

# Combatting Tobacco Industry Lobbyists in Public Health



# Speakers



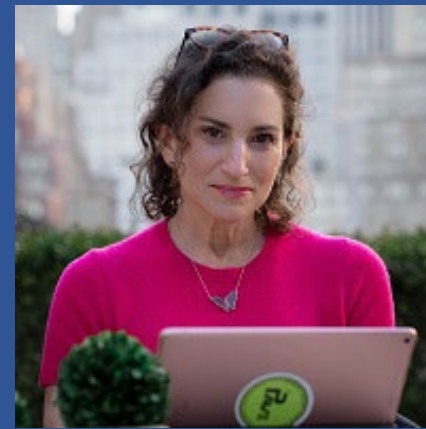
**Doug Matheny**

*Programs Manager for State and Local Policy, Oklahoma Tobacco Research Center*



**Annie Tegen**

*Vice President, State Advocacy, Campaign for Tobacco-Free Kids*



**Meredith Berkman**

*Co-founder, Parents Against Vaping e-cigarettes (PAVe)*



**Nichelle Gray**

*Manager of Engagement and Special Programs, Action on Smoking and Health*



## Moderator

**Kelsey Romeo-Stuppy**

*Managing Attorney, ASH*



*Dedicated to **ZERO** Tobacco Deaths*

# Stay Involved



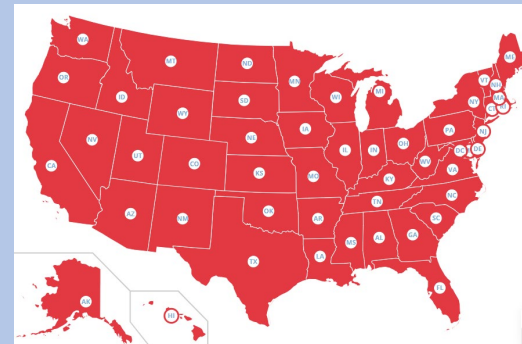
Have you seen tobacco industry interference in public health policymaking? Email us the details at [info@ash.org](mailto:info@ash.org)!

## NEXT WEBINAR:

Thursday, July 13, 2023

Using Data to Amplify Tobacco  
Control Advocacy

## New Data Released!



*U.S. Tobacco  
Lobbyist & Lobbying  
Firm Registration  
Tracker 2023*

[ash.org/tobacco-money](https://ash.org/tobacco-money)



## Why Shine a Light on Tobacco Industry Interference?

1. The tobacco industry aggressively promotes tobacco use, the leading cause of preventable deaths in the U.S.
2. The most effective tool for reducing tobacco use is public policy
3. The greatest barrier to effective public policy is tobacco industry interference
4. Exposing tobacco industry interference reduces its influence and improves public health

*“Public opinion and media coverage are only important insofar as they affect the government – we will never be liked and what we want is to be ignored.”*

Philip Morris. Goals for 2000. February 4, 1992.  
Bates #2024705949-2024705981

# U.S. Tobacco Industry Lobbyist & Lobbying Firm Registration Tracker

## SUMMARY FINDINGS

927 State-Level Lobbying Registrations for the tobacco industry were identified in 2023

Involving 856 lobbyists and lobbying firms

Almost two-thirds (577) of the registrations represented a company that is owned by or has a licensing agreement with adjudicated racketeers, including Altria, Reynolds American, Inc (RAI), and Juul.

Altria had a total of 293 registrations covering all 50 states and D.C.

Reynolds American had a total of 189 registrations covering 49 states and D.C.

States with the most tobacco industry lobbying registrations include Pennsylvania (64), Florida (51), New Jersey (48), Texas (38), Colorado (35), Ohio (35), Virginia (35), Maryland (32), Missouri (31), Kentucky (27) and Georgia (27).

Since 2021, the number of tobacco industry lobbying registrations decreased in 27 states, increased in 17 states, and was unchanged in seven.

