reprod., Printing & Drafting	85	75	65
5300 Telephone & Fax	12	8	10
5400 Other Office Expense	21	13	15
5500 Membership Dues & Fees	8	8	10
5800 Legal Fees	100	205	100
6600 Business Taxes	1	1	1
6900 Employee Reloc. & Recruitment	20	35	20
7200 Miscellaneous Expense	1	1	1
7300 Professional Fees	1,747	1,630	1,415
7400 Purchased Administrative Svces	2	6	6
7500 Suprt Tob & Oth Organizations	3,515	3,312	3,075
8000 Computer Services	85	85	100
9100 Data Processing Allocation	140	140	140
9400 Occup. & Office Expense Alloc.	400	400	412
Totals	\$7,801	\$7,548	\$6,961

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THE TOBACCO INSTITUTE
1997 BUDGET

COST CENTER Public Affairs

No. 1301

STAFFING SCHEDULE
12/11/96
Months of Employment

<u>Employee Name</u>		<u>1996 Budget</u>	<u>1996 Estimated</u>	<u>1997 Budget</u>
B. Dawson	Sr. V.P./Division Director	12	12	12
W. Woodson	Vice President	12	12	12
W. Orzechowski	Director-Economic Issues	12	12	12
C. Yoe	Director-Legislative Information	12	8	0
M. Rita Gore	Director-Legislative Information	12	12	12
New Hire	Director-Special Projects	12	0	0
W. Merryman	V.P./Director of Communications	12	12	12
T. Lauria	Assistant to the President	12	12	12
M. Giamberardino	Manager-Issues Information	0	5	12
L. Kaiser	Manager-Communications	12	12	12
Logue	Manager-Legislative Information	12	12	12
Pressnell-Hessenius	Manager-Issues Information	12	11	12
R. Walker	Manager-Issues Information	12	12	12
S. Russell	Administrative Assistant	12	12	12
D. Sullivan	Administrative Assistant	12	11	12
P. Smock	Secretary	12	12	12
A. Moore	Secretary	12	12	12
Totals		192	179	180

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #4801 - Books & Subscriptions</u>			
Information Center Periodicals & Materials	\$ 30	\$ 40	\$ 50
TOTAL	\$ 30	\$ 40	\$ 50

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5101 - Postage</u>			
Mailing of newsletters, reports, Tax Burden, etc.	\$ 30	\$ 30	\$ 30
Nationwide media mailings	5	5	5
Targeted print/broadcast mailings	5	5	5
TOTAL	\$ 40	\$ 40	\$ 40

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The Tobacco Institute

1997 BUDGET

COST CENTER General Administration No. 1301

	<u>1996 BUDGET (\$000)</u>	<u>1996 ESTIMATED (\$000)</u>	<u>1997 BUDGET (\$000)</u>
<u>Account #5102 - Delivery Services</u>			
Overnight deliveries to the Executive Committee and other Institute oversight committees	\$ 20	\$ 20	\$ 20
TOTAL	<u>\$ 20</u>	<u>\$ 20</u>	<u>\$ 20</u>

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration		No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)	
<u>Account #5201 - Reprod., Printing & Drafting</u>				
TI Tax Publications				
. Tax Burden on Tobacco	\$ 20	\$ 20	\$ 20	
. State data card reprints (50 states)	25	40	15	
Fire Program Materials	15	5	15	
Issue Fact Sheets & TIP	10	5	5	
Letterhead and miscellaneous	10	5	5	
Committee presentations	5	-	5	
TOTAL	\$ 85	\$ 75	\$ 65	

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5401 - Other Office Expense</u>			
Video monitoring services, transcripts, and news clips	\$ 20	\$ 12	\$ 14
General office	1	1	1
TOTAL	\$ 21	\$ 13	\$ 15

83615524

The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5801 - Legal Fees</u>			
Covington & Burling - General	\$ 100	\$ 205	\$ 100
TOTAL	\$ 100	\$ 205	\$ 100

