



CHEMICAL MANUFACTURERS ASSOCIATION

APR 8 1993

April 6, 1993

TO CMA BOARD OF DIRECTORS

Gentlemen:

Enclosed are the Minutes of the January 22, 1993 Board meeting and March 2 Executive Committee meeting.

Sincerely,

Charles W. Van Vlack
Senior Vice President-Secretary

Enclosure

CHEMICAL MANUFACTURERS ASSOCIATION

EXECUTIVE COMMITTEE MEETING

March 2, 1993

CMA Offices - Board Conference Room
Washington, D.C.

Minutes of Meeting

1. The meeting was called to order at 9:00 a.m. by Chairman Hirl.
There were present:

Members:	J. Roger Hirl, Chairman	
	J.A. "Fred" Brothers	Ray B. Nesbitt
	Vincent A. Calarco	John E. Peppercorn
	Earnest W. Deavenport, Jr.	Frank P. Popoff
	Michael H. Grasley	Robert A. Roland
	Alan R. Hirsig	Arthur R. Sigel
	Robert D. Kennedy	

Finance Committee: Bob G. Gower
Thomas F. Kennedy
J. Robert Lovett
Robert v.d. Luft
Philip W. Matos
Larry V. Rankin
Robert G. Potter

Secretary: Charles W. Van Vlack
Treasurer: Gary C. Herrman
General Counsel: David F. Zoll

By Invitation: David S. Alcorn, Crompton & Knowles Corporation
R. M. Julie Archuleta, Occidental Chemical Corporation
*David T. Buzzelli, The Dow Chemical Company
*Robert (Rob) J. Christie, FMC Corporation
J. Brian Ferguson, Eastman Chemical Company
*Lawrence Gess, Nalco Chemical Company
*Clif T. Hilderley, Ashland Chemical Company
Jon C. Holtzman, CMA
Fred G. Marshall, Exxon Chemical Company
James D. McIntire, CMA
Frederick L. Moore, Union Carbide Corporation
Morton L. Mullins, CMA
*Robert Nightengale, Nightengale Associates
*Tony Shaw, 3M Corporation
William M. Stover, CMA
Gordon D. Strickland, CMA

*Mike Vaughan, Ogilvy & Mather
 Donald J. Verrico, DuPont
 Frederick L. Webber, CMA
 *Richard Wirthlin, Wirthlin Associates
 Ben Woodhouse, The Dow Chemical Company

* Part time only

2. Minutes of Last Meeting. The minutes of the January 21 1993, meeting were approved as distributed.

3. VERI Initiative. Mr. Popoff introduced Mr. Buzzelli who made a presentation on the concepts and key elements underlying the development of the Voluntary Environmental Reporting Initiative (VERI). VERI had been undertaken by approximately twelve companies in cooperation with CERES representatives to develop a consistent format for corporate environmental reporting. While CERES would serve as the clearinghouse and publisher of the reports, they would not edit or otherwise comment on their contents, nor would the participating companies be asked to sign the Valdez/CERES principles.

Mr. Buzzelli indicated that the process had not yet been concluded but that a joint press conference was tentatively scheduled for March 25 to announce the trial program.

There was extensive discussion of this project and its implications and the participating Executive Committee companies agreed to come back to the Executive Committee and Board in April for further discussion.

4. Public Outreach Program. Mr. Potter opened the discussion of the renewal of the advertising component of overall outreach program which he indicated was premised on the belief that this type of program provides the industry with the opportunity to improve the "climate" in which we operate.

Mr. Holtzman then presented recent Roper poll data showing some positive shifts in opinion with respect to the industry that could be attributable to Responsible Care® and the attendant first phase of advertising.

Mr. Nightengale then outlined the Wirthlin strategy and the three types of testing that were being used to evaluate the proposed advertising approaches. These tests included Wirthlin strata, McCollum-Spielman, and focus group testing with employees. He indicated that the target audience was "influentials".

Mr. Vaughan of Ogilvy and Mather reviewed the results of their research which showed that the industry remained very vulnerable but that public opinion could be changed. He presented the strategy which was directed at stopping the slide using the Wirthlin developed communications strategy which was designed to move the "Swing/Neutral" group and not targeting those with strong negative opinion. He reviewed the three

advertising concepts ("Parables", "Turning Things Around", and "New Generation") which were being tested. The next steps included developing animatics, following through on the research, revisions, selection of the preferred option, and final review in April.

There was discussion of the relative merits of a national vs. regional program and their relative appropriateness and effectiveness. There was also discussion of the relative merits of partnering with a state chemical association (LCA) on a regional outreach program.

In a non-binding straw vote, the Executive Committee endorsed presenting a national advertising program to the Board in April for their approval and deferred action on the Louisiana Chemical Association request for partnering on a regional program until after the decision is made on the CMA program and with the hope that LCA can garner financial support for its proposed program beyond CMA member companies.

5. Toxic Use Reduction. Messrs. Theissen, Shaw and Jacob made a presentation on toxic use reduction (TUR) and proposed goals and principles for the Association which would guide the development of our policy, strategy and advocacy. Mr. Shaw reported on the federal legislative status, needs and outlook while Mr. Jacob did the same for state issues. Mr. Theissen focus on the internal TUR multidisciplinary issues team's work. Key issues included: the need need for urgency, the issues group goals, chemical management principles, education/advocacy plans, the range of CMA member company perspectives and opinions, and the schedule for the action plan. The draft goals and principles were presented for information and comment, with the plan being to come back to the Executive Committee and Board in April for approval of the goals and principles, with action on the strategy and policy to follow later in the year.

