

# REPORT OF COMMUNICATION COSTS BY CORPORATIONS AND MEMBERSHIP ORGANIZATIONS

(See reverse side for instructions.)

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FEC MAIL ROOM  
2000 JUL 21 P 3

<b>1. (a) NAME OF ORGANIZATION</b> Association of Trial Lawyers of America	<b>2. IDENTIFICATION NUMBER (Assigned by FEC)</b> C70003017
<b>(b) ADDRESS (Number and Street)</b> 1050 31st Street, NW	<b>3. TYPE OF ORGANIZATION (Check Appropriate Box)</b> <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
<b>(c) CITY, STATE AND ZIP CODE</b> Washington, DC 20007	

**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 \_\_\_\_\_ THROUGH \_\_\_\_\_**

### 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 checked="" type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegraph <input type="checkbox"/> Other: _____ <small>(Specify)</small>	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input checked="" type="checkbox"/> Members	See Attached			See Attached	\$1,046.02
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input checked="" type="checkbox"/> Other: _____ <small>(Specify)</small> FAX	<input type="checkbox"/> Executive/Administrative Personnel <input type="checkbox"/> Stockholders <input type="checkbox"/> Members	See Attached			See Attached	\$281.30

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

**TOTAL COMMUNICATION COSTS FOR THIS PERIOD    \$ 8,274.86**

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                      *Christine Koerner*                      Pol. Outreach                      7/14/00  
Type or Print Name                      Signature and Title of Person Designated to Sign This Report                      Date

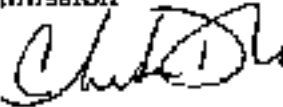
NOTE: Submission of false, erroneous, or incomplete information may subject the person signing this report to penalties of 2 U.S.C. §437g.

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

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ATLA is now reporting for the July 15, 2000 quarterly report. No activity took place during the first quarter of 2000.

Program expenses during this reporting period totaled approximately \$8,274.86, 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 25 calls with ATLA members were completed, messages were left with another 93 members and materials were mailed or faxed to an initial universe of 6,762 individuals four times.

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 \$194.04 (50% of total department costs of \$69,714.96 multiplied by 76% (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, April 1 - June 30, 2000

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, 2000 - June 30, 2000)**

<b>DESCRIPTION</b>	<b>ACTUAL EXPENSES</b>
Salaries	\$29,405
Payroll Overhead	\$9,093
Postage	\$3,849
Staff Travel	\$2,425
Office Supplies	\$7,041
Telephone/Fax	\$3,925
Copying	\$12,461
Depreciation	\$1,515.96
<b>TOTAL:</b>	<b>\$69,714.96</b>

**ATLA's LIST**  
**EXPRESS ADVOCACY STAFF CONTACT WITH ATLA MEMBERS**  
(for the period April 1, 2000 - June 30, 2000)

<b>DATE</b>	<b>CALLS COMPLETED</b>	<b>MESSAGES LEFT</b>	<b>FOLLOW UP SENT</b>	<b>NUMBER OF CANDIDATES</b>
6/27/00	10	25	6	3
6/28/00	8	28	4	3
6/29/00	7	25	2	3
6/30/00	0	15	0	3
<b>TOTAL:</b>	<b>25</b>	<b>93</b>	<b>12</b>	<b>3</b>

**ATLA's ENDORSED CANDIDATES  
FOR EXPRESS ADVOCACY COMMUNICATIONS**

<b><u>CANDIDATE</u></b>	<b><u>OFFICE SOUGHT</u></b>	<b><u>DISTRICT</u></b>	<b><u>STATE</u></b>	<b><u>ELECTION</u></b>
Bemstein, Ed	U.S. Senate	-	NV	General
Carnahan, Mel	U.S. Senate	-	MO	General
Clinton, Hillary Rodham	U.S. Senate	-	NY	General
Klink, Ron	U.S. Senate	-	PA	General
Nelson, Bill	U.S. Senate	-	FL	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
Bansler, Scotty	U.S. House	06	KY	General
Brannon, Barney	U.S. House	07	NH	General
Coggins, Regina Montoya	U.S. House	05	TX	General
Cash, 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
Keenan, Nancy	U.S. House	AL	MT	General
Marshall, Jim	U.S. House	08	GA	General
Ross, Mike	U.S. House	04	AR	General
Settle, Bill	U.S. House	02	OK	General
Taylor, Mike	U.S. House	08	NC	General

