

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

(See reverse side for instructions.)

1. (a) NAME OF ORGANIZATION <u>Association of Trial Lawyers of America</u> (b) ADDRESS (Number and Street) <u>1050 31st Street, N.W.</u> (c) CITY, STATE AND ZIP CODE <u>Washington, D.C. 20007</u>	IDENTIFICATION NUMBER (Assigned by FEC) <u>C70003017</u> 2. TYPE OF ORGANIZATION (Check Appropriate Box) <input type="checkbox"/> Corporation <input 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
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4. TYPE OF REPORT (Check One):

(a)  April 15 Quarterly Report     July 15 Quarterly Report     October 15 Quarterly 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 4/1/98 THROUGH 6/30/98

**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: <u>Pax</u> (Specify) _____	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input type="checkbox"/> Members	See Attached	X		See Attached	109.55
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input type="checkbox"/> Other: (Specify) _____	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input type="checkbox"/> Members					

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

TOTAL COMMUNICATION COSTS FOR THIS PERIOD \$ 3943.87

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

<u>Janis L. Bensley</u>		<u>Dir., Pol. Outreach</u>
Type or Print Name	Signature and Title of Person Designated to Sign This Report	<u>7/15/98</u> 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 999 E Street, N.W. Washington, D.C. 20463	FOR FURTHER INFORMATION CONTACT: Federal Election Commission Toll Free: 800-424-9530 Local: 202-219-3429
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## ADDENDUM TO FEC FORM 7

Association of Trial Lawyers of America  
Political Action Management List Report  
of July 15, 1998

### MEMORANDUM

TO: Federal Election Commission

FROM: Jan Hensley  
Director, Political Outreach  
Association of Trial Lawyers of America

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ATLA is now reporting for the July 15, 1998 quarterly report. No activity took place during the first quarter of 1998.

Program expenses during this reporting period totaled approximately \$3,943.87, and consists 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 44 calls with ATLA members was completed, messages were left with another 112 members and materials were mailed or faxed to 5,345 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—9 days) are directly attributable to the election or defeat of a clearly identified candidate. ATLA estimates that the cost of communication per candidate was \$109.55 [50% of total department costs of \$56,341 multiplied by 14% (number of days this reporting period during which advocacy contact was done) divided by 36 candidates]. Note: due to the expansion of the department's non-advocacy responsibilities, we are assuming a lower percent of the costs of the program attributable to the election or defeat of clearly identified

candidates during this reporting period than previous reporting periods. This number, however, still represents a conservative estimate.

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

Attachments

Expenses for Express Advocacy Communications, April 1 - June 30, 1998

Express Advocacy Staff Contact with ATLA Members

Endorsed Candidates, Office Sought, District & State

Schedule of Express Advocacy Communications (Direct Mail Distribution)

**ATLA'S EXPENSES FOR  
EXPRESS ADVOCACY COMMUNICATIONS  
(for the period April 1, 1998 - June 30, 1998)**

<b>DESCRIPTION</b>	<b>ACTUAL EXPENSES</b>
Salaries	\$33,308
Payroll Overhead	\$11,605
Postage	\$2,248
Staff Travel	\$1,534
Office Supplies	\$176
Telephone/Fax	\$4,041
Copying	\$2,595
Depreciation	\$834
<b>TOTAL:</b>	<b>\$56,341</b>