6. Finance Committee Report: 1993/94 Budget. Mr. Calarco presented the results the previous day's Finance Committee meeting which considered the program and funding options set forth in the Preliminary 1993/94 Budget that was mailed to all Finance and Executive Committee members.

Mr. Calarco reported that the budget requests presented by staff and committee representatives were the result of stringent base level budget criteria which, excluding the Public Outreach Program, had resulted in a base budget that was flat year-to-year and for which total expenses were less than the level of spending projected for the current year. Added to this base-level were proposed programs totaling \$3,221,300 which consisted of a combination of program increases previously approved by the Board of Directors totaling \$886,700; new programs of \$678,000; and additions to existing programs at a proposed level of \$1,565,600.

In reviewing the Association's activities, the Finance Committee found that all of the proposed items had significant merit when viewed individually. When viewed in total, however, the recommendations required a 15% increase in the schedules of fees. Despite the merit of the proposals, the Committee felt that such an increase in fees would

Administration and Congress. The restatement as set forth in Exhibit B was approved.

8. Federal Legislative Issues. Mr. Hilderley presented a status report and outlook on pending federal legislative issues including the Clinton economic package and Btu tax, as well as NAFTA, Superfund, Clean Water Act and the Safe Drinking Water Act. There was discussion of the Btu tax and the viability of various consumption based taxes, included a VAT.

9. Federal Regulatory Advocacy. Mr. Mullins highlighted various regulatory and policy development issues which the Association was engaged in, including TSCA, Clean Air, process safety regulations, RCRA, OSHA reform, tank cars, and agency opportunities.

10. State Issues. Mr. Christie highlighted pending state issues including: state affairs support for federal advocacy on CAA regulations, RCRA, and Superfund issues; state revenue programs, the Great Lakes initiative, and environmental equity.

11. President's Report. Mr. Roland presented a recommendation in which the Executive Committee concurred to defer for one year collection of the waste survey information required under the Responsible Care® Pollution Prevention Code. He also mentioned key agenda topics for the upcoming International Council of Chemical Associations' (ICCA) meeting in Ottawa in late March. He also expressed CMA's gratitude to Al Hirsig of ARCO Chemical for volunteering a loaned executive (John Masters) to lead our effort on environmental, health and safety management system advocacy.

12. Committee Appointments. Mr. Van Vlack presented several nominations to fill vacancies on CMA committees which were approved as set forth in Exhibit C.

13. Treasurer's Report. Mr. Herrman reported that performance against the 1992/93 budget through January 31, 1993 continued as projected in the 1993/94 Preliminary Budget Book.

* * * * *

The meeting adjourned at 12:05 p.m.

Charles W. Van Vlack
Senior Vice President-Secretary

CHEMICAL MANUFACTURERS ASSOCIATION
PRELIMINARY BUDGET - SUMMARY BY DEPARTMENT AND PROGRAM
FY 91/92 Actual, FY 92/93 Budget and Projected Results,
Preliminary FY 93/94 Budget

