

ALABAMA

I. State Overview:

- **Politics**

The Speaker of the House Jimmy Clark and Lt. Governor Don Sieglemen have taken anti tobacco positions on taxes and accommodations in the past. Governor Fob James is friendly towards tobacco having promised publicly to veto an increase in the cigarette excise tax of 16.5 cents in the 1996 Session. The split for the 97 session will be House 33 Republicans, 72 Democrats, Senate 12 Republicans, 23 Democrats.

The Governor is not up for re election this year.

- **State Objectives - A**

- Enact into law AAA provisions: reporting requirements, signage, proof of age and vending.
- Enact into law smoking uniformity/accommodation legislation.

- **State Objectives - B**

- Defeat all proposed increased in the state excise tax.

II. Strategies/Tactics

- Regular industry meetings with in-state lobbyists and key supportive legislators prior to the start of the 97 Session. Continue to work with the Business Council of Alabama, tobacco wholesale groups and other pro business organizations prior to introduction of proactive legislation.
- Continue to work with and develop media strategy in preparation to oppose an increase of a state excise tax.
- Work with Alabama Convenience Store Association and Alabama Retail Association to reach agreement on AAA provisions.
- Meet with Office of the Governor regarding 96 pledge of support for no increase in cigarette excise tax.

III. Recommended Activities/Tools

Lead Coalition Group

Before the beginning of the Session, confirm the Business Council of Alabama's position on any tax increase proposal and strength of position on uniformity/accommodation legislation.

Arguments/Talking Points/Studies

Current 1996 cross border study.

Talking points and uniformity arguments.

Mobilizations

One, possibly two mobilizations needed if SET increase is introduced.

Sales force

Continue to contact key retailers and mobilize on issues before the State Legislature convenes.

FLORIDA

I. State Overview:

- **Politics**

The leadership of the Florida House of Representatives has the probability of switching from Democratic to Republican control this year. Currently there is a 63 Democrat, 57 Republican split. Should the Republicans gain 4 seats, Dan Webster would be the first Republican Speaker of the House in 30 years.

The Florida Senate is currently split 22 Republicans, 18 Democrats. There is speculation that the Republicans could lose 2 seats in the Senate which would call for a coalition Senate President. There is a high likelihood that the Coalition President would be former Republican Senate President Jim Scott.

- The Governor is not up for re election this year.

- **State Objectives - Proactive**

- Repeal Senate Bill 2110.
- Enact into law remaining segments of the AAA program:
line of sight.

- **State Objectives - Defensive**

- Defend against a possible increase in the State Excise Tax of 10-15 cents
- Defend a potential repeal of uniformity currently in Florida law.
- Defend against a potential ingredients disclosure bill.
- Defend against a legislative proposal calling for the divestment of tobacco stocks.

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II. Strategies/Tactics

- Begin regular meetings with industry to develop proactive plan for repeal of SB 2110.
- Continue discussions with Convenience Store Association, Florida Tobacco and Candy Association and Retail community on including

the line of sight AAA provision in their legislative agenda for 1997.

- Brief and provide arguments and talking points to include in Florida Tax Watch policy statement for 1997 session.
- Brief and provide talking points and arguments to Republican Leadership in Florida House and Senate on potential increase in cigarette excise tax.
- Brief and provide talking points and arguments to supportive members of the Florida Cabinet for preparation for a potential resolution and/or directive to the Florida Pension Fund to divest of tobacco stocks.
- Continue to brief and supply arguments and talking points to coalition members supportive of the repeal of SB 2110.

III. Recommended Activities/Tools

Lead Coalition Group

Maintain close working relationship with Associated Industries of Florida, Florida Tobacco and Candy Association, and other tobacco supportive groups.

Arguments/Talking Points/Studies

Cross border tax study.
Regressivity study.
Arguments in support of line of sight AAA provision.
First Amendment arguments for ingredients disclosure.
Divestment task force briefing papers.