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Consultant scientist on environmental tobacco smoke (ETS) and ventilation issues:			
. Ventilation consultant fees and expenses	\$ 150	\$ 135	\$ 150
. ETS Economist program to report on the economic impact of smoking bans	175	50	125
. ETS witness program recruiting and support to replace retiring witness, and prepare for worst case legislative and regulatory scenarios pending outcome of the elections	225	85	-
. ETS literature search and retrieval	100	100	100
. ETS/IAQ meeting coverage	30	15	-
. Comments and testimony (per FRD and SAD request, including state OSHAs)	50	-	25
. ETS/IAQ articles	10	-	-

83615526

The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
Public relations support as required by State Activities/Federal Relations Divisions; Media Relations consultants on breaking news stories and, promotion of other industry positions; satellite media activity (Nat'l Media, Inc./Corporate TV/ Rubenstein)	\$ 275	\$ 108	\$ 200
Tri Data, Inc. for general consulting, data analyses, coalition building and fire safety research (includes travel)	158	158	158
. Immigrant population project	-	-	50
Support to state and federal tax legislation -			
. State crossborder studies (7-8 priority states)	90	50	60
. Crossborder retailer surveys (data collection from merchants -- 2 to 3 locales)	60	60	60
. Update and promote economic impact study	25	20	40
. Regressivity analysis	-	-	40
. Social cost analysis	20	40	-

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
Support to state and federal advertising legislation -			
. Testimony and comments	\$ 75	\$ 10	\$ 75
. Advertising impact study (FAC)	50	40	50
Tax and IAQ strategy consultant (Michael Forscey)	72	80	80
Liason to agricultural organizations (David Senter)	72	80	72
Advertising support:			
. Economic impact study of retail promotions ban	50	50	25
. Retail guide promotion (local action guide)	20	-	-
Federal/state testimony on tax issues	30	25	55
Litigation consultant	-	15	40
Public Affairs Division general contingency reserve	10	-	10
Testing and development of potential messages and outreach efforts on FDA matters	-	500	-
Price Waterhouse economic study	-	9	-

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
<u>(Continued)</u>			
TOTAL	\$ 1,747	\$ 1,630	\$ 1,415

83615529

The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7501 - Suprt Tob & Other Organization</u>			
Other tax interest groups	\$ 25	\$ 25	\$ 50
The Tax Foundation	40	40	40
Washington Legal Foundation	35	35	35
American Civil Liberties Union	25	-	25
Federation of Southern Cooperatives	25	23	25
National Defense Council Foundation	-	25	-
Alexis de Tocqueville Institute	20	20	20
Other ETS interest groups	25	-	-
American Advertising	4	4	5
Fire safety program			
. Programs for local fire safety organizations	5	5	5
. National Association of State Fire Marshals	5	5	5
. National Volunteer Fire Council	5	5	5
. Congressional Fire Services Institute	2	2	2
Other support	-	1	1

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7501 - Suprt Tob & Other Organization</u>			
<u>(Continued)</u>			
TOTAL	\$ 216	\$ 190	\$ 218

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7502 - Support to Labor Mgmt Comm.</u>			
National Labor Management Committee (LMC): counsel to support all Committee and national coalition group activities, and to provide direction to all state consul- tants relating to Committee positions; support of OSHA and IAQ program; support of national and state fair tax groups; and general coalitions reserves	\$ 3,049	\$ 2,922	\$ 2,857
TOTAL	\$ 3,049	\$ 2,922	\$ 2,857