	FY 91/92 Audited Results	Approved FY 92/93 Budget	Projected FY 92/93 Results	Base Line Preliminary FY 93/94 Budget	Proposed Increases FY 93/94 Budget	Recommended FY 93/94 Budget
CMA ADVOCACY PROGRAMS						
REGULATORY AFFAIRS DEPARTMENT:						
Clean Air Programs TAB #3	\$ 1,027,700	\$ 934,200	\$ 935,000	\$ 830,500	\$ 205,000	\$ 1,041,500
Surface Water TAB #3	329,300	475,900	476,400	523,900		523,900
Groundwater (Including SDWA) TAB #3	20,200	22,400	22,400	25,200		25,200
Hazardous Waste Management (RCRA) TAB #3	343,700	738,300	720,800	594,200	150,000	744,200
Hazardous Waste Cleanup (Superfund) TAB #3	316,300	391,300	341,600	428,800		428,800
Pollution Prevention Program TAB #3	306,800	139,800	44,900	100,900		100,900
Responsible Care Pollution Prevention Code	73,900	361,700	456,900	381,600	240,000	429,600
Toxics Use Reduction (TUR) TAB #4	-0-	40,500	48,400	37,700	678,000	715,700
Product Stewardship and TSCA TAB #4	409,300	295,400	289,200	218,100	10,500	228,600
Responsible Care Product Stewardship Code	-0-	242,800	230,300	366,100	20,000	386,100
Risk Assessment, Risk Management TAB #4	831,600	585,400	549,800	442,500	138,000	580,500
Public and Occupational Health TAB #4	498,800	448,300	428,700	337,300		337,300
Responsible Care Employee Health & Safety Code	-0-	60,700	57,600	223,100	65,000	288,100
Public and Occupational Safety TAB #5	234,400	245,200	101,600	88,000		88,000
Responsible Care CAER Code TAB #5	183,100	144,400	166,600	218,100	40,000	258,100
Engineering & Operations TAB #5	277,500	338,700	321,400	301,200		301,200
Responsible Care Process Safety Code TAB #5	-0-	-0-	166,600	212,100	95,000	307,100
Distribution Safety, Economics & Emergency Response	466,700	747,800	555,900	501,600	34,300	535,900
Responsible Care Distribution Code TAB #6	79,200	181,400	423,900	440,400	50,000	490,400
DEPARTMENT TOTAL:	\$ 5,677,100	\$ 6,414,400	\$ 6,358,000	\$ 6,276,500	\$ 1,733,800	\$ 8,010,300
FEDERAL GOVERNMENT RELATIONS DEPARTMENT:						
International Trade TAB #7	\$ 229,800	\$ 253,800	\$ 232,600	\$ 228,200		\$ 228,200
Taxation TAB #7	253,200	261,300	191,900	188,700		188,700
Energy & Petrochemical Feedstocks/Global Climate	140,200	126,100	223,600	219,200		219,200
International Affairs TAB #7	334,000	342,100	345,800	339,400		339,400
Economic Advocacy & Analysis TAB #7	520,800	455,400	537,200	545,400		545,400
Federal Legislative Advocacy & Coalitioning TAB #8	1,868,100	1,825,300	1,810,900	1,894,100	133,800	2,029,900
Grassroots Program TAB #9	409,600	595,100	507,500	590,000		590,000
Political Activities Program TAB #9	48,600	102,000	114,700	118,200		118,200
DEPARTMENT TOTAL:	\$ 3,803,500	\$ 3,961,100	\$ 3,984,200	\$ 4,125,200	\$ 133,800	\$ 4,259,000
STATE AFFAIRS DEPARTMENT: TAB #10						
State Legislative & Regulatory Advocacy	\$ 1,164,600	\$ 1,134,700	\$ 1,149,800	\$ 1,217,500	\$ 107,000	\$ 1,324,500
Federation of State Chemical Associations	1,177,200	1,217,800	1,128,500	1,136,100	345,000	1,481,100
State Initiatives Program	TAB #10	TAB #10	TAB #10	TAB #10		TAB #10
DEPARTMENTAL TOTAL:	\$ 2,341,800	\$ 2,352,500	\$ 2,278,300	\$ 2,353,600	\$ 452,000	\$ 2,805,600
OFFICE OF GENERAL COUNSEL: TAB #11						
Staff and Related Legal Services	\$ 2,125,100	\$ 2,233,700	\$ 2,249,600	\$ 2,333,700		\$ 2,333,700
Third-Party Subpoena Response & Defendant Litigation	352,600	225,800	200,000	225,000		225,000
Outside Purchased Services	1,204,200	1,350,500	1,350,300	1,240,500	150,000	1,410,500
Intellectual Property	-0-	-0-	26,500	26,500		26,500
Insurance Amicus Brief Program	TAB #11	TAB #11	TAB #11	TAB #11		TAB #11
CMA Tort Litigation Group	TAB #11	TAB #11	TAB #11	TAB #11		TAB #11
Liability Amicus Program	TAB #11	TAB #11	TAB #11	TAB #11		TAB #11
DEPARTMENT TOTAL:	\$ 3,681,900	\$ 3,809,200	\$ 3,826,400	\$ 3,845,700	\$ 150,000	\$ 3,995,700
COMMUNICATIONS DEPARTMENT (ADVOCACY): TAB #12						
Media Communications	\$ 1,330,700	\$ 1,820,300	\$ 1,835,800	\$ 1,683,400		\$ 1,683,400
DEPARTMENTAL SUBTOTAL:	\$ 1,330,700	\$ 1,820,300	\$ 1,835,800	\$ 1,683,400		\$ 1,683,400
CMA TRADITIONAL ADVOCACY EMPHASIS PROGRAMS-SUMMARY	\$16,835,600	\$18,357,500	\$18,281,900	\$18,284,400	\$ 2,469,600	\$20,754,000
OUTREACH & SERVICE PROGRAMS: TAB #13						
COMMUNICATIONS DEPARTMENT (OUTREACH & SERVICES):						
Targeted Issue & Member Communication	1,189,600	782,700	745,700	799,100	95,000	894,100
Public Outreach Program	9,325,600	10,000,000	5,419,000	10,000,000		10,000,000
DEPARTMENT TOTAL:	\$10,515,200	\$10,782,700	\$ 6,164,700	\$10,799,100	\$ 95,000	\$10,894,100
RESPONSIBLE CARE DEPARTMENT: TAB #14						
Responsible Care Program	\$ 1,111,900	\$ 1,149,400	\$ 1,134,400	\$ 1,014,000	\$ 392,000	\$ 1,406,000
TECHNICAL SERVICES DEPARTMENT:						
CHEMTRECE/CHEMNET & Administration TAB #15	\$ 2,561,700	\$ 2,557,200	\$ 2,508,800	\$ 2,733,100	\$ 94,700	\$ 2,827,800
CHEMSTAR Division TAB #16	(103,100)	-0-	-0-	-0-		-0-
CHEMSTAR Business Councils TAB #17	TAB #17	TAB #17	TAB #17	TAB #17		TAB #17
CHEMSTAR Panels TAB #18	TAB #18	TAB #18	TAB #18	TAB #18		TAB #18
DEPARTMENT TOTAL (Net of Revenue):	\$ 2,458,600	\$ 2,557,200	\$ 2,508,800	\$ 2,733,100	\$ 94,700	\$ 2,827,800
UNALLOCATED MANAGEMENT AND SUPPORT: TAB #19						
Executive Coordination and Support	\$ 1,787,400	\$ 1,716,300	\$ 2,477,800	\$ 1,459,500		\$ 1,459,500
Meetings and Conventions	347,900	347,300	332,800	325,100		325,100
Accounting and Finance	693,200	811,000	820,100	915,600	35,000	950,600
Business Services	354,200	384,700	398,400	405,700	135,000	540,700
Computer and Information Services	843,400	960,300	1,058,600	1,061,600		1,061,600
Printing and Distribution	424,500	437,400	449,100	460,200		460,200
UNALLOCATED SUPPORT TOTAL:	\$ 4,452,600	\$ 4,657,000	\$ 5,520,800	\$ 4,627,700	\$ 170,000	\$ 4,797,700
CMA OUTREACH & SERVICE PROGRAMS-SUMMARY	\$18,538,300	\$19,146,300	\$15,348,700	\$19,173,900	\$ 751,700	\$ 19,925,600
TOTAL EXPENSES:	\$35,373,300	\$37,553,800	\$33,630,600	\$37,458,300	\$ 3,221,300	\$40,679,600
REVENUE:						
Membership Fees TAB #20	\$22,292,300	\$21,700,000	\$21,690,000	\$22,750,000	\$ 3,412,000	\$26,162,000
Public Outreach Assessment TAB #20	10,252,800	10,000,000	9,980,000	10,000,000	(3,000,000)	7,000,000
CHEMTRECE Registration Fees	2,363,300	2,300,000	2,543,700	2,711,900		2,711,900
Investment Revenue & All Other	2,031,600	2,228,000	1,896,100	1,996,400		1,996,400
TOTAL GENERAL REVENUE:	\$36,940,000	\$36,228,000	\$36,109,800	\$37,458,300	\$ 412,000	\$37,870,300
CONTRIBUTION TO (Use of) RESERVES	\$2,433,300	\$1,325,800	\$2,429,200	\$2,429,200	\$12,809,300	\$15,258,500
AUTHORIZED PERSONNEL						
ANALYSIS OF ASSOCIATION RESERVES END OF YEAR:	223	225	225	225	16	241
Reserve Increase (Decrease) General Operations	\$ 639,500		\$12,081,800			\$ 190,700
Reserve Increase (Decrease) Special Assessment	927,200		4,561,000			(3,000,000)
Total Year End Reserves:	\$11,192,600		\$13,671,800			\$10,662,500
Percent of General Operating Budget:	24.2%		21.2%			22.2%

