

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

(See reverse side for instructions.)

1. (a) NAME OF ORGANIZATION Association of Trial Lawyers of America	2. IDENTIFICATION NUMBER (Assigned by FEC) C70003017
(b) ADDRESS (Number and Street) 1050 31st Street, NW	3. TYPE OF ORGANIZATION (Check Appropriate Box) <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
(c) CITY, STATE AND ZIP CODE Washington, DC 20007	
4. TYPE OF REPORT (Check One): (a) <input type="checkbox"/> April 15 Quarterly Report <input type="checkbox"/> July 15 Quarterly Report <input type="checkbox"/> October 15 Quarterly Report X 30 Day Post Election Report <input type="checkbox"/> 12 Day Pre-General Election Report held on _____ in the State of _____ <input type="checkbox"/> January 31 Year End Report (b) Is this Report an Amendment? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	
5. THIS REPORT COVERS THE PERIOD 10/21/00 THROUGH 11/27/00	

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FEC MAIL ROOM
THU DEC -11 P 4:25

SUMMARY OF COMMUNICATION COSTS

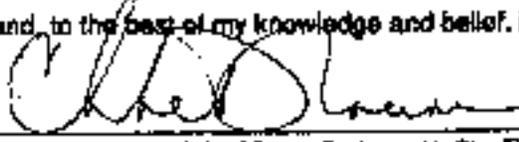
Type of Communication	Class or Category Communicated Via	Date(s) of Communication	Check One		Identify Candidate, Office Sought, District and State, and Whether for Primary or General Election	Cost of Communication (Per Candidate)
			Support	Oppose		
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify 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	\$2,186.89
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify 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. §497g.

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: 202-218-3420

REPORT OF COMMUNICATION COSTS BY CORPORATIONS AND MEMBERSHIP ORGANIZATIONS

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1. (a) NAME OF ORGANIZATION Association of Trial Lawyers of America	2. IDENTIFICATION NUMBER (Assigned by FEC) <p style="text-align: right;">C70003017</p>
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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 Winner 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) fax	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	11/29	XX		See attached	\$65.66
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify) fax	<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 communications, attach separate sheets containing the same information as above.)

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(c) CITY, STATE AND ZIP CODE Washington, DC 20007	

4. TYPE OF REPORT (Check One):

(a) April 15 Quarterly Report July 15 Quarterly Report October 15 Quarterly Report

X 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 Class, and Whether for Primary or General Election	Cost of Communication (Per Candidate)
			Support	Oppose		
<input type="checkbox"/> Direct Mail <input checked="" type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input type="checkbox"/> Other: (Specify) _____	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	10/21 - 10/31	XX		See Attached	\$484.15
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: (Specify) FAX	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	11/27	XX		See Attached	\$91.34

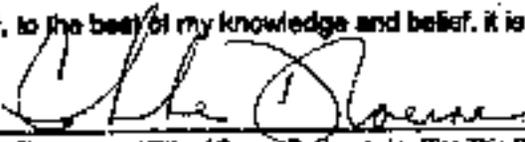
(NOTE: For additional communications, attach separate sheets containing the same information as above.)

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12/07/00

Date

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WHERE TO FILE:

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 999 E Street, N.W.
 Washington, D.C. 20463

FOR FURTHER INFORMATION CONTACT:

Federal Election Commission
 Toll Free: 800-424-2530
 Local: 202-219-3420

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

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)**

DESCRIPTION	ACTUAL EXPENSES
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
TOTAL:	\$33,858*

* 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
TOTAL:	41,628	\$2,406.49	\$.06	\$2,406.49	

**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	-	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
Baesler, 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
Cascy, 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
TOTAL:		\$1,333.03	\$.14	\$88.69	

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

DATES	CALLS COMPLETED	MESSAGES LEFT	FOLLOW UP SENT	NUMBER OF CANDIDATES
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
Miller, 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
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Byrum, Dianne	U.S. House	08	MI	General
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Carson, Brad	U.S. House	02	OK	General
Casey, Pat	U.S. House	10	PA	General
Chapin, Linda	U.S. House	08	FL	General
Coggins, Regina Montoya	U.S. House	05	TX	General
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Holt, Rush	U.S. House	12	NJ	General
Honda, Mike	U.S. House	15	CA	General
Inslee, Jay	U.S. House	01	WA	General
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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

Message: Thanks for reviewing this! Please call me at
202-944-2862 with any comments or
approval

The Leonard M. Ring
Law Center

1050 31st Street, NW
Washington, DC
20007-4488

202-965-3500
www.ada.org

Faxed to Phone Number: 202-457-6315
Faxed from 202-965-4689
Report transmission problems to 800-424-2725,
202-965-3500, Ext. 544

BALANCING THE SCALES OF JUSTICE

2-2) BUREAU OF INVESTIGATION
3-4) NO FURTHER CONNECTION

REASON FOR ERROR
E-1) HANG UP OF LINE FAIL
E-3) NO ANSWER

FILE CODE	OPTION	ADDRESS (GROUP)	RESULT	PAGE
2304 MEMORY TX		4576315	OK	13/13

* * * COMMUNICATION RESULT REPORT (DEC. 7, 2000 11:35AM) * * *