Overall, state-level tobacco industry lobbying registrations decreased by 74, from 1,001 in 2021 to 927 in 2023.

Most of this decrease was due to Juul, which had 43 fewer lobbying registrations in 2023 than in 2021.

Swisher International and Swedish Match increased their total lobbying registrations between 2021 and 2023.



# Research Methods & Limitations

## ► Records

Information was obtained by visiting the lobbying registration websites for all 50 states and the District of Columbia.

## ► Searches and Keywords

Public records were searched for tobacco companies, trade associations, and retailers with currently registered lobbyists or lobbying firms.

*A full list of keywords can be found on the tracker site at:*  
[ash.org/tobacco-money/methods-limitations/](http://ash.org/tobacco-money/methods-limitations/)

## ► Tabulation

For each tobacco industry organization identified, the names of all lobbyists and lobbying firms registered to represent them were tabulated. Because some lobbyists and lobbying firms register to represent more than one tobacco industry organization, the total number of registrations were also tabulated.

## Limitations

In Alabama, Arizona, Arkansas, California, Colorado, D.C, Illinois, Indiana, Massachusetts, Michigan, Nebraska, New York, and Pennsylvania, lobbying firms are allowed to register instead of individual lobbyists. As most lobbying firms employ multiple lobbyists, the total number and names of individual lobbyists representing the tobacco industry in these states could not be determined from public records.