CHEMICAL MANUFACTURERS ASSOCIATION MEMBERSHIP FEE CLASSIFICATION (Chemical Sales Basis)

Fiscal Year Beginning June 1, ~~1992~~ 1993

"UNCHANGED"

The following schedule of fees was established by the Board of Directors as provided under the CMA Bylaws Article IV, Section 2.

Chemical Sales Calendar year 1992 1992 \$Million	Membership Fee
Canadian Members	\$ 7,500
Under- 10.0	\$ 7,500
10.0- 25.0	\$ 10,000
25.0- 50.0	0.0371%*
50.0- 100.0	0.0339%*
100.0- 400.0	0.0309%*
Over- 400.0	0.0277%
Maximum Fee	\$682,500

* Up to but not more than the membership fee which would be obtained by multiplying the minimum amount of the next higher chemical sales bracket by the percentage factor applicable to the higher bracket and not less than \$10,000.

In addition to the above fees, the Board of Directors has established a mandatory .0125% assessment to a maximum of \$308,000 to be applied to reported sales in support of the Public Outreach Program.

"PROPOSED"

(15% INCREASE IN FEE SCHEDULE: Offset for)
(FY 1993/94 by a Related Decrease in the)
(Outreach Assessment)

The following schedule of fees was established by the Board of Directors as provided under the CMA Bylaws Article IV, Section 2.

Chemical Sales Calendar year 1992 1992 \$Million	Membership Fee
Canadian Members	\$ 8,600
Under- 10.0	\$ 8,600
10.0- 25.0	\$ 11,500
25.0- 50.0	0.0427%*
50.0- 100.0	0.0390%*
100.0- 400.0	0.0355%*
Over- 400.0	0.0319%
Maximum Fee	\$784,900

* Up to but not more than the membership fee which would be obtained by multiplying the minimum amount of the next higher chemical sales bracket by the percentage factor applicable to the higher bracket and not less than \$11,500

In addition to the above fees, the Board of Directors has established a mandatory .00873% assessment to a maximum of \$214,800 to be applied to reported sales in support of the Public Outreach Program.