Mobilizations

Potential mobilization need on taxes, uniformity, divestment and broad coverage contained in the language of SB 2110.

Salesforce

Maintain close working relationship with sales force on all proactive and defensive initiatives.

GEORGIA

I. State Overview:

- **Politics**

The Georgia House of Representatives will remain in Democratic control with House Speaker Tom Murphy being re elected to his 25th year as Speaker. There is a potential that the Georgia Senate could switch to a Republican majority. They are seven votes shy of this at present. Lt. Governor Pierre Howard would remain the presiding officer of the Senate but would have a Republican President Pro Temp.

The Governor is not up for re election this year.

- **State Objectives - Proactive**

- Enact into law remaining AAA provisions: line of sight and license revocation.
- Begin a two year process to pass uniformity in use and marketing.

- **State Objectives - Defensive**

- Defeat potential ingredients disclosure legislation.
- Defeat all local smoking restriction ordinances.
- Cigarette excise tax will be introduced but has less than a 50% chance of passage.

II. Strategies/Tactics

- Work with State Retail Associations, Convenience Store Associations to encourage them to include line of sight, AAA provisions in their 1997 legislative objectives.
- Begin working with Retail Coalition groups, Restaurant Associations, Tobacco Grower groups to pass uniformity.

III. Recommended Activities/Tools

Lead Coalition Group

Maintain close working relationship with retail organizations, tobacco grower groups and other third party allies.

Arguments/Talking Points/Studies

Talking points on need line of sight, and revocation AAA provisions.

Ingredient disclosure first amendment arguments.

Mobilizations

Sales force

Maintain working relationship and line of communication with sales force on all proactive and defensive initiatives.

SOUTH CAROLINA

I. State Overview:

- **Politics**

The South Carolina House is expected to remain in Republican control.

The South Carolina Senate is expected to remain in Democratic control.

The Governor is not up for re election this year.

- **State Objectives - Proactive**

- Enact into law the AAA provisions: line of sight, licensing, license revocation, vending restrictions, proof of age, and signage.

- **State Objectives - Defensive**

- Defeat all cigarette excise tax increases.
- Defeat expected attempts to repeal uniformity legislation passed last year.

II. Strategies/Tactics

- Meet with and encourage Retail and Convenience Store Associations to include AAA provisions in their 1997 legislative agenda.
- Continue to work with tobacco grower groups on potential impact of cigarette excise tax increase.
- Continue to work with coalition regarding potential repeal of uniformity legislation.

III. Recommended Activities/Tools

Lead Coalition Group

Encourage uniformity coalition group to begin alerting 96 legislative sponsors of potential repeal threat.

Arguments/Talking Points/Studies

Cigarette excise tax increase impact study.

Mobilizations

Sales force

Maintain working relationship and line of communication with sales force on all proactive and defensive legislative initiatives.

TENNESSEE

I. State Overview:

- **Politics**

There is a 50/50 chance that Speaker Jimmy Naifeh, Democrat, will be defeated in his bid for re election to his House seat. If he is defeated, Rep. Bill Purcell, Democrat, will become Speaker.

The House will remain in Democratic control. The Senate will remain in Democratic control.

The Governor is not up for re election this year.

- **State Objectives - Proactive**

- Enact into law missing AAA provisions: line of sight.

- Begin education process to pass licensing and license revocation.

- **State Objectives - Defensive**

- Defeat any proposed increase in the cigarette excise tax.

II. Strategies/Tactics

- Begin working with Retail and Convenience Store Community to encourage them to include the AAA provision of line of sight 1997 legislative objectives.

III. Recommended Activities/Tools

Lead Coalition Group

Meeting with Tennessee Farm Bureau Legislative Panel to discuss 97 objectives.

Arguments/Talking Points/Studies

Mobilizations

Sales force

Maintain working relationship and line of communication with sales force on all proactive and defensive legislative initiatives.