

**REPORT OF COMMUNICATION COSTS  
 BY CORPORATIONS AND MEMBERSHIP ORGANIZATIONS**

(See reverse side for instructions.)

<p>1. (a) NAME OF ORGANIZATION  <b>Association of Trial Lawyers of America</b></p> <p>(b) ADDRESS (Number and Street)  <b>1050 31st Street, NW</b></p> <p>(c) CITY, STATE AND ZIP CODE  <b>Washington, DC 20007</b></p>	<p>2. IDENTIFICATION NUMBER (Assigned by FEC)  <b>C70003017</b></p> <p>3. TYPE OF ORGANIZATION (Check Appropriate Box)</p> <p><input type="checkbox"/> Corporation <input checked="" type="checkbox"/> Trade Association  <input type="checkbox"/> Labor Organization <input type="checkbox"/> Cooperative  <input checked="" type="checkbox"/> Membership Organization <input type="checkbox"/> Corporation without capital stock</p>
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4. TYPE OF REPORT (Check One)

(a)  April 15 Quarterly Report     July 15 Quarterly Report     October 15 Quarterly Report  
 **30 Day Post Election Report**  
 12 Day Pre-General Election Report held on \_\_\_\_\_ in the State of \_\_\_\_\_  
 January 31 Year End Report

(b) Is this Report an Amendment?     YES     NO

5. THIS REPORT COVERS THE PERIOD **10/21/00** THROUGH **11/27/00**

**SUMMARY OF COMMUNICATION COSTS**

Type of Communication	Class or Category Communicated With	Date(s) of Communication	Check One		Identify Candidate, Office Sought, District and State, and Whether for Primary or General Election	Cost of Communication (Per Candidate)
			Support	Oppose		
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: e-mail	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	10/27	XX		Al Gore, President, General Election	\$2,189.89
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: e-mail	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	11/2	XX		Al Gore, President General Election	\$217.60

(NOTE: For additional communications, attach separate sheets containing the same information as above.)

**TOTAL COMMUNICATION COSTS FOR THIS PERIOD    \$11,342.43**

I certify that I have examined this report and, to the best of my knowledge and belief, it is true, correct and complete.

**Christine D. Koerner**



**12/07/00**

Type or Print Name

Signature and Title of Person Designated to Sign This Report

Date

NOTE: Submission of false, erroneous, or incomplete information may subject the person signing this report to penalties of 2 U.S.C. §437g.

**WHERE TO FILE:**  
 Federal Election Commission  
 989 E Street, N.W.  
 Washington, D.C. 20543

**FOR FURTHER INFORMATION CONTACT:**  
 Federal Election Commission  
 Toll Free: 800-424-9630  
 Local: 202-219-3420

# REPORT OF COMMUNICATION COSTS BY CORPORATIONS AND MEMBERSHIP ORGANIZATIONS

(See reverse side for instructions.)

<p>1. (a) NAME OF ORGANIZATION <b>Association of Trial Lawyers of America</b></p> <p>(b) ADDRESS (number and street) <b>1050 31st Street, NW</b></p> <p>(c) CITY, STATE AND ZIP CODE <b>Washington, DC 20007</b></p>	<p>2. IDENTIFICATION NUMBER (Assigned by FEC) <b>C70003017</b></p> <p>3. TYPE OF ORGANIZATION (Check Appropriate Box)</p> <p><input type="checkbox"/> Corporation <input checked="" type="checkbox"/> Trade Association</p> <p><input type="checkbox"/> Labor Organization <input type="checkbox"/> Cooperative</p> <p><input checked="" type="checkbox"/> Membership Organization <input type="checkbox"/> Corporation without capital stock</p>
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4. TYPE OF REPORT (Check One):

April 15 Quarterly Report     July 15 Quarterly Report     October 15 Quarterly Report

**30 Day Post Election Report**

12 Day Pre-Candidate Election Report held on \_\_\_\_\_ in the State of \_\_\_\_\_

January 31 Year End Report

(b) Is this Report an Attachment?     YES     NO

5. THIS REPORT COVERS THE PERIOD **10/21/00** THROUGH **11/21/00**

### SUMMARY OF COMMUNICATION COSTS

Type of Communication	Class or Category Communicated With	Date(s) of Communication	Check One		Identify Candidate, Office Sought, District and State, and Whether for Primary or General Election	Cost of Communication (Per Candidate)
			Support	Oppose		
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify) <b>FAX</b>	<input type="checkbox"/> Executive/ Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	11/29	XX		See attached	\$65.65
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify) <b>Fax</b>	<input type="checkbox"/> Executive/ Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	12/1	XX		See attached	\$65.18

(NOTE: For additional communication, attach separate sheets containing the same information as above.)