83615532

PROGRAM/CONSULTANT	1996 BUDGET	1996 ESTIMATE	1997 PROPOSED
NEMI - General Support	250,000	310,000	310,000
NEMI - Consultant	60,000	0	0
NEMI - State/Federal IAQ Projects	250,000	250,000	250,000
Citizens for Tax Justice - support	96,000	96,000	96,000
Citizen Action -support	96,000	96,000	96,000
Economic Policy Institute-support	30,000	30,000	30,000
Coalition of Labor Union Women	15,000	15,000	15,000
Labor Council for Latin American Adv	15,000	15,000	15,000
A. Philip Randolph Education Fund	15,000	15,000	15,000
National Council of Senior Citizens	50,000	80,000	75,000
State & Regional Consultants			
Harry Kaiser (OH, Midwest, Federal)	160,000	160,000	160,000
Bill Holayter (Federal)	30,000	30,000	30,000
Strategy Group (Regional & Federal)	60,000	60,000	60,000
Bob Wolper (PA)-30K+sales tax	32,000	32,000	32,000
Frank Ortis (FL)	30,000	30,000	30,000
Joe Daniels (WA)	30,000	30,000	30,000
Doug Weiland (MI)	30,000	30,000	30,000
Art Carter (CA)	60,000	60,000	90,000
Lowell Junkins (IA)	18,000	18,000	18,000
Jim Featherstonhaugh (NY)	45,000	45,000	45,000
David Roe (MN)	30,000	30,000	30,000
New England (Donahue)	30,000	30,000	30,000
Sam Dawson (TX, AZ, UT, Federal)	80,000	80,000	80,000
Staff & National Consultants			
Savarese & Associates	300,000	300,000	300,000
Mike Forscey	192,000	192,000	192,000
Tommy Donahue	120,000	120,000	120,000
Federal Consultants	258,000	258,000	258,000
PR support-Tricom	160,000	160,000	160,000
Other Consultants	20,000	20,000	0
Administrative & Travel	60,000	60,000	60,000
Special Projects			
-Support to State Tax Groups	30,000	30,000	25,000
-Displaced Worker Studies	50,000	50,000	0
-Federal Health Care-State Impacts	120,000	90,000	80,000
Annual Legislative Conference	100,000	100,000	95,000
TOTAL	2,922,000	2,922,000	2,857,000

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12/9/96

The Tobacco Institute

1997 BUDGET

COST CENTER General Administration No. 1301

	<u>1996 BUDGET (\$000)</u>	<u>1996 ESTIMATED (\$000)</u>	<u>1997 BUDGET (\$000)</u>
<u>Account #7503 - Suprt to Consumer Tax Alliance</u>	\$ 250	\$ 200	\$ -
TOTAL	<u>\$ 250</u>	<u>\$ 200</u>	<u>\$ -</u>

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1301
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #8001 - Computer Services</u>			
News and data retrieval services access and usage charges	\$ 85	\$ 85	\$ 100
TOTAL	\$ 85	\$ 85	\$ 100

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THE TOBACCO INSTITUTE

1997 BUDGET

Public Affairs Division

COST CENTER National Tobacco Council No. 1316

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
3900 Travel	\$ 10	\$ 10	\$ 10
5100 Postage & Delivery Services	3	1	3
5200 Reprod., Printing & Drafting	10	3	5
7200 Miscellaneous Expense	-	1	1
7300 Professional Fees	25	10	10
7500 Suprt Tob & Oth Organizations	516	605	250
7700 Contributions	2	2	2
Totals	\$ 566	\$ 632	\$ 281

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The Tobacco Institute

1997 BUDGET

COST CENTER National Tobacco Council No. 1316

	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7501 - Suprt Tob & Other Organization</u>			
Grants to reorganized tobacco growers groups	\$ 491	\$ 580	\$ 250
Grants to other organizations	25	25	-
TOTAL	<u>\$ 516</u>	<u>\$ 605</u>	<u>\$ 250</u>

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1997 BUDGET

Unified Youth Program

	1996			1997		% Change
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	96 Est vs 97 Budget
1302 Unified Youth Program	\$9,405	\$9,405	-	\$4,749	-	< 50%>
Totals	\$9,405	\$9,405	-	\$4,749	-	< 50%>

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1997 BUDGET

Unified Youth Program

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
5100 Postage & Delivery Services	2,349	2,349	2,102
5200 Reprod., Printing & Drafting	4,329	4,762	1,330
6200 Advertising Expense	100	100	25
7300 Professional Fees	2,627	2,194	1,292
Totals	\$9,405	\$9,405	\$4,749

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The Tobacco Institute

1997 BUDGET

COST CENTER	Unified Youth Program	No.	1302
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5101 - Postage</u>			
Distribution and mailing of program materials to retailers	\$ 1,700	\$ 1,700	\$ 1,965
Mailings to retailers to solicit participation	574	574	137
Follow-up to solicit participation	75	75	-
TOTAL	<u>\$ 2,349</u>	<u>\$ 2,349</u>	<u>\$ 2,102</u>

