

Clerk of the House of Representatives  
Legislative Resource Center  
B-106 Cannon Building  
Washington, DC 20515

Secretary of the Senate  
Office of Public Records  
232 Hart Building  
Washington, DC 20510

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**LOBBYING REPORT**

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required To Complete This Page

1. Registrant Name Ryan, Phillips, Utrecht, & MacKinnon			
2. Address <input type="checkbox"/> Check if different than previously reported 1133 Connecticut Avenue, NW, Suite 300			
3. Principal Place of Business (if different from line 2) City: Washington State/Zip (or Country) DC 20036			
4. Contact Name Rodney Hoppe	Telephone 202-293-1177	E-mail (optional)	5. Senate ID
7. Client Name <input type="checkbox"/> Self Phillip Morris Management Corporation/ d/b/a Altria			6. House ID 3068C

**TYPE OF REPORT** 8. Year 2004 Midyear (January 1-June 30)  OR Year End (July 1-De

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report  Termination Date \_\_\_\_\_ 11. No Lobby

**INCOME OR EXPENSES – Complete Either Line 12 OR Line 13**

**12. Lobbying Firms**  
INCOME relating to lobbying activities for this reporting period was:

Less than \$10,000   
\$10,000 or more  \$ 100,000  
Income (nearest \$20,000)

Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).

**13. Organizations**

EXPENSES relating to lobbying activities for this re were:

Less than \$10,000   
\$10,000 or more  \$ \_\_\_\_\_  
Expenses (nea

**14. REPORTING METHOD.** Check box to indicate accounting method. See instructions for description of

- Method A. Reporting amounts using LDA defini  
 Method B. Reporting amounts under section 60 Internal Revenue Code  
 Method C. Reporting amounts under section 10 Internal Revenue Code

Signature

Rodney C. Hoppe

8/2/04

Printed Name and Title Rodney Hoppe, Partner

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LD-2 (REV. 6/98)

Registrant Name Ryan, Phillips, Utrecht & MacKinnon Client Name Altria/Philip Morris Management

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code** information as requested. Attach additional page(s) as needed.

15. General issue area code BUD (one per page)

16. Specific lobbying issues

HR 2799, S. 1585 – FY04 Commerce, Justice, State & Judiciary Appropriations, provisions or issues re tobacco.  
 H.R. 2673, S. 1427– FY2004. Agriculture Department Appropriations, provisions or issues related to tobacco.  
 H.R. 2800, S. 1426. FY 2004. Foreign Operations Appropriations, provisions or issues related to tobacco.

17. House(s) of Congress and Federal Agencies contacted  Check if None

U.S. House  
 U.S. Senate  
 Executive Office of the President

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Matt Berzok	
Rodney Hoppe	
Jeffrey M. MacKinnon	
Mark Planning	
Thomas M. Ryan	
Joseph V. Vasapoli	

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_



Registrant Name Ryan, Phillips, Utrecht & MacKinnon Client Name Altria/Philip Morris Management

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code information as requested. Attach additional page(s) as needed.

15. General issue area code BUD (One per page)

16. Specific lobbying issues

H.R. 2506, – FY2002 Foreign Operations Appropriations, provisions or issues related to tobacco.

17. House(s) of Congress and Federal Agencies contacted  Check if None

- U.S. House
- U.S. Senate
- Executive Office of the President

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Matt Berzok	
Rodney Hoppe	
Jeffrey M. MacKinnon	
Mark Planning	
Thomas M. Ryan	
Joseph V. Vasapoli	

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_



Registrant Name Ryan, Phillips, Utrecht & MacKinnon Client Name Altria/Philip Morris Management

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each co-information as requested. Attach additional page(s) as needed.

15. General issue area code TAX (One per page)

16. Specific lobbying issues

Issues related to tobacco excise taxes, including funding for new programs.

17. House(s) of Congress and Federal Agencies contacted

Check if None

U.S. House  
 U.S. Senate  
 Executive Office of the President

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Matt Berzok	
Rodney Hoppe	
Jeffrey M. MacKinnon	
Mark Planning	
Thomas M. Ryan	
Joseph V. Vasapoli	

19. Interest of each foreign entity in the specific issues listed on line 16 above

Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title Rodney Hoppe- Partner





Registrant Name Ryan, Phillips, Utrecht & MacKinnon

Client Name Altria/Philip Morris Management

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code information as requested. Attach additional page(s) as needed.

15. General issue area code TOB (One per page)

16. Specific lobbying issues

- H.R. 245, Tobacco Market Transition Act, all provisions.
- H.R. 140, Tobacco livelihood and economic assistance for our farmers act, all provisions
- H.R. 1769, S. 970, FSC/ETI Bill, Jobs Act 2003, provisions relating to tobacco
- S. 2461, a bill giving the FDA regulatory authority over tobacco, all provisions
- H.R. 4433, regulation by the FDA of tobacco products, all provisions

17. House(s) of Congress and Federal Agencies contacted  Check if None

- U.S. House
- U.S. Senate
- Executive Office of the President

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Matt Berzok	
Rodney Hoppe	
Jeffrey M. MacKinnon	
Mark Planning	
Thomas M. Ryan	
Joseph V. Vasapoli	

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title Rodney Hoppe- Partner



Registrant Name Ryan, Phillips, Utrecht & MacKinnon Client Name Altria/Philip Morris Management

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each co-** information as requested. Attach additional page(s) as needed.

15. General issue area code TRD (One per page)

16. Specific lobbying issues

None

17. House(s) of Congress and Federal Agencies contacted  Check if None

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Matt Berzok	
Rodney Hoppe	
Jeffrey M. MacKinnon	
Mark Planning	
Thomas M. Ryan	
Joseph V. Vasapoli	

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title Rodney Hoppe-Partner