CHEMICAL MANUFACTURERS ASSOCIATION
BELOW-THE-LINE PRIORITY SUMMARY
HIGHEST PRIORITY-RECOMMENDED FOR FUNDING

Analysis of Requests Recommended for Funding

	Board Approved	New Programs	Existing Program Additions	Program Totals
REGULATORY AFFAIRS:				
EMC - Staff & Related, Telephone			\$ 15,000	
EMC - Clean Air				
(1) Clean Air Manager	\$ 60,000 #1			
Equipment Leak Quantification	75,000 #1			
Plume Dispersion Models (SLAB & HG)	5,000 #2			
Nonattainment Technical Reviews	50,000 #3			\$ 205,000
EMC - Hazardous Waste Management (RCRA)				
(1) RCRA Manager	\$ 60,000 #1			
Review State Subtitle D Regulations	15,000 #5			
Cost/Benefits Analysis of RCRA Legislation	25,000 #9			
Recycling Definition Review	50,000 #10			\$ 150,000
EMC - Responsible Care® Pollution Prevention Code				
TRI Database Project			\$ 188,000 #1/#1	
Environmental Assessment Document			30,000 #11/#10	
Small Company Tool Kit			30,000 #23/#11	\$ 248,000 RC
EMC/H&S - Toxic Use Reduction				
(1) Regulatory Affairs TUR Manager		\$ 60,000 #4		
TUR Keystone Dialogue		15,000 #6		
Model State Legislation on TUR		30,000 #6		
DPS for Communication Strategy		125,000 #6		
(1) Media Advocacy Manager & (1) Support Staff in Communications		95,000 #1		
Federal Legislative Consulting to FGR		180,000 #1		
Federal TUR Coalition		20,000 #2a		
(1) In-House Attorney Dedicated to TUR		60,000 #1		
DPS Legal Fees to Supplement TUR		175,000 #4		\$ 678,000
H&S - Staff & Related, Telephone			\$ 10,500	\$ 10,500
H&S - Responsible Care® Product Stewardship Code				
Measurement of Internal Performance			10,000 na/#4	
Product Stewardship Implementation Guide			10,000 na/#7	\$ 20,000 RC
H&S - Risk Assessment, Risk Management				
Cost/Benefit of Risk Reduction Options			25,000 #7	
Develop Messages re: Benefits of Chemicals			113,000 #7	\$ 138,000
H&S - Responsible Care® Employee H&S Code				
OIR System Measurement			15,000 na/#3	
Managers Guide to Implement Code			10,000 na/#2	
Information Sharing System			40,000 na/#3	\$ 65,000 RC
EOC - Responsible Care® CAER Code				
Code Measurement System			20,000 na/#2	
CAER Awards Program			10,000 na/#17	
Plant Open House Guidelines			10,000 na/#18	\$ 40,000 RC
EOC - Responsible Care® Process Safety Code				
Piper System Information Sharing			25,000 na/#8	
Training Guide for Worker Qualification			30,000 na/#14	
Process Safety Resource Manual Revisions			10,000 na/#15	
Manager Guide, Audits			30,000 na/#16	\$ 95,000 RC
Distribution - Staff & Related, Telephone			\$ 34,300	\$ 34,300
Dist. - Responsible Care® Distribution Code				
Distribution Risk Management			50,000 #18/#9	\$ 50,000 RC
FEDERAL GOVERNMENT RELATIONS:				
FGR - Staff & Related			\$3,800 #3	
FGR - Legislative Coalitioning			80,000 #2	\$ 133,000
STATE AFFAIRS:				
SAC - Recommendations of Board Review				
Fourth Regulatory Advocacy Grant	\$ 30,000 #1			
SCAN Grants 10-16	70,000 #2			
Lobbyist with Services - SC	35,000 #3			
(2) Managers & (1) Support	155,000 #4			
General Business Grant - TN	25,000 #5			
New CIC Seed Support	125,000 #6			
Lobbyist, Monitor	12,000 #7			\$ 452,000
GENERAL COUNSEL:				
OPS - Outside Legal Fees (Superfund)			\$ 150,000 #5	\$ 150,000
COMMUNICATIONS:				
CC - CMA News Coverage Expansion			\$ 95,000 #1	\$ 95,000
RESPONSIBLE CARE®:				
RCCG - Staff & Related			\$ 47,000	
(1) Staff Assistant, Special Advisory			35,000	
(1) Associate Director, Internal Activities				60,000
(1) Associate Director, External Activities				60,000
(2) Staff Assistant, to Above			35,000	
Code Progress Reports			125,000 #5	
Turnkey Code Workshops			30,000 #6	\$ 392,000 RC
TECHNICAL SERVICES:				
CHEMTREC Center - Board Advisory				
(1) CHEMTREC Staff Assistant Registration	\$ 35,000			
CHEMTREC Maintenance	36,000			
CHEMTREC Travel & Etc.	23,700			\$ 94,700
ADMINISTRATION:				
(1) Bookkeeper			\$ 35,000	\$ 35,000
(1) Publications Clerk			35,000	
DPS Building/Lease Analysis			100,000	\$ 135,000
TOTALS:	886,700	\$678,000	\$1,456,608	\$3,221,300

CHEMICAL MANUFACTURERS ASSOCIATION
PRELIMINARY BUDGET
FY 91/92 Actual, FY 92/93 Budget and Projected Results
Preliminary FY 93/94 Budget and Program Costs