TOTAL COMMUNICATION COSTS FOR THIS PERIOD **\$11,342.43**

I certify that I have examined this report and, to the best of my knowledge and belief, it is true, correct and complete.

**Christine D. Koerner**  
Type or Print Name

  
Signature and Title of Person Designated to Sign This Report

**12/07/00**  
Date

NOTE: Submission of false, erroneous, or incomplete information may subject the person signing this report to penalties of 2 U.S.C. 5487g.

WHERE TO FILE:  
Federal Election Commission  
990 E Street, N.W.  
Washington, DC 20004

FOR FURTHER INFORMATION CONTACT:  
Federal Election Commission  
Toll Free: 800-424-6530  
Local: 202-218-3430




**ADDENDUM TO FEC FORM 7**

Association of Trial Lawyers of America  
 Political Action Management List Report  
 of December 7, 2000

**MEMORANDUM**

TO: Federal Election Commission

FROM: Christine D. Koerner   
 Director, Political Outreach  
 Association of Trial Lawyers of America

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ATLA is now reporting for the December 7, 2000 post-election report.

Program expenses during this reporting period totaled approximately \$11,342.43, consisting of salaries and overhead for staff, printing and copying, postage, telephone, equipment, office supplies, and miscellaneous items (see attached budget and calculation explanation below).

Principal advocacy activities consist of direct mailings and direct distribution of information to ATLA members, with telephone and fax follow-up. The attached "Express Advocacy Staff Contacts with ATLA Members" identifies by date the number of ATLA members who were contacted by phone, the number who received additional written material about the program by mail or fax, and the average number of candidates to whom information was provided in each mailing. A total of 420 calls with ATLA members were completed, messages were left with another 3,714 members and materials were mailed or faxed to a universe of 3,914 individuals.

Given the nature of these communications, the number of candidates included in each communication and the difficulty in assigning general overhead costs to specific communications and thus to specific candidates, it is very difficult to assess a cost of communication per candidate for this activity category.

In an attempt to comply with the spirit and intention of the regulations for this internal express advocacy communications program, ATLA has determined that the most appropriate way to provide the FEC with information on cost per candidates is to assume that 50 percent of the costs of the program (for those days during which staff worked on the Express Advocacy to members—17 days) are directly attributable to the election or defeat of a clearly identified candidate. ATLA estimates that the cost of communication per candidate was \$324.07 [50% of total department costs of \$33,858 multiplied by 67% (number of days this reporting period during which advocacy contact was done) divided by the total number of candidates in the communication, multiplied by the number of candidates receiving the communication for the general election.

We hope that the detailed and comprehensive disclosure provided here will satisfy the Commission's requirements.

Attachments

Expenses for Express Advocacy Communications, October 21 to November 27, 2000  
Express Advocacy Staff Contact with ATLA Members  
Endorsed Candidates, Office Sought, District & State  
Schedule of Express Advocacy Communications (Fax and Telemarketing Distribution)

**ATLA's POLITICAL OUTREACH DEPARTMENT EXPENSES FOR  
EXPRESS ADVOCACY COMMUNICATIONS  
(for the period October 21, 2000 to November 27, 2000)**

<b>DESCRIPTION</b>	<b>ACTUAL EXPENSES</b>
Salaries	\$12,393
Payroll Overhead	\$3,054
Subscriptions	\$209
Postage	\$120
Staff Travel	\$1,076
Office Supplies	\$5,356
Telephone/Fax	\$9,451
Copying	\$1,694
Depreciation	\$505
<b>TOTAL:</b>	<b>\$33,858*</b>

\* ATLA has determined that the most appropriate way to provide the FEC with information on cost per candidates is to assume that 50 percent of the Department's expenditures, for those days during which staff worked on the Express Advocacy to members- 17 days, are directly attributable to the election or defeat of a clearly identified candidate. Using this formula, \$11,342.43 is attributable.