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The Tobacco Institute

1997 BUDGET

COST CENTER	Unified Youth Program	No.	1302
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5201 - Reprod., Printing & Drafting</u>			
Materials printing and development	\$ 3,684	\$ 3,684	\$ 1,566
Retailer solicitation and communication	375	375	397
1997 prepayment of materials printing and development	200	633 <	633 >
Video, and audio, printing and production	70	70	-
TOTAL	\$ 4,329	\$ 4,762	\$ 1,330

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The Tobacco Institute

1997 BUDGET

COST CENTER	Unified Youth Program	No.	1302
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #6201 - Advertising Expense</u>			
Advertising in trade publications to promote programs	\$ 100	\$ 100	\$ 25
TOTAL	\$ 100	\$ 100	\$ 25

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The Tobacco Institute

1997 BUDGET

COST CENTER	Unified Youth Program	No.	1302
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Training seminars for state associations, retailers and wholesaler conventions, and others	\$ 600	\$ 600	\$ 592
Outreach and recruitment	749	749	400
Public relations support (including activities in states):			
. On-going	100	400	250
New product development; translation and other applications	100	50	-
"WE CARD" bill boards, material and public relations	-	175	-
Research	10	10	50
Other program costs	210	210	-
Training seminars and "train the trainers"	858	-	-
TOTAL	\$ 2,627	\$ 2,194	\$ 1,292

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THE TOBACCO INSTITUTE

1997 BUDGET

Administration Division

	1996			1997		% Change 96 Est vs 97 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
1101 General Administration	\$1,972	\$1,997	10	\$2,006	10	0%
1103 Data Processing	367	367	2	367	2	-
Data Processing Allocation	< 367>	< 367>	-	< 367>	-	-
 Total Budget	 \$1,972	 \$1,997	 12	 \$2,006	 12	 0%

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1997 BUDGET

Administration Division

COST CENTER General Administration No. 1101

Authorized Positions 1996 - 10

Authorized Positions Requested 1997 - 10

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
2800 Staff Compensation	\$1,289	\$1,288	\$1,317
3200 Employee Benefits	348	351	353
3900 Travel	63	66	62
4000 Conferences & Meetings	21	21	22
4300 Rent - Space	790	790	812
4600 Other Occupancy Expense	42	37	28
4700 Furniture, Fixtures & Equipment	4	4	4
4800 Books & Subscriptions	2	2	2
4900 Equip., Repairs & Maintenance	8	8	8
5000 Office Supplies	21	29	31
5100 Postage & Delivery Services	37	44	47
5200 Reprod., Printing & Drafting	72	82	75
5300 Telephone & Fax	142	140	140
5400 Other Office Expense	60	62	65
5500 Membership Dues & Fees	12	12	12
5800 Legal Fees	200	200	200
6600 Business Taxes	22	22	23
6900 Employee Reloc. & Recruitment	15	15	15
7300 Professional Fees	45	45	48
9100 Data Processing Allocation	32	32	32
9300 TITL Administrative Allocation	< 53 >	< 53 >	< 54 >
9400 Occup. & Office Expense Alloc.	< 1,200 >	< 1,200 >	< 1,236 >
Totals	\$1,972	\$1,997	\$2,006

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THE TOBACCO INSTITUTE
1997 BUDGET

COST CENTER General Administration

No. 1101

STAFFING SCHEDULE

12/11/96

Months of Employment

<u>Employee Name</u>		<u>1996 Budget</u>	<u>1996 Estimated</u>	<u>1997 Budget</u>
S. Chilcote	President	12	12	12
W. Adams	Sr. V.P./Division Director	12	12	12
M. Radell	Controller	12	12	12
E. Fitzpatrick	Staff Accountant	12	12	12
M. Terova	Office Manager	0	7	12
D. Hilderley	Office Manager	12	5	0
D. Thomas	Executive Assistant	12	12	12
N. Caputo	Administrative Assistant	12	12	12
S. Lundahl	Receptionist	12	12	12
W. Mickens	Office Services Supervisor	12	12	12
S. Evans	Office Services Assistant	12	12	12
Totals		120	120	120