PUBLIC OUTREACH PROGRAM

PROJECTED REVENUE AND SUMMARY OF EXPENSES BY AUDIENCE

REVENUE:	FY 91/92 Actual Results	Approved FY 92/93 Budget	Projected FY 92/93 Results	Preliminary FY 93/94 Budget
Responsible Care® Public Outreach Assessment	\$10,252,800	\$10,000,000	\$ 9,980,000	\$10,000,000
TOTAL REVENUE:	\$10,252,800	\$10,000,000	\$ 9,980,000	\$10,000,000
EXPENSES BY AUDIENCE:				
1-3 Employee and Community				
o Staff & Related Expenses	\$ 3,700	\$ 5,100	\$ 5,500	\$ 5,100
o Develop Code Information Packages	3,000	20,000	12,600	37,300
o Increase Annual Report Distribution	24,100	42,400	36,000	45,000
o Develop Practice Code Videos & Presenters Guides	50,400	64,900	41,000	85,000
o Employee & Community Attitude Survey	7,000	-0-	4,000	-0-
o Advisory Panel Video Tape	51,000	-0-	-0-	-0-
o Community Advisory Panel Survey	-0-	-0-	10,700	-0-
o Brochure on Home Safety & Hazardous Materials	9,900	-0-	-0-	-0-
o Outreach Training	3,000	20,000	35,000	40,000
o Kids CAER	-0-	60,000	60,000	-0-
	\$ 152,300	\$ 212,400	\$ 212,800	\$ 212,400
4. Local & State Officials				
o Outreach Materials for CIC Speakers Bureau	\$ -0-	\$ 25,000	\$ 92,100	\$ -0-
o Responsible Care® Ads in State & Local Government Publications	47,900	30,000	47,900	-0-
o Mailings to Officials on Responsible Care®	-0-	30,000	60,000	-0-
o Support Organization of State Advisory Panels	-0-	100,000	101,000	-0-
o CIC Block Grant Program	-0-	-0-	-0-	185,000
	\$ 47,900	\$ 185,000	\$ 301,000	\$ 185,000
5. Federal Officials				
o Responsible Care Advertisements	\$ -0-	\$ 10,000	\$ 10,000	\$ 10,000
6. Media				
o Staff & Related Expenses	\$ 200	\$ 33,500	\$ 33,500	\$ 33,500
o National & Regional Speakers Forum	25,000	15,000	10,000	15,000
o Expand Media Tour	-0-	15,000	15,000	15,000
o Responsible Care Editor Mailing	6,200	4,500	4,500	4,500
o Responsible Care® Media Guidelines	3,300	-0-	-0-	-0-
o Funding of Environmental Reporting Forum	50,000	50,000	50,000	50,000
o Association Communication Research	-0-	-0-	5,000	-0-
	\$ 84,700	\$ 118,000	\$ 118,000	\$ 118,000
7. Local and National Public Interest Groups				
o Staff & Related Expenses	\$ -0-	\$ -0-	\$ -0-	\$ 1,300
o Global Tomorrow Coalition	5,000	5,000	5,000	5,000
o Printed Materials	-0-	5,000	2,500	3,000
	\$ 5,000	\$ 10,000	\$ 7,500	\$ 9,300
8. Educators & Students				
o Staff & Related Expenses - Support Staff	\$ 30,100	\$ 34,900	\$ 35,600	\$ 39,600
o Staff & Related Expenses - Other	2,400	6,800	5,600	6,800
o Enhancements to ChemEcology	203,200	205,000	205,000	205,000
o Enhance Quality of Science Education	108,400	220,000	220,000	225,000
o Support for Education Organizations in TC	1,400	5,000	2,000	5,000
o Develop Chair Endowment Model	100	5,000	100	-0-
o Support for Science Education Through CIC Federation System	48,400	100,000	100,000	100,000
o Expand Catalyst Awards	-0-	97,500	104,100	104,500
o Educators Travel	-0-	-0-	10,000	10,600
	\$ 394,200	\$ 754,200	\$ 762,400	\$ 776,500
9. Shareholders and Analysts				
o Staff and Related Expenses	\$ 800	\$ 2,500	\$ 2,000	\$ 2,500
o Meetings & Correspondence	-0-	2,000	1,000	2,000
	\$ 800	\$ 4,500	\$ 3,000	\$ 4,500
10. General Public				
o Staff and Related Expenses	\$ 13,700	\$ 5,800	\$ 8,300	\$ 13,500
o Nonmedia Costs	324,900	954,200	1,041,000	1,020,000
o Placement Costs	8,103,900	7,480,900	2,160,000	7,223,400
o General Print, Art & Graphics	-0-	30,000	30,000	30,000
o Public Outreach Consulting	16,500	60,000	50,000	65,300
o ACS Advertising	-0-	-0-	250,000	-0-
	\$ 8,459,000	\$ 8,530,900	\$ 3,539,300	\$ 8,352,200
Public Opinion Research				
o Staff and Related Expenses	\$ -0-	\$ 2,100	\$ 2,100	\$ 2,100
o Advertising Tracking Study and Testing	181,700	172,900	272,900	300,000
o Values Research	-0-	-0-	160,000	-0-
o Community Advisory Panel Survey	-0-	-0-	30,000	30,000
	\$ 181,700	\$ 175,000	\$ 465,000	\$ 332,100
TOTAL EXPENSES:	\$ 9,325,600	\$10,000,000	\$ 5,419,800	\$10,000,000

AUTHORIZED PERSONNEL

1

1

1

1

CHEMICAL MANUFACTURERS ASSOCIATION
Responsible Care® Partner Company
Sales Report and Worksheet for Calculating
and Remitting Partnership Fees

Under the criteria for Responsible Care® Partner Companies, the Partner fee as established annually by CMA's Board of Directors is assessed for the fiscal year which extends from June 1 to May 31. The basis for the fee is the preceding calendar year chemical-related sales of each Partner Company. Chemical-related sales are those sales derived from the manufacture, use, formulation, distribution, transportation-storage, and/or treatment-disposal of chemicals. Annually, each Partner Company is required to complete and submit this worksheet reporting their sales along with their check in payment of their Responsible Care® Partner Fee.

PLEASE COMPLETE THE FOLLOWING INFORMATION and forward THIS FORM WITH YOUR CHECK made payable to "Chemical Manufacturers Association".