# rack · et · eer · ing

/ˌrækə'tiriNG/

*noun*

I. An organized conspiracy to commit fraud that is likely to continue





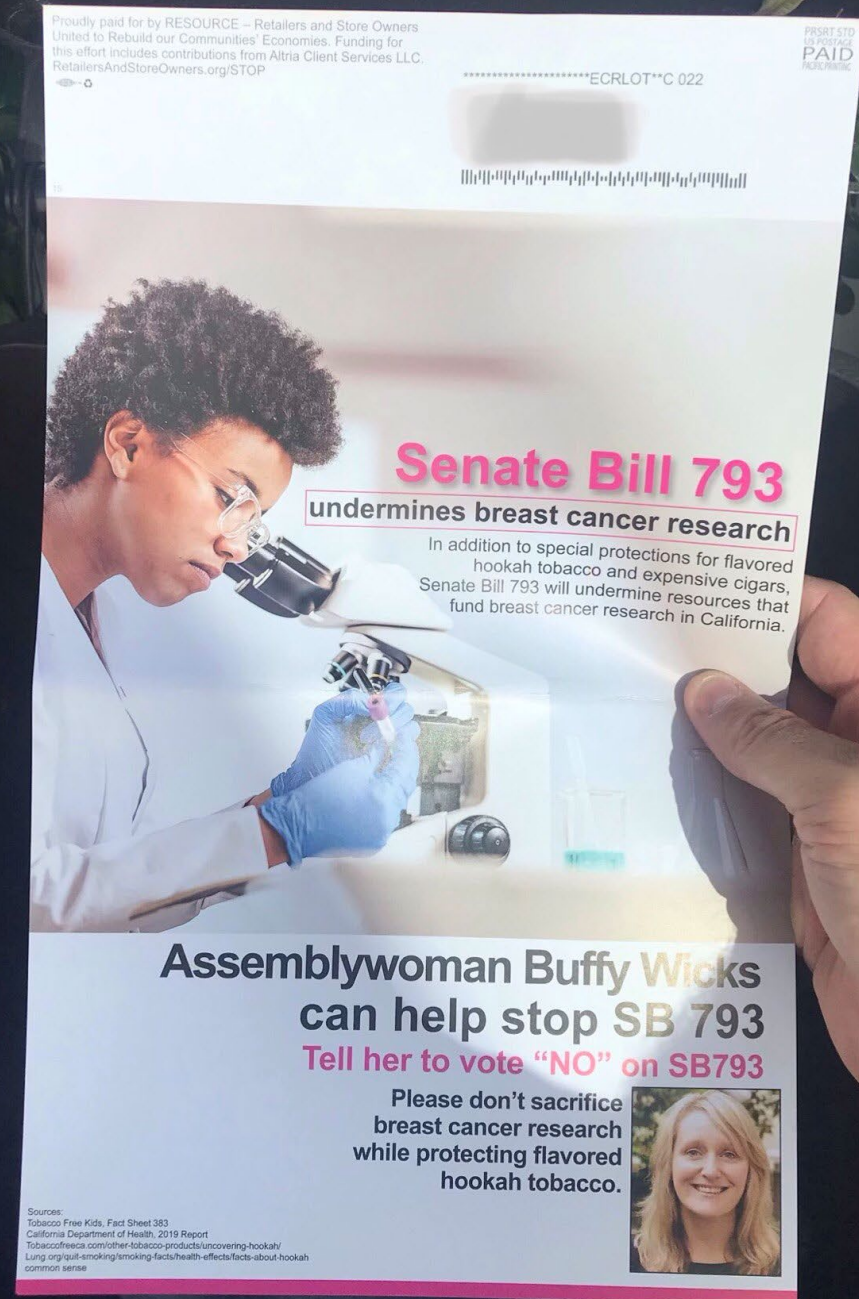


- Local/State Examples
  - Denver, LA, Salida/Boulder
- Astroturf Groups & Other Strategies





# Industry Mailer: Passing this law will undermine breast cancer funding







# Industry Digital Ads: Passing this law will undermine tobacco prevention funding for kids

Sponsored • Paid for by Retailers and Store  
Owners United to Rebuild our C... •

The California Assembly is considering SB 793, which would result in less anti-tobacco education funding. Sacramento insiders claim SB 793 protects kids — then why do they ignore California Department of Health research showing California kids smoke more flavored hookah than flavored cigarettes?

It's time to STOP the flawed SB 793.

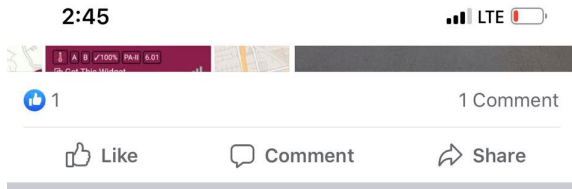


Write a comment...





# Targeting members directly



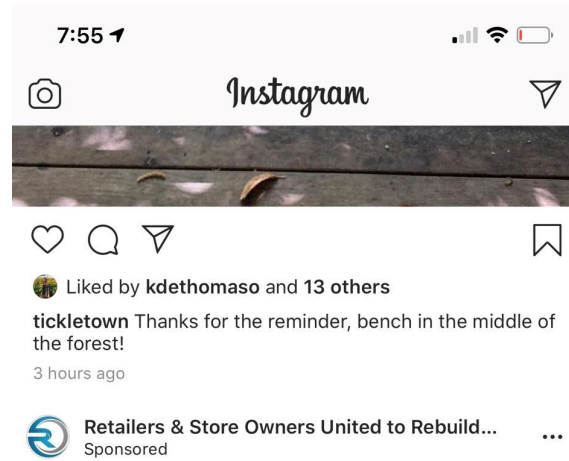
**Retailers & Store Owners United to Rebuild our Communities' Economies**  
Sponsored · Paid for by Retailers and Store Owners  
United to Rebuild our C...

For the first time in history, SB 793 expressly protects flavored hookah tobacco – even when s... Continue Reading



RETAILERSANDSTOREOWNERS.ORG  
**ASM. BAUER-KAHAN - STOP the Flawed SB 793**  
SB 793 will make California's financial situation even worse...