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #3201 - Employee Benefits</u>			
Health Insurance	\$ 575	\$ 570	\$ 600
Payroll Taxes	320	300	315
401 (k) Employee Savings Plan	210	200	210
Group Life Insurance	70	62	65
Employee Parking-Washington,DC	45	45	46
Workman's Compensation	40	40	40
Long Term Disability Insurance	28	33	35
Supplemental Executive Retirement Plan, Contingency and other	30	47	57
Allocation to other cost centers	< 970 >	< 946 >	< 1,015 >
TOTAL	\$ 348	\$ 351	\$ 353

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #4001 - Conference & Meetings</u>			
Annual meeting and Executive Committee meetings in New York City and Washington, D.C.	\$ 18	\$ 18	\$ 19
Committee of Counsel, Pension Committee, Finance Committee, and miscellaneous	3	3	3
TOTAL	\$ 21	\$ 21	\$ 22

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The Tobacco Institute

1997 BUDGET

COST CENTER	<u>General Administration</u>		No.	<u>1101</u>
	<u>1996 BUDGET (\$000)</u>	<u>1996 ESTIMATED (\$000)</u>	<u>1997 BUDGET (\$000)</u>	
<u>Account #4301 - Rent - Space</u>				
Washington, DC Headquarters - (22,412 s/f @ \$32.00 x 12 mos)	\$ 718	\$ 718	\$ 718	
Operating expense pass-through (cumulative from 06/01/94)	38	38	52	
CPI escalation (cumulative from 06/01/94)	15	15	23	
Basement storage space (1,437 s/f @ \$13.00)	19	19	19	
TOTAL	<u>\$ 790</u>	<u>\$ 790</u>	<u>\$ 812</u>	

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #4601 - Other Occupancy Expense</u>			
Off-premises documents storage	\$ 37	\$ 14	\$ 11
Office maintenance	-	6	6
Parking for Washington, D.C. pool automobile	5	5	5
Office security system	-	10	4
Overtime charges on HVAC	-	2	2
TOTAL	\$ 42	\$ 37	\$ 28

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5201 - Reprod., Printing & Drafting</u>			
Copier lease payments, supplies and maintenance, and per page charges	\$ 57	\$ 70	\$ 63
Graphics, artwork, and printing	15	12	12
TOTAL	\$ 72	\$ 82	\$ 75

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5301 - Telephone & Fax</u>			
Long distance calls from/to Washington, D.C., local service, and cellular service.	\$ 142	\$ 140	\$ 140
TOTAL	\$ 142	\$ 140	\$ 140

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5401 - Other Office Expense</u>			
Liability and other general insurance	\$ 27	\$ 27	\$ 29
Office cleaning and plant service	14	15	16
Benefits for Washington, D.C. employees (e.g., coffee, subsidized sodas, kitchen supplies, etc.)	11	12	12
Employee Christmas party	8	8	8
TOTAL	\$ 60	\$ 62	\$ 65

83615555

The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5801 - Legal Fees</u>			
Covington & Burling - general legal services	\$ 200	\$ 200	\$ 200
TOTAL	\$ 200	\$ 200	\$ 200

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #6601 - Business Taxes</u>			
D.C. personal property tax	\$ 13	\$ 13	\$ 14
D.C. sales and use tax	6	6	6
Other	3	3	3
TOTAL	<u>\$ 22</u>	<u>\$ 22</u>	<u>\$ 23</u>

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Audit of the Institute by an outside CPA firm	\$ 31	\$ 31	\$ 32
Employee benefits plan consultants and fees	10	10	11
Miscellaneous	4	4	5
TOTAL	\$ 45	\$ 45	\$ 48

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The Tobacco Institute

1997 BUDGET

COST CENTER	General Administration	No.	1101
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #9401 - Occup. & Office Expense Alloc.</u>			
Federal Relations (1201)	<\$ 400>	<\$ 400>	<\$ 412>
State Activities (1401)	< 400>	< 400>	< 412>
Public Affairs (1301)	< 400>	< 400>	< 412>
Administration allocation out (1101)	< 98>	< 98>	< 101>
Administration allocation in (1101)	98	98	101
TOTAL	<\$ 1,200>	<\$ 1,200>	<\$ 1,236>