**ATLA'S LIST**  
**EXPRESS ADVOCACY STAFF CONTACT WITH ATLA MEMBERS**  
 (for the period April 1, 1998 - June 30, 1998)

<b>DATE</b>	<b>CALLS COMPLETED</b>	<b>MESSAGES LEFT</b>	<b>INFO SENT BY MAIL AND/OR FAX</b>	<b>NUMBER OF CANDIDATES</b>
4/14/98	10	26	8	3
4/15/98	16	15	14	3
4/17/98	2	3	0	3
4/20/98	0	1	1	3
4/21/98	4	10	8	3
4/27/98	2	16	17	3
4/28/98	0	9	8	3
5/11/98	4	10	4	3
5/13/98	4	9	2	
5/14/98	2	13	8	3
<b>TOTAL:</b>	<b>44</b>	<b>112</b>	<b>70</b>	<b>3</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>
Abercrombie, Neil	US House	01	HI	General
Boswell, Leonard	US House	03	IA	General
Casey, Patrick	US House	10	PA	General
Evans, Lane	US House	17	IL	General
Hinchey, Maurice	US House	26	NY	General
Maloney, Jim	US House	05	CT	General
McGovern, Jim	US House	03	MA	General
Moore, Dennis	US House	03	KS	General
Owens, Steve	US House	06	AZ	General
Qualls, Roxanne	US House	01	OH	General
Riecken, Gail	US House	08	IN	General
Sherman, Brad	US House	24	CA	General
Spottswood, Lydia	US House	01	WI	General
Stallings, Richard	US House	02	ID	General
Strickland, Ted	US House	06	OH	General
Tiemey, John	US House	06	MA	General
Tully, Rob	US House	02	IA	General
Udall, Tom	US House	03	NM	General
Williams, Dan	US House	01	ID	General
Baasler, Scotty	US Senate		KY	General
Bayh, Evan	US Senate		IN	General
Boxer, Barbara	US Senate		CA	General
Breaux, John	US Senate		LA	General
Coles, Michael	US Senate		GA	General
D'Amato, Alfonse	US Senate		NY	General
Daschle, Tom	US Senate		SD	General
Edwards, Johnny	US Senate		NC	General
Feingold, Russ	US Senate		WI	General
Hollings, Fritz	US Senate		SC	General
Leahy, Patrick	US Senate		VT	General
Moseley-Braun, Carol	US Senate		IL	General
Murray, Patty	US Senate		WA	General
Nixon, Jay	US Senate		MO	General
Reid, Harry	US Senate		NV	General
Shelby, Richard	US Senate		AL	General
Specter, Arlen	US Senate		PA	General

