

# 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>	2. IDENTIFICATION NUMBER (Assigned by FEC) FEDERAL ELECTION COMMISSION MAIL ROOM C7 000 3017
(b) ADDRESS (Number and Street) <u>1050 31st Street, N.W.</u>	3. 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
(c) CITY, STATE AND ZIP CODE <u>Washington, DC 20007</u>	

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 10/15/98 THROUGH 12/31/98

### 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 checked="" type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: <u>FAX (Society)</u>	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	SEE ATTACHED	X		SEE ATTACHED	\$718.29
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input type="checkbox"/> Other: _____ (Society)	<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 \$65,026.00

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

<u>Tanis L. Hensley</u>	<u>Director, Political Outreach</u>	<u>1/12/99</u>
<small>Type or Print Name</small>	<small>Signature and Title of Person Designated to Sign This Report</small>	<small>Date</small>

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: 202-219-3420
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FEC FORM 7 (1998)

## ADDENDUM TO FEC FORM 7

Association of Trial Lawyers of America  
Express Advocacy Communications Report  
of December 31, 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 January 31, 1999 year end report.

Program expenses from October 15 through December 31, 1998 totaled approximately \$59,360, and consisted of salaries and overhead for staff, printing and copying, postage, telephone, equipment, office supplies, and miscellaneous items (see attached budget). Please note that all express advocacy communications ended on Friday, October 30, 1998 and that this report covers activities and expenses for a twelve day period (October 15 - 30).

Principal advocacy activities consisted of communications to ATLA members by telephone and fax. The attached "Direct Mail & Direct Distribution Schedule to ATLA Members of Express Advocacy Communications" identifies by date the number of ATLA members who were contacted by phone, the number who received additional material about the program by fax, and the average number of candidates about whom information was provided in each mailing. A total of 144 calls with ATLA members was completed, messages were left with another 641 members and materials were faxed to 4,795 members.

Given the variety of 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 assign with precision a cost of communication per candidate. In an attempt to comply with the spirit and intention of the regulations, as we have done in previous reports, ATLA has determined that the most appropriate way to provide the FEC with information on the cost per candidate is to assume that 50 percent of the costs of the department are directly attributable to the election or defeat of a clearly identified candidate. ATLA estimates that the cost of communication per candidate was \$718.29 [50% of total department costs of \$10,056 divided by 7 candidates]. Note: this office was tasked with additional responsibilities and not all personnel were assigned to the express advocacy program. As with all previous reports, we believe this number 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, October 15 - December 31, 1998

Express Advocacy Staff Contact with ATLA Members

Endorsed Candidates, Office Sought, District & State

Schedule of Express Advocacy Communications

**ATLA'S EXPENSES FOR  
EXPRESS ADVOCACY COMMUNICATIONS  
(for the period October 15 - December 31, 1998)**

<b>DESCRIPTION</b>	<b>ACTUAL EXPENSES</b>
Salaries	\$5,966.15
Payroll Overhead	\$1,163.46
Postage	(\$286)
Staff Travel	0
Office Supplies	\$1,856
Telephone/Fax	\$1,198
Copying	\$19.47
Depreciation	\$139
<b>TOTAL:</b>	<b>\$10,056.08</b>

**ATLA'S LIST**  
**EXPRESS ADVOCACY STAFF CONTACT WITH ATLA MEMBERS**  
 (for the period October 15 - December 31, 1998)

<b>Date</b>	<b>Call Completed</b>	<b>Messages Left</b>	<b>Info. Sent by Mail and/or Fax</b>	<b>Number of Candidates</b>
10/15/98	19	75	17	7
10/16/98	23	79	23	7
10/19/98	16	43	7	7
10/20/98	14	57	8	7
10/21/98	1	17	1	7
10/22/98	8	35	7	7
10/23/98	13	87	11	7
10/26/98	8	57	2	7
10/27/98	13	38	7	7
10/28/98	16	60	4	7
10/29/98	13	63	9	7
10/30/98	0	30	0	7
<b>TOTAL</b>	<b>144</b>	<b>641</b>	<b>96</b>	<b>84</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
Tierney, 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
Baesler, 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**

October 15 - December 31, 1998

MASS FAX	#	Fax Cost	Per Candidate Cost	Candidates
10/23	4,699	\$1,221.74	\$174.53	Reid (S-NV) Baesler (S-KY) Feingold (S-WI) Boxer (S-CA) Edwards (S-NC) Hollings (S-SC) Murray (S-WA)
	4,699	\$1,221.74	\$174.53	