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THE TOBACCO INSTITUTE

1997 BUDGET

COST CENTER Data Processing No. 1103

Authorized Positions 1996 - 2
Authorized Positions Requested 1997 - 2

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
2800 Staff Compensation	\$ 132	\$ 137	\$ 144
3200 Employee Benefits	36	37	39
3900 Travel	5	8	5
4600 Other Occupancy Expense	3	4	3
4700 Furniture, Fixtures & Equipment	41	41	42
4800 Books & Subscriptions	1	1	1
4900 Equip., Repairs & Maintenance	60	57	57
5000 Office Supplies	18	20	18
5300 Telephone & Fax	16	13	11
5500 Membership Dues & Fees	4	3	3
8000 Computer Services	51	46	44
Subtotals	367	367	367
9100 Data Processing Allocation	< 367 >	< 367 >	< 367 >
Totals	\$ -	\$ -	\$ -

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THE TOBACCO INSTITUTE
1997 BUDGET

COST CENTER

Data Processing

No. 1103

STAFFING SCHEDULE

12/11/96

Months of Employment

<u>Employee Name</u>		<u>1996 Budget</u>	<u>1996 Estimated</u>	<u>1997 Budget</u>
R. Miller	Director of Management Information Systems	12	12	12
G. Dieman	LAN Systems Administrator	<u>12</u>	<u>12</u>	<u>12</u>
Totals		24	24	24

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The Tobacco Institute

1997 BUDGET

COST CENTER	Data Processing	No.	1103
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #4701 - Furniture, Fixtures & Equipment</u>			
Personal computers for Local Area Network (LAN) for head- quarters office, terminals, communications devices, and other equipment; includes replacement of 386 class equipment with newer technology	\$ 41	\$ 41	\$ 42
TOTAL	\$ 41	\$ 41	\$ 42

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The Tobacco Institute

1997 BUDGET

COST CENTER	Data Processing	No.	1103
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #4901 - Equip., Repairs & Maintenance</u>			
Computer hardware maintenance			
Headquarters office personal computers and local area network	\$ 50	\$ 50	\$ 50
On-site coverage of field office equipment	10	7	7
TOTAL	\$ 60	\$ 57	\$ 57

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The Tobacco Institute

1997 BUDGET

COST CENTER	<u>Data Processing</u>	No.	<u>1103</u>
	<u>1996 BUDGET (\$000)</u>	<u>1996 ESTIMATED (\$000)</u>	<u>1997 BUDGET (\$000)</u>
<u>Account #5001 - Office Supplies</u>			
Computer toner cartridges, cables, connectors and ribbons for the Institute's systems, and hardware purchases costing less than \$300.00 each	\$ 15	\$ 17	\$ 15
Additional computer supplies for field office computers	3	3	3
TOTAL	<u>\$ 18</u>	<u>\$ 20</u>	<u>\$ 18</u>

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The Tobacco Institute

1997 BUDGET

COST CENTER	Data Processing	No.	1103
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5301 - Telephone & Fax</u>			
Computer-related telephone charges including modem access charges, pagers, and home office data lines	\$ 4	\$ 6	\$ 4
Electronic mail and online service charges:			
CompuServe (DP only)	8	2	3
Internet connections (DP only)	2	2	2
MCI Mail (DP only)	2	3	2
TOTAL	\$ 16	\$ 13	\$ 11

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The Tobacco Institute

1997 BUDGET

COST CENTER	Data Processing		No.	1103
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)	
<u>Account #8000 - Computer Services</u>				
Local Area Network software maintenance and support	\$ 18	\$ 15	\$ 15	
Purchased software for personal computers and the Local Area Network	12	15	12	
Payroll and payroll taxes processing service bureau fees	10	10	11	
Internal accounting system software maintenance and support	5	5	3	
State legislative tracking system, software maintenance, and support	5	-	2	
State historical/legislative and miscellaneous database software maintenance and support	1	1	1	
TOTAL	\$ 51	\$ 46	\$ 44	

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1997 BUDGET

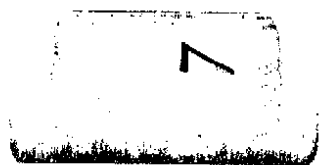
COST CENTER Data Processing No. 1103

1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
---------------------------	------------------------------	---------------------------

Account #9100 - Data Processing Allocation

Federal Relations (1201)	<\$	70>	<\$	70>	<\$	70>
State Activities (1401)	<	125>	<	125>	<	125>
Public Affairs (1301)	<	140>	<	140>	<	140>
Administration (1101)	<	32>	<	32>	<	32>
TOTAL	<\$	367>	<\$	367>	<\$	367>

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Wilson Jones, Inc.