TO: Vice President-Treasurer, CMA

According to the above definition of chemical-related sales, this company's sales dollar volume for calendar year 1992 and annual fee for the fiscal year beginning June 1, 1993 is:

Fee Classification Calendar Year 1992 Sales - \$ Million	Fixed Fee (A)	Calendar Year 1992 Actual Chemical-Related			Variable Fee (B)
		Sales	Rate		
Under \$10.0	\$ 1,000	(\$ _____)	x .00625%	=	\$ _____
10.0 - 25.0	\$ 3,000	(\$ _____)	x .00625%	=	\$ _____
25.0 - 100.0	\$ 5,000	(\$ _____)	x .00625%	=	\$ _____
100.0 - 200.0	\$10,000	(\$ _____)	x .00625%	=	\$ _____
200.0 - 300.0	\$20,000	(\$ _____)	x .00625%	=	\$ _____
300.0 - 400.0	\$30,000	(\$ _____)	x .00625%	=	\$ _____
400.0 and Over	\$30,000	(\$ _____)	x .0125%	=	\$ _____

Our total annual fixed plus variable fee (A+B) from the appropriate line above is \$ _____.

NAME OF COMPANY: _____

SIGNED: _____ DATE: _____

UPON COMPLETION, PLEASE RETURN WITH YOUR CHECK TO:

Mr. Gary C. Herrman
Vice President-Treasurer
Chemical Manufacturers Association
2501 M Street, NW
Washington, DC 20037