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

<b>MAIL</b>	<b>#</b>	<b>Mailing Cost</b>	<b>Per Candidate Cost</b>	<b>Candidates</b>
6/9	145	\$68.15	\$17.04	D'Amato (S-NY) Baesler (S-KY) Edwards (S-NC) Tully (IA02)
6/9	23	\$18.42	\$4.61	Abercrombie (HI01) Boxer (S-CA) Murray (S-WA) Owens (AZ06)
6/9	505	\$237.35	\$59.38	Baesler (S-KY) Hollings (S-SC) Edwards (S-NC) Tully (IA02)
6/9	98	\$46.06	\$9.21	D'Amato (S-NY) Udall (NM03) Owens (AZ06) Reid (S-NV) Stallings (ID02)
6/9	218	\$102.46	\$20.49	Boxer (S-CA) Reid (S-NV) Edwards (S-NC) Abercrombie (HI01) Sherman (CA24)
6/9	70	\$32.90	\$8.23	Owens (AZ06) Reid (S-NV) D'Amato (S-NY) Williams (ID01)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
6/9	129	\$60.63	\$15.16	D'Amato (S-NY) Reid (S-NV) Casey (PA10) Maloney (CT05)
6/9	230	\$108.10	\$27.03	Casey (PA10) D-Amato (S-NY) Reid (S-NV) Edwards (S-NC)
6/9	427	\$200.69	\$40.14	Baesler (S-KY) D'Amato (S-NY) Edwards (S-NC) Reid (S-NV) Tully (IA02)
6/9	141	\$66.27	\$16.57	Coles (S-GA) Hollings (D-SC) Tully (IA02) Edwards (S-NC)
6/9	26	\$12.22	\$3.06	Abercrombie (HI01) Boxer (S-CA) Murray (S-WA) Owens (AZ06)
6/9	34	\$15.98	\$4.00	Tully (IA02) Boswell (IA03) D'Amato (S-NY) Feingold (S-WI)
6/9	28	\$13.16	\$2.63	Williams (ID01) Stallings (ID02) Murray (S-WA) Reid (S-NV) D'Amato (S-NY)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
6/9	147	\$69.09	\$13.82	Bayh (S-IN) Riecken (IN08) Evans (IL17) D'Amato (S-NY)
6/9	32	\$15.04	\$3.08	D'Amato (DNY) Moore (KS03) Tully (IA02) Boswell (IA03) Reid (S-NV)
6/9	130	\$61.10	\$15.28	Baesler (S-KY) D'Amato (S-NY) Qualls (OH01) Riecken (IN08)
6/9	264	\$124.08	\$31.02	D'Amato (S-NY) Baesler (S-KY) Edwards (S-NC) Tully (IA02)
6/9	139	\$65.33	\$13.07	Tierney (MA06) McGovern (MA03) Edwards (S-NC) Maloney (CT05) Feingold (S-WI)
6/9	73	\$34.31	\$8.58	Casey (PA10) D'Amato (S-NY) Reid (S-NV) Edwards (S-NC)
6/9	307	\$144.29	\$36.07	Leahy (S-VT) Tierney (MA06) McGovern (MA03) D'Amato (S-NY)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
6/9	118	\$55.46	\$11.09	Strickland (OH06) Qualls (OH01) Riecken (IN08) D'Amato (S-NY) Feingold (S-WI)
6/9	131	\$28.94	\$7.24	Feingold (S-WI) Spottswood (WI01) D'Amato (S-NY) Tully (IA02)
6/9	107	\$50.29	\$12.57	Nixon (S-MO) Moore (KS03) Evans (IL17) D'Amato (S-NY)
6/9	27	\$19.27	\$3.85	Williams (ID01) Stallings (ID02) Murray (S-WA) Reid (S-NV) D'Amato (S-NY)
6/9	73	\$34.31	\$6.86	D'Amato (S-NY) Moore (KS03) Tully (IA02) Boswell (IA03) Reid (S-NV)
6/9	138	\$64.86	\$12.97	D'Amato (S-NY) Casey (PA10) Boxer (S-CA) Edwards (S-NC) Hinchey (NY26)
6/9	101	\$47.47	\$9.49	Udall (NM03) Owens (AZ06) Reid (S-NV) D'Amato (S-NY) Stallings (ID02)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
6/9	360	\$169.20	\$33.84	Hinchey (NY26) D'Amato (S-NY) Maloney (CT05) Casey (PA10) Feingold (S-WI)
6/9	261	\$122.67	\$24.53	Strickland (ID02) Qualls (OH01) Riecken (IN08) D'Amato (S-NY) Feingold (S-WI)
6/9	91	\$42.77	\$8.55	Baesler (S-KY) Reid (S-NV) Edwards (S-NC) Moore (KS03) Udall (NM03)
6/9	148	\$69.56	\$13.91	Murray (S-WA) Boxer (S-CA) Abercrombie (HI01) Williams (ID01) Stallings (ID02)
6/9	206	\$96.82	\$24.21	Specter (S-PA) Casey (PA10) D'Amato (S-NY) Reid (S-NV)
6/9	23	\$10.81	\$2.70	Tierney (MA06) McGovern (MA03) Maloney (CT05) D'Amato (S-NY)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
6/9	365	\$171.55	\$28.60	Ambercrombie (HI01) Udall (NM03) D'Amato (S-NY) Baesler (S-KY) Edwards (S-NC) Sherman (CA24)
6/9	16	\$7.52	\$1.50	Udall (NM03) Owens (AZ06) Reid (S-NV) D'Amato (S-NY) Williams (ID01)
6/9	14	\$6.58	\$1.65	Baesler (S-KY) D'Amato (S-NY) Qualls (OH01) Riecken (IN08)
<b>TOTAL:</b>	<b>5,345</b>	<b>\$2,493.71</b>	<b>\$552.03</b>	

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.

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<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
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