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

<b>Mail Date</b>	<b>Quantity</b>	<b>Mailing Cost</b>	<b>Cost Per Piece</b>	<b>Per Candidate Cost</b>	<b>Candidates</b>
4/24	3,728	\$5,741.12	\$1.54	\$820.16	Bernstein, Ed (Sen-NV) Carnahan, Mel (Sen-MO) Ciresi, Mike (Sen-MN) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Roth, Bill (Sen-DE) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI) Weygand, Bob (Sen-RI)
4/24	3,034	\$1,581.06	\$0.52	\$225.86	Bernstein, Ed (Sen-NV) Carnahan, Mel (Sen-MO) Ciresi, Mike (Sen-MN) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Roth, Bill (Sen-DE) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI) Weygand, Bob (Sen-RI)
<b>TOTAL:</b>	6,762	\$7,322.18	\$1.08	\$813.58	

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

Fax Date	Quantity	Mailing Cost	Cost Per Piece	Per Candidate Cost	Candidates
6/13	108	\$55.48	\$0.51	\$6.94	Camahan, Mel (Sen-MO) Clinton, Hillary Rodham, (Sen-NY) Klink, Ron (Sen-PA) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Roth, Bill (Sen-DE) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI)
6/13	4,560	\$2132.08	\$0.47	\$266.51	Camahan, Mel, (Sen-MO) Clinton, Hillary Rodham, (Sen-NY) Klink, Ron (Sen-PA) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Roth, Bill (Sen-DE) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI)
6/19	779	\$218.18	\$0.28	\$218.18	Holt, Rush, (NJ-12)
6/19	1065	\$372.81	\$0.35	\$372.81	Gash, Lauren Beth, (IL-10) Settle, Bill, (OK-02)
6/19	338	\$94.92	\$0.28	\$94.92	Brannen, Barney, (NH-02)
6/19	1208	\$592.41	\$0.49	\$148.10	Baesler, Scotty, (KY-06) Taylor, Mike, (NC-08) Marshal, Jim, (GA-08) Humphreys, Jim, (WV-02)



Fax Date	Quantity	Mailing Cost	Cost Per Piece	Per Candidate Cost	Candidates
6/19	555	\$194.31	\$0.350	\$97.16	Coggins, Regina Montoya, (TX-05) Ross, Mike, (AR-04)
6/19	521	\$182.70	\$0.35	\$91.35	Honda, Mike, (CA-15) Keenan, Nancy, (MT-AL)
6/23	110	\$41.68	\$0.38	\$2.08	Baesler, Scotty, (KY-06) Brannen, Barney, (NH-02) Camahan, Mel, (Sen-MO) Clinton, Hillary Rodham, (Sen-NY) Coggins, Regina Montoya, (TX-05) Gash, Lauren Beth, (IL-10) Holt, Rush, (NJ-12) Honda, Mike, (CA-15) Humphreys, Jim, (WV-02) Keenan, Nancy, (MT-AL) Klink, Ron (Sen-PA) Marshal, Jim, (GA-08) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Ross, Mike, (AR-04) Roth, Bill (Sen-DE) Settle, Bill, (OK-02) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI) Taylor, Mike, (NC-08)

Fax Date	Quantity	Mailing Cost	Cost Per Piece	Per Candidate Cost	Candidates
6/23	4,105	\$1,741.52	\$0.42	\$87.08	Baesler, Scotty, (KY-06) Brannen, Barney, (NH-02) Carnahan, Mel, (Sen-MO) Clinton, Hillary Rodham, (Sen-NY) Coggins, Regina Montoya, (TX-05) Gash, Lauren Beth, (IL-10) Holt, Rush, (NJ-12) Honda, Mike, (CA-15) Humphreys, Jim, (WV-02) Keenan, Nancy, (MT-AL) Klink, Ron (Sen-PA) Marshal, Jim, (GA-08) Nelson, Bill (Sen-FL) Robb, Chuck (Sen-VA) Ross, Mike, (AR-04) Roth, Bill (Sen-DE) Settle, Bill, (OK-02) Schweitzer, Brian (Sen-MT) Stabenow, Debbie (Sen-MI) Taylor, Mike, (NC-08)
<b>TOTAL:</b>	<b>13,349</b>	<b>5,626.09</b>	<b>\$0.42</b>	<b>\$281.30</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"/> First Class Mail	POSTMARKED
<input checked="" type="checkbox"/> Registered/Certified Mail	POSTMARKED (R/C) 7-14-00
<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	
   _____	   _____
PREPARER	DATE PREPARED 7-21-00