**ATLA's E-MAIL & DIRECT DISTRIBUTION  
SCHEDULE OF EXPRESS ADVOCACY COMMUNICATIONS  
WITH ATLA MEMBERS**

Mail Date	Quantity	Cost	Cost Per e-mail	Per Candidate Cost	Candidates
10/27	37,514	\$2,188.89	\$.06	\$2,188.89	Al Gore
11/2	4,114	\$217.60	\$.05	\$217.60	Al Gore
<b>TOTAL:</b>	<b>41,628</b>	<b>\$2,406.49</b>	<b>\$.06</b>	<b>\$2,406.49</b>	

## ATLA'S ENDORSED CANDIDATES FOR EXPRESS ADVOCACY COMMUNICATIONS

<u>CANDIDATE</u>	<u>OFFICE SOUGHT</u>	<u>DISTRICT</u>	<u>STATE</u>	<u>ELECTION</u>
Gore, Al	President	-	-	General
Bernstein, Ed	U.S. Senate	-	NV	General
Cantwell, Maria	U.S. Senate	-	WA	General
Clinton, Hillary Rodham	U.S. Senate	-	NY	General
Klink, Ron	U.S. Senate	-	PA	General
Miller, Zell	U.S. Senate	-	CA	General
Nelson, Bill	U.S. Senate	-	FL	General
Nelson, Ben	U.S. Senate	-	NE	General
Robb, Chuck	U.S. Senate	-	VA	General
Roth, Bill	U.S. Senate	-	DE	General
Schweitzer, Brian	U.S. Senate	-	MT	General
Stabenow, Debbie	U.S. Senate	-	MI	General
Baessler, Scotty	U.S. House	06	KY	General
Byrum, Dianne	U.S. House	08	MI	General
Brannen, Barney	U.S. House	02	NH	General
Carson, Brad	U.S. House	02	OK	General
Casey, Pat	U.S. House	10	PA	
Chapin, Linda	U.S. House	08	FL	General
Coggins, Regina Montoya	U.S. House	05	TX	General
Danner, Steve	U.S. House	06	MS	General
Gash, Lauren Beth	U.S. House	10	IL	General
Humphreys, Jim	U.S. House	02	WV	General
Holt, Rush	U.S. House	12	NJ	General
Honda, Mike	U.S. House	15	CA	General
Inslee, Jay	U.S. House	01	WA	General
Israel, Steve	U.S. House	02	NY	General
Keenan, Nancy	U.S. House	AL	MT	General
Kelly, John	U.S. House	01	NM	General
Maloney, Jim	U.S. House	05	CT	General
Marshall, Jim	U.S. House	08	GA	General
Moore, Dennis	U.S. House	03	KS	General
O'Shaughnessy, MaryEllen	U.S. House	12	OH	General
Perry, Paul	U.S. House	08	IN	General
Ross, Mike	U.S. House	04	AR	General
Taylor, Mike	U.S. House	08	NC	General



**ATLA's TELEMARKETING & DIRECT DISTRIBUTION  
SCHEDULE OF EXPRESS ADVOCACY COMMUNICATIONS  
WITH ATLA MEMBERS**

Call Made	Segment	Quantity	Cost	Per Call Cost	Per Candidate Cost	Candidates
10/21-10/31	Non-Pledgers	3,714	\$15,492.72	\$4.17	\$484.15	Bernstein, Ed Clinton, Hillary Rodham Klink, Ron Miller, Zell Nelson, Bill Nelson, Ben Robb, Chuck Roth, Bill Schweitzer, Brian Stabenow, Debbie  Baesler, Scotty Byrum, Dianne Brannen, Barney Carson, Brad Casey, Pat Chapin, Linda Coggins, Regina Montoya Danner, Steve Gash, Lauren Beth Humphreys, Jim Holt, Rush Honda, Mike Inslee, Jay Keenan, Nancy Maloney, Jim Marshall, Jim Moore, Dennis O'Shaughnessy, MaryEllen Perry, Paul Ross, Mike Taylor, Mike

