00000723297

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

SECRETARY OF THE
04 AUG 10 AM

LOBBYING REPORT

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

1. Registrant Name:
LEONARD + CO.

2. Address: ☐ Check if different than previously reported
3433 N. ALBEMARLE ST.

3. Principal Place of Business (if different from line 2)
City: ARLINGTON State/Zip (or Country): VA 22207

4. Contact Name: BURLEIGH C.W. LEONARD Telephone: 703-536-9118 E-mail (optional):

5. Senate ID:

7. Client Name: ☐ Self
ALTRIA CORPORATE SERVICES INC

6. House ID #: 3040

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

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 Lobbyi

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 ☑ ⇨ $ 90,000
Amount (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 r period were:

Less than $10,000 ☐

$10,000 or more ☐ ⇨ $ _____
Expenses (nearest

14. REPORTING METHOD. Check box to indic accounting method. See instructions for description

☐ Method A. Reporting amounts using LDA defin

☐ Method B. Reporting amounts under section 60 Internal Revenue Code

☐ Method C. Reporting amounts under section 16 Internal Revenue Code

Signature: Burleigh C.W. Leonard

Printed Name and Title BURLEIGH C.W. LEONARD PRESIDENT

Registrant Name: LEONARD + CO Client Name: ALTRIA CORPORATE SERVICES

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which th 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 F00 (one per page)

16. Specific lobbying issues

CHILD NUTRITION PROGRAMS REAUTHORIZATION

COUNTRY OF ORIGIN LABELING

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

U.S. SENATE

U.S. HOUSE OF REPRESENTATIVES

U.S. DEPARTMENT OF AGRICULTURE

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

Name	Covered Official Position (if applicable)
BURLEIGH CW LEONARD	

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

Signature: [signature] Date: 8/1/04

Printed Name and Title: TURLEIGH W. LEONARD PRESIDENT

Aj.

Registrant Name: LEONARD + CO Client Name: ALTRIA CORPORATE SERVICES

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the r 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: TRA (one per page)

16. Specific lobbying issues

AUSTRALIAN FREE TRADE AGREEMENT

CENTRAL AMERICA FREE TRADE AGREEMENT

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

U.S. SENATE

U.S. HOUSE OF REPRESENTATIVES

OFFICE OF U.S. TRADE REPRESENTATIVE

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

Name	Covered Official Position (if applicable)
BURLEIGH C.W. LEONARD	

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

Signature: Burleigh C.W. Leonard Date: 8/1/04

Printed Name and Title KURLEIGH C.W. LEONARD PRESIDENT

By

Registrant Name: LEONARD + CO Client Name: ALTRIA CORPORATE SERVICES

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the r 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: AGR (one per page)

16. Specific lobbying issues

MILK FORWARD CONTRACTING
RESTRICTIONS ON MILK PROTEIN CONCENTRATE IMPORTS
SUGAR STORAGE FACILITY LOAN PROGRAM

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

U.S SENATE
U.S. HOUSE OF REPRESENTATIVES

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

Name	Covered Official Position (if applicable)
BURLEIGH C.W. LEONARD	

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

Signature: Burleigh C.W. Leonard Date: 8/1/04

Printed Name and Title: KURLEIGH CW LEONARD PRESIDENT

Pg.

Registrant Name: LEONARD + Co. Client Name: ALTRIA CORPORATE SERVICES

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the r 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

FDA REGULATION OF TOBACCO LEGISLATION
TOBACCO QUOTA BUY OUT LEGISLATION

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

U.S. SENATE
U.S. HOUSE OF REPRESENTATIVES

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

Name	Covered Official Position (if applicable)
BURLEIGH C.W. LEONARD	

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

Signature: Burleigh C.W. Leonard Date: 8/1/04

Printed Name and Title: RURLEIGH CW. LEONARD PRESIDENT

Pg.

Registrant name: LEONARD + Co.

ALTRIA CORPORATE SE

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 | 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

N/A

AFFILIATED ORGANIZATIONS

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Busi (city and state or cou
	N/A	

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

Name	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities	C
	N/A			

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

N/A

Date 8/1/04

Signature _____ Date _____

Printed Name and Title: BURLEIGH CW. LEONARD PRESIDENT