160 8 Comments 21 Shares

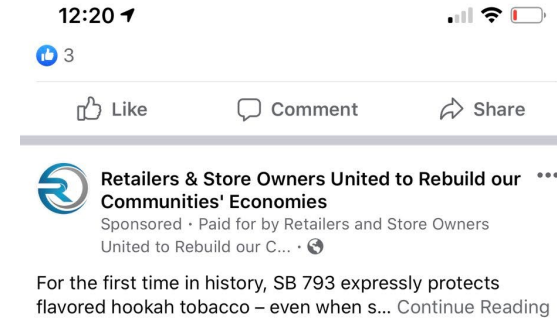


Liked by kdethomaso and 13 others  
tickletown Thanks for the reminder, bench in the middle of the forest!  
3 hours ago

**Retailers & Store Owners United to Rebuild...**  
Sponsored



[Learn More](#)



**Retailers & Store Owners United to Rebuild our Communities' Economies**  
Sponsored · Paid for by Retailers and Store Owners  
United to Rebuild our C...

For the first time in history, SB 793 expressly protects flavored hookah tobacco – even when s... Continue Reading



RETAILERSANDSTOREOWNERS.ORG  
**ASM. EGGMAN - STOP the Flawed SB 793**  
SB 793 will make California's financial situation even worse...

75 17 Comments 19 Shares

Like Comment Share

org >





# U.S. TOBACCO LOBBYISTS AND LOBBYING FIRM REGISTRATION TRACKER

[ash.org/tobacco-money/](https://ash.org/tobacco-money/)



# Tracker Data

TOTAL TOBACCO INDUSTRY  
LOBBYISTS

12

TOTAL TOBACCO INDUSTRY  
LOBBYIST REGISTRATIONS

12

LOBBYIST NAME	LOBBYIST REGISTRATIONS									
	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWISHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	
									ORGANIZATION	REGISTRATION
PATRICK ALLEN	1									
MARY DAVIS	1									
KERRY PAULSON	1									
JOHN RAINEY	1									
JAMES NUTTER		1								
BRANDON HATTON			1							
LINCOLN WILLIS			1							
CRISTOFER SCOTT KIDNER				1						
ROBERT GARAGIOLA							1			
LAUREN ALEXANDRA SHULL							1			
LAIRD W. STABLER III									CLTS, INC.	1
KATE COWPERTHWAIT									VAPOR RETAILERS AND MANUFACTURERS OF DELAWARE	1
<b>TOTAL</b>	4	1	2	1	0	0	2	0		2
<b>TOTAL REGISTRATIONS</b>	4	1	2	1	0	0	2	0		2

TOTAL LOBBYISTS

12

LOBBYIST REGISTRATION TOTAL

12

Registered Lobbyists Representing the Tobacco Industry in Delaware

# Some States Report Individual Lobbyists Names

TOTAL TOBACCO INDUSTRY LOBBYISTS					21		TOTAL TOBACCO INDUSTRY LOBBYIST REGISTRATIONS					22	
LOBBYIST NAME	LOBBYIST REGISTRATIONS												
	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWISHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	ORGANIZATION	REGISTRATION		
SEAN COLLINS	1												
DAN COMBS	1												
DALLAS DODGE	1												
MICHAEL DOYLE	1												
STEPHEN KINNEY	1												
CRAIG LEROY	1												
MELISSA BIGGS	1												
PAUL NUÑEZ	1												
JOY AVALLONE	1												
JOE ERB		1											
BRIAN DANIELS		1											
J. PAUL VANCE		1											
ALAN WEISSEN		1											
SON WOOD		1											
NICHOLAS CARTON			1										
LIZ CONNELLY			1										
JOSH PHES			1										

Registered Lobbyists Representing the Tobacco Industry in Connecticut

# Some States Report Lobbying Firms

TOTAL TOBACCO INDUSTRY LOBBYING FIRMS		6		TOTAL TOBACCO INDUSTRY LOBBYING FIRM REGISTRATIONS		7				
LOBBYING FIRM REGISTRATIONS										
FIRM NAME	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWISHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	
									ORGANIZATION	REGISTRATION
THE APEX GROUP	1									
LANG HANSEN GIROUX & KIDANE	1									
SLOAT HIGGINS JENSEN AND ASSOCIATES, LLC		1								
CAPITOL STRATEGIC ADVISORS, LLC			1	X						
APREA & MICHELI, INC									CALIFORNIA ASSOCIATION OF RETAIL TOBACCONISTS, INC.	1
CARPENTER SIEVERS LLC									PREMIUM CIGAR ASSOCIATION	1
TOTAL	2	1	1	0	0	0	0	0		2
TOTAL REGISTRATIONS	2	1	1	1	0	0	0	0		2