Wilson Jones, Inc.  Quick Response System

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1997 BUDGET

Initiative Pass-Through Payments

	1996			1997		% Change 96 Est vs 97 Budget
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	
3401 Init. Pass-Through Pymnts	\$5,751	\$5,751	-	\$ -	-	<100%>
Totals	\$5,751	\$5,751	-	\$ -	-	<100%>

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PASS.DSR(TYP1)

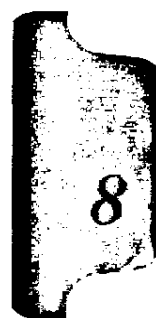
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The Tobacco Institute

1997 BUDGET

COST CENTER	Initiative Pass-Through Pymnts	No.	3401
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7320 - Special Projects</u>			
ARIZONA			
Initiative campaign	\$ 161	\$ 161	\$ -
OREGON			
Initiative campaign	5,590	5,590	-
TOTAL	\$ 5,751	\$ 5,751	\$ -

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Wilson Jones : *Quick Reference Index System*

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1997 BUDGET

Contingency Funds

		1996		1997		% Change
	Budget (\$000)	Estimated Expenditures (\$000)	Authorized Positions	Proposed Budget (\$000)	Authorized Positions Requested	96 Est vs 97 Budget
1901 General Contingency Funds	\$ 200	\$ -	-	\$ -	-	-
1902 Product Liability Litigation	6,550	6,800	-	5,250	-	< 23%>
1903 OSHA/ETS Matters	500	555	-	450	-	< 19%>
1904 FDA Matters	675	545	-	150	-	< 72%>
 Total Budget	 \$7,925	 \$7,900	 -	 \$5,850	 -	 < 26%>

1-8
1-1

GENL.DSR(TYP1)

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1997 BUDGET

COST CENTER	General Contingency Funds	No.	1901
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
General contingency funds	\$ 400	\$ 200	\$ -
1996 Allocation:			
Product liability litigation	< 200 >	< 200 >	-
TOTAL	\$ 200	\$ -	\$ -

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1997 BUDGET

COST CENTER	Product Liability Litigation	No.	1902
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5801 - Legal Fees</u>			
Product liability litigation - Covington & Burling	\$ 4,800	\$ 4,800	\$ 4,000
Product liability litigation - Other firms	1,400	1,400	1,200
Legal fees for defense of tobacco industry contractors	350	600	50
TOTAL	\$ 6,550	\$ 6,800	\$ 5,250

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1997 BUDGET

OSHA/ETS Matters

COST CENTER _____ OSHA/ETS Matters _____ No. 1903

ACCOUNT	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
5800 Legal Fees	\$ 250	\$ 405	\$ 250
7300 Professional Fees	250	150	200
Totals	\$ 500	\$ 555	\$ 450

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1997 BUDGET

COST CENTER	OSHA/ETS Matters	No.	1903
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5801 - Legal Fees</u>			
Legal fees for preparation and expected reopening of the record, and public comment and hearing on OSHA/ETS proposal	\$ 250	\$ 405	\$ 250
TOTAL	\$ 250	\$ 405	\$ 250

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1997 BUDGET

COST CENTER	OSHA/ETS Matters	No.	1903
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #7301 - Professional Fees</u>			
Consultant fees for preparation and participation in OSHA environmental tobacco smoke hearings	\$ 250	\$ 150	\$ 200
TOTAL	\$ 250	\$ 150	\$ 200

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1997 BUDGET

COST CENTER	FDA Matters	No.	1904
	1996 BUDGET (\$000)	1996 ESTIMATED (\$000)	1997 BUDGET (\$000)
<u>Account #5801 - Legal Fees</u>			
Legal fees related to FDA regulation of tobacco products	\$ 675	\$ 545	\$ 150
TOTAL	\$ 675	\$ 545	\$ 150

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