**CHEMICAL MANUFACTURERS ASSOCIATION
APPROVED BUDGET - HISTORY OF PROGRAM EXPENSES**

	FY 88/89 Audited Results	FY 89/90 Audited Results	FY 90/91 Audited Results	FY 91/92 Audited Results	Projected FY 92/93 Results	Recommended FY 93/94 Budget
CMA ADVOCACY PROGRAMS						
REGULATORY AFFAIRS DEPARTMENT:						
Clean Air Programs	\$ 549,500	\$ 424,200	\$ 491,100	\$ 1,027,100	\$ 935,000	\$ 1,041,500
Surface Water	233,500	211,700	279,100	329,300	476,400	523,900
Groundwater (Including SDWA)	124,100	144,600	50,700	20,200	22,400	25,200
Hazardous Waste Management (RCRA)	310,800	295,300	395,900	343,700	720,800	744,200
Hazardous Waste Cleanup (Superfund)	100,400	210,600	230,000	316,000	341,600	420,000
Pollution Prevention Program	-0-	198,600	411,900	306,000	44,900	100,900
Responsible Care® Pollution Prevention Code	-0-	-0-	-0-	73,900	456,900	629,600
Toxics Use Reduction (TUR)	-0-	-0-	-0-	-0-	48,400	715,700
Product Stewardship and TSCA	415,800	371,100	626,400	489,300	209,200	228,400
Responsible Care® Product Stewardship Code	-0-	-0-	-0-	-0-	230,300	380,100
Risk Assessment, Risk Management	-0-	55,700	666,100	831,600	569,000	580,500
Public and Occupational Health	413,800	773,900	416,000	498,800	428,700	337,300
Responsible Care® Employee Health & Safety Code	-0-	-0-	-0-	-0-	57,400	280,100
Public and Occupational Safety	241,000	170,400	157,800	234,400	101,400	88,000
Responsible Care® CAER Code	437,400	297,400	250,000	183,100	146,400	250,100
Engineering & Operations	111,400	288,900	252,800	277,800	321,400	301,200
Responsible Care® Process Safety Code	-0-	-0-	-0-	-0-	166,600	307,100
Distribution Safety, Economics & Emergency Response	372,700	674,100	722,700	466,700	555,900	535,900
Responsible Care® Distribution Code	-0-	-0-	-0-	79,200	423,900	490,400
DEPARTMENT TOTAL:	\$ 3,618,400	\$ 4,119,900	\$ 5,150,500	\$ 5,677,100	\$ 6,358,000	\$ 8,016,300
FEDERAL GOVERNMENT RELATIONS DEPARTMENT:						
International Trade	\$ 157,900	\$ 193,800	\$ 322,700	\$ 229,800	\$ 232,600	\$ 228,200
Taxation	194,000	196,100	242,700	253,200	191,900	168,700
Energy & Petrochemical Feedstocks/Global Climate	203,200	261,100	203,800	140,200	223,600	219,200
International Affairs	69,400	225,600	324,400	334,000	345,000	339,400
Economic Advocacy & Analysis	315,200	554,100	391,900	520,000	557,200	645,400
Federal Legislative Advocacy & Coalitioning	1,509,900	2,131,300	1,902,900	1,868,100	1,810,900	2,029,900
Grassroots Program	209,600	230,200	291,200	409,600	507,500	590,000
Political Activities Program	-0-	-0-	-0-	48,600	114,700	116,200
DEPARTMENT TOTAL:	\$ 2,459,200	\$ 3,790,200	\$ 3,781,800	\$ 3,805,500	\$ 3,984,200	\$ 4,259,000
STATE AFFAIRS DEPARTMENT:						
State Legislative & Regulatory Advocacy	\$ 766,900	\$ 1,034,600	\$ 884,100	\$ 1,164,600	\$ 1,149,000	\$ 1,324,500
Federation of State Chemical Associations	82,800	828,300	1,511,800	1,177,200	1,128,500	1,401,100
State Initiatives Program	N/A	N/A	N/A	N/A	TAB #10	TAB #10
DEPARTMENTAL TOTAL:	\$ 849,700	\$ 1,862,900	\$ 2,395,900	\$ 2,341,800	\$ 2,277,500	\$ 2,805,600
OFFICE OF GENERAL COUNSEL:						
Staff and Related Legal Services	\$ 1,384,400	\$ 1,723,800	\$ 1,880,900	\$ 2,125,100	\$ 2,249,600	\$ 2,333,700
Third-Party Subpoena Response & Defendant Litigation	-0-	131,100	376,200	352,600	200,000	225,000
Outside Purchased Services	2,281,500	1,358,300	1,212,800	1,204,200	1,350,300	1,410,500
Intellectual Property	18,500	18,700	37,300	-0-	26,500	26,500
Insurance Amicus Brief Program	N/A	N/A	N/A	N/A	TAB #11	TAB #11
CMA Tort Litigation Group	N/A	N/A	N/A	N/A	TAB #12	TAB #12
Liability Amicus Program	N/A	N/A	N/A	N/A	TAB #11	TAB #11
DEPARTMENT TOTAL:	\$ 3,684,400	\$ 3,231,900	\$ 3,507,200	\$ 3,681,900	\$ 3,826,400	\$ 3,995,700
COMMUNICATIONS DEPARTMENT (ADVOCACY):						
Media Communications	\$ 1,563,200	\$ 1,550,300	\$ 1,531,700	\$ 1,330,700	\$ 1,835,800	\$ 1,683,400
DEPARTMENTAL SUBTOTAL:	\$ 2,596,600	\$ 2,485,300	\$ 2,668,700	\$ 1,330,700	\$ 1,835,800	\$ 1,683,400
CMA TRADITIONAL ADVOCACY EMPHASIS PROGRAMS-SUMMARY	\$13,007,500	\$15,490,200	\$17,504,100	\$16,835,000	\$18,281,900	\$20,754,000
CMA OUTREACH & SERVICE PROGRAMS:						
COMMUNICATIONS DEPARTMENT (OUTREACH & SERVICES):						
Targeted Issue & Member Communication	\$ -0-	-0-	-0-	1,189,600	765,700	894,100
Public Outreach Program -	-0-	2,845,900	1,630,700	9,325,600	5,419,000	10,000,000
DEPARTMENT TOTAL:	\$ -0-	\$ 2,845,900	\$ 1,630,700	\$10,515,200	\$ 6,184,700	\$10,894,100
RESPONSIBLE CARE® DEPARTMENT:						
Responsible Care® Program	\$ 212,400	\$ 712,500	\$ 977,900	\$ 1,111,900	\$ 1,134,400	\$ 1,406,000
TECHNICAL SERVICES DEPARTMENT:						
CHEMTREC/CHEMNET & Administration	\$ 1,457,300	\$ 1,693,200	\$ 2,038,000	\$ 2,561,700	\$ 2,508,800	\$ 2,827,800
CHEMSTAR Division	(22,200)	42,100	(30,900)	(103,100)	-0-	-0-
CHEMSTAR Business Councils	N/A	N/A	N/A	TAB #17	TAB #17	TAB #17
CHEMSTAR Panels	N/A	N/A	N/A	TAB #18	TAB #18	TAB #18
DEPARTMENT TOTAL (Net of Revenue):	\$ 1,435,100	\$ 1,735,300	\$ 2,007,100	\$ 2,458,600	\$ 2,508,800	\$ 2,827,800
UNALLOCATED MANAGEMENT AND SUPPORT:						
Executive Coordination and Support	\$ 1,400,700	\$ 1,224,900	\$ 1,537,800	\$ 1,707,400	\$ 2,477,800	\$ 1,459,500
Meetings and Conventions	233,500	271,300	333,400	367,900	332,800	325,100
Accounting and Finance	584,000	560,300	689,400	693,200	820,100	950,600
Business Services	231,500	257,700	316,300	356,200	390,400	540,700
Computer and Information Services	583,100	686,400	786,200	843,400	1,050,600	1,061,600
Printing and Distribution	261,000	292,400	351,600	424,500	449,100	460,200
UNALLOCATED SUPPORT TOTAL:	\$ 3,293,800	\$ 3,293,800	\$ 4,014,700	\$ 4,452,600	\$ 5,520,800	\$ 4,797,700
CMA OUTREACH & SERVICE PROGRAM EXPENSES:	4,941,300	8,586,700	8,630,400	818,538,300	815,348,700	819,825,600
TOTAL EXPENSES:	\$17,948,800	\$24,076,900	\$26,134,500	\$35,373,300	\$33,630,600	\$40,679,600
REVENUE:						
Membership Fees	\$17,073,000	\$21,496,400	\$22,179,600	\$22,292,300	\$21,690,000	\$26,162,000
Public Outreach Assessment	-0-	-0-	1,630,700	10,252,600	9,980,000	7,000,000
CHEMTREC Registration Fees	-0-	350,400	1,244,100	2,363,300	2,543,700	2,711,900
Investment Revenue & All Other	1,786,700	2,137,000	2,305,900	2,031,600	1,896,100	1,996,400
TOTAL GENERAL REVENUE:	\$18,859,700	\$23,983,800	\$26,725,200	\$35,677,500	\$35,109,800	\$37,870,300
CONTRIBUTION TO (Use of) RESERVES	\$ 910,900	\$ 1,093,100	\$ 1,409,300	\$ 1,695,800	\$ 2,520,200	\$ 2,809,300