



**BROWN-FORMAN**

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04 FEB 24 PM 2:18

February 17, 2004

MARK H. SMITH  
VICE PRESIDENT, DIRECTOR OF  
GOVERNMENT RELATIONS AND PUBLIC POLICY

**VIA FEDERAL EXPRESS**

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

RE: Lobbying Report – Year-end / July 1- December 31, 2003  
Brown-Forman Corporation

Dear Sir or Madam:

Pursuant to the Lobbying Disclosure Act of 1995, please find enclosed the year-end (July 1- December 31, 2003) Lobbying Report of Brown-  
✓ Forman Corporation. I am herewith filing an original with your office. Please have the copy filed-stamped with all recording data and returned in the enclosed self-addressed stamped envelope.

If you have any questions, please give me a call

Sincerely,

A handwritten signature in black ink, appearing to read "Mark H. Smith".

Mark H. Smith

MHS/tkc

Enclosures



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 Brown-Forman Corporaton			
2. Address <input type="checkbox"/> Check if different than previously reported P. O. Box 1080			
3. Principal Place of Business (if different from line 2) City: Louisville State/Zip (or Country) KY 40201			
4. Contact Name Mark H. Smith	Telephone 502-774-7152	E-mail (optional) mark_h_smith@b-f.com	5. Senate ID # 7213-12
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # 32516000

**TYPE OF REPORT** 8. Year 2003 Midyear (January 1-June 30) ☐ OR Year End (July 1-December) ☐

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 A ☐

### 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 ☐ ⇒ \$ \_\_\_\_\_  
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 reporting period were:

Less than \$10,000 ☐

\$10,000 or more ☒ ⇒ \$ 160,000  
Expenses (nearest \$20,000)

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

☒ Method A. Reporting amounts using LDA definition

☐ Method B. Reporting amounts under section 6033(l) Internal Revenue Code

☐ Method C. Reporting amounts under section 162(e) Internal Revenue Code

Signature Mark H. Smith

Printed Name and Title Mark H. Smith, VP, Director of Government Relations and Public Policy

\_\_\_\_\_

Registrant Name Brown-Forman Corporation Client Name \_\_\_\_\_

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

16. Specific lobbying issues

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

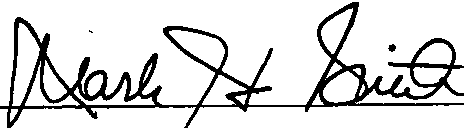
☒ Check if None

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

Name	Covered Official Position (if applicable)
Mark H. Smith	
James H. Perry	Government Relations Manager

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

☒ Check if None

Signature  Date February 16, 2004

Printed Name and Title Mark H. Smith, VP, Director of Government Relations and Public Policy



Registrant Name Brown-Forman Corporation

Client