**ATLA's DIRECT FAX & DIRECT DISTRIBUTION  
SCHEDULE OF EXPRESS ADVOCACY COMMUNICATIONS  
WITH ATLA MEMBERS**

Fax Date	Quantity	Cost	Cost Per Piece	Per Candidate Cost	Candidates
11/27	3,914	\$548.01	\$.14	\$91.34	Cantwell, Maria Schweitzer, Brian Byrum, Dianne Chapin, Linda Israel, Steve Kelly, John
11/29	2,813	\$393.94	\$.14	\$65.66	Cantwell, Maria Schweitzer, Brian Byrum, Dianne Chapin, Linda Israel, Steve Kelly, John
12/1	2,813	\$391.08	\$.14	\$65.18	Cantwell, Maria Schweitzer, Brian Byrum, Dianne Chapin, Linda Israel, Steve Kelly, John
<b>TOTAL:</b>		<b>\$1,333.03</b>	<b>\$.14</b>	<b>\$88.69</b>	

**ATLA's LIST**  
**EXPRESS ADVOCACY STAFF CONTACT WITH ATLA MEMBERS**  
**(for the period October 21, 2000 to November 27, 2000)**

<b>DATES</b>	<b>CALLS COMPLETED</b>	<b>MESSAGES LEFT</b>	<b>FOLLOW UP SENT</b>	<b>NUMBER OF CANDIDATES</b>
10/21 - 10/31	420	3,682	394	32

## ATLA'S ENDORSED CANDIDATES FOR EXPRESS ADVOCACY COMMUNICATIONS

<u>CANDIDATE</u>	<u>OFFICE SOUGHT</u>	<u>DISTRICT</u>	<u>STATE</u>	<u>ELECTION</u>
Gore, Al	President	-	-	General
Bernstein, Ed	U.S. Senate	-	NV	General
Cantwell, Maria	U.S. Senate	-	WA	General
Clinton, Hillary Rodham	U.S. Senate	-	NY	General
Klink, Ron	U.S. Senate	-	PA	General
Millar, Zell	U.S. Senate	-	GA	General
Nelson, Bill	U.S. Senate	-	FL	General
Nelson, Ben	U.S. Senate	-	NE	General
Robb, Chuck	U.S. Senate	-	VA	General
Roth, Bill	U.S. Senate	-	DE	General
Schweitzer, Brian	U.S. Senate	-	MT	General
Stabenow, Debbie	U.S. Senate	-	MI	General
Baessler, Scotty	U.S. House	06	KY	General
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Gash, Lauren Beth	U.S. House	10	IL	General
Humphreys, Jim	U.S. House	02	WV	General
Holt, Rush	U.S. House	12	NJ	General
Honda, Mike	U.S. House	15	CA	General
Inslee, Jay	U.S. House	01	WA	General
Israel, Steve	U.S. House	02	NY	General
Keenan, Nancy	U.S. House	AL	MT	General
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Ross, Mike	U.S. House	04	AR	General
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Federal Election Commission

**ENVELOPE REPLACEMENT PAGE  
FOR INCOMING DOCUMENTS**

The Commission has added this page to the end of this filing to indicate how it was received.

<input checked="" type="checkbox"/> Hand Delivered	Date of Receipt <i>2-27-01</i>
<input type="checkbox"/> First Class Mail	POSTMARKED
<input type="checkbox"/> Registered/Certified Mail	POSTMARKED (R/C)
<input type="checkbox"/> No Postmark	
<input type="checkbox"/> Postmark Illegible	
<input type="checkbox"/> Received from the House office of Records and Registration	Date of Receipt
<input type="checkbox"/> Received from the Senate Office of Public Records	Date of Receipt
<input type="checkbox"/> Other ( Specify):	Postmarked _____ and/or Date of Receipt
<input type="checkbox"/> Electronic Filing	
<i>[Signature]</i> PREPARER	<i>2-28-01</i> DATE PREPARED