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 Washington, DC 20515

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**LOBBYING REPORT**

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

|   |                             |   |                            |
|---|-----------------------------|---|----------------------------|
| 1. Registrant Name<br>Financial Executives International (formerly Financial Executives Institute)                  |                             |   |                            |
| 2. Address <input type="checkbox"/> Check if different than previously reported<br>10 Madison Avenue, P.O. Box 1938 |                             |   |                            |
| 3. Principal Place of Business (if different from line 2)<br>City: Morristown State/Zip (or Country) NJ 07962       |                             |   |                            |
| 4. Contact Name<br>Sherri Thomas  | Telephone<br>(202) 457-6202 | E-mail (optional)<br>stthomas@feidc.org | 5. Senate ID #<br>31509000 |
| 7. Client Name <input checked="" type="checkbox"/> Self   |                             |   | 6. House ID #<br>31509000  |

**TYPE OF REPORT** 8. Year 2000 Midyear (January 1-June 30)  OR Year End (July 1-December 31)

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 Lobbying Activity

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

|  |   |
|--|---|
| <p><b>12. Lobbying Firms</b></p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇔ \$ _____<br/> <small>Income (nearest \$20,000)</small></p> <p>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).</p> | <p><b>13. Organizations</b></p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> ⇔ \$ <u>\$140,000.00</u><br/> <small>Expenses (nearest \$20,000)</small></p> <p><b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input checked="" type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code</p> |
|--|---|

Signature Grace L. Hinchman 1/8/01  
 Printed Name and Title Grace L. Hinchman Senior Vice President

Registrant Name Financial Executives Int'l Client Name \_\_\_\_\_

**Information Update Page - Complete ONLY where registration information has changed.**

20. Client new address

N/A

21. Client new principal place of business (if different from line 20)

City

N/A

State/Zip (or Country)

22. New general description of client's business or activities

N/A

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

N/A

**ISSUE UPDATE**

24. General lobbying issues previously reported that no longer pertain

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

| Name | Address | Principal Place of Business<br>(city and state or country) |
|------|---------|--|
|      |         |  |

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

N/A

**FOREIGN ENTITIES**

27. Add the following foreign entities

N/A

| Name | Address | Principal place of business<br>(city and state or country) | Amount of contribution<br>for lobbying activities | Ownership<br>percentage in<br>client |
|------|---------|--|---|--------------------------------------|
|      |         |  |   |                                      |

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client or affiliated organization

N/A

Signature Grace L. Hinchman Date 1/8/01

Printed Name and Title Grace L. Hinchman, Sr. Vice President

Registrant Name FEL Client  
Name N/A

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

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

16. Specific lobbying issues

- Black Listing
- CASE
- Price based acquisition

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

- DOL
- OMB; DOD; CAS Board
- US House of Representatives
- US Senate

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

| Name                  | Covered Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/8/01

Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FEI Client  
Name N/A

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

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

16. Specific lobbying issues

Healthcare Reform - Patient Rights Legislation  
Medicare Reform

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

US House of Representatives  
United States Senate

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

| Name                  | Covered Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/2/01  
Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FBI Client  
Name N/A

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

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

16. Specific lobbying issues

US House of Representatives  
United States Senate

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) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/8/01  
Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FEI Client  
Name N/A

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

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

16. Specific lobbying issues

ESOP's

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

US House of Representatives  
DOL

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

| Name                  | Covered Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace L. Hinchman Date 01/08/01

Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FBI Client  
Name N/A

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

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

16. Specific lobbying issues

- Streamlining federal acquisition procedures
- Price based acquisitions
- CAS Board re-organization
- Recovery audit
- Post retirement benefits

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

- US House of Representatives
- US Senate
- Office of Federal Procurement Policy
- DOD
- DFAS;DCMC; GAO; CAS Board

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

| Name                  | Covered Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/8/01  
Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FBI Client  
Name N/A

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

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

16. Specific lobbying issues

- Pension Reform
- Bankruptcy Reform
- Cash Balance Plans

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

- US House of Representatives
- United States Senate
- Department of Labor
- Treasury/IRS

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

| Name                  | Covered Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace L. Hinchman Date 1/8/01  
Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FEL Client  
Name N/A

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

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

16. Specific lobbying issues

- Cash Balance Plan
- Pension Reform

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

- IRS/Treasury
- US House of Representatives
- US Senate

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

| Name                  | Current Official Position (if applicable) | New                      |
|-----------------------|---|--------------------------|
| Thomas J. Dawson, III | Manager, Government Relations             | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |
|                       |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/8/01  
 Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name FEL Client  
Name N/A

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

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

16. Specific lobbying issues

- Tax Legislation
- International Tax Legislation
- SEC Appropriations: FASB business combination proposal

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

- US House of Representatives
- US Senate
- IRS
- DOT

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

| Name              | Covered Official Position (if applicable) | New                      |
|-------------------|---|--------------------------|
| Grace L. Hinchman | Vice President                            | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |
|                   |   | <input type="checkbox"/> |

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

Signature Grace Hinchman Date 1/8/01

Printed Name and Title Grace L. Hinchman, Vice President

Registrant Name Financial Executives Client Name \_\_\_\_\_

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

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

16. Specific lobbying issues

Corporate Tax

Individual/Subchapters/Partnership Tax Issues

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

Senate Finance  
State Department  
SBA

House Ways & Means  
IRS/Treasury

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

| Name          | Covered Official Position (if applicable) | New                                 |
|---------------|---|-------------------------------------|
| Mark E. ROSEN | Director, Tax & Economic Policy           | <input checked="" type="checkbox"/> |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |
|               |   | <input type="checkbox"/>            |

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

Signature Grace L. Minchman Date 1/8/01

Printed Name and Title Grace L. Minchman Senior Vice President