TOTAL FIRMS	6
FIRM REGISTRATION TOTAL	7

Registered Lobbyists Representing the Tobacco Industry Firms in California



# Some States Report Both

LOBBYIST REGISTRATIONS										
LOBBYIST NAME	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWSHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	
									ORGANIZATION	REGISTRATION
CRAWFORD, DEREK L	1									
SANTIAGO, MIGUEL A.	1									
KOTTAK, STEVE		1								
O'SHEA, MATTHEW M		1								
PUGH, COY		1								
SMITH, FREDERICK M.		1								
KING, BARBARA STAPLES			1							
HATTON, BRANDON			1							
O'CONNELL, JOHN TERRENCE				1						
<b>TOTAL</b>	2	4	2	1	0	0	0	0		0
<b>TOTAL REGISTRATIONS</b>	2	4	2	1	0	0	0	0		0

<b>TOTAL LOBBYISTS</b>	9
<b>LOBBYIST REGISTRATION TOTAL</b>	9

LOBBYING FIRM REGISTRATIONS										
FIRM NAME	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWSHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	
									ORGANIZATION	REGISTRATION
SORLING NORTHRUP	1									

Registered Lobbyists and Lobbying Firms Representing the Tobacco Industry Firms in Illinois

Lobbyists and  
Lobbying Firms  
can register  
to represent  
multiple  
tobacco  
companies,  
trade  
associations  
or retailers

TOTAL TOBACCO INDUSTRY LOBBYISTS	14
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TOTAL TOBACCO INDUSTRY LOBBYIST REGISTRATIONS	17
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LOBBYIST REGISTRATIONS										
LOBBYIST NAME	ALTRIA	REYNOLDS AMERICAN	JUUL	CIGAR ASSOCIATION OF AMERICA	SWISHER INTERNATIONAL	GENERAL CIGAR	VAPOR TECHNOLOGY ASSOCIATION	SWEDISH MATCH	OTHER TOBACCO INDUSTRY ORGANIZATIONS	
									ORGANIZATION	REGISTRATION
SEAN M COLLINS	1									
MATT N HARTLEY	1									
WORTH THOMAS	1									
SIDNEY P ALLEN		1								
CLARE L HESTER		1								
BURKE CAMPBELL MURPHY		1								
TOM WALLACE		1								
JENNIFER CUNNINGHAM			1							
HAYES DENT				1						
BETH C CLAY					1					
STEPHEN CLAY					1					
CLIFFORD C THOMPSON						1		X		
JIM THOMPSON						1		X		
TED THOMPSON						1		X		
TOTAL	3	4	1	1	2	3	0	0		0
TOTAL REGISTRATIONS	3	4	1	1	2	3	0	3		0

TOTAL LOBBYISTS	14
LOBBYIST REGISTRATION TOTAL	17

Registered Lobbyists Representing the Tobacco Industry  
in Mississippi



# Resources

## ASH Tracker Website

[ash.org/tobacco-money/](https://ash.org/tobacco-money/)

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## Feedback, Questions or Comments

[info@ash.org](mailto:info@ash.org)

[Online Survey](#)

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## U.S. Tobacco Industry Interference Index

To read our key recommendations for interventions to prevent tobacco industry interference in policymaking, you can find the ASH [2021 U.S. Tobacco Industry Interference Index here](#); and

**STAY TUNED!**

Please look out for the 2023 U.S. Tobacco Industry Interference Index release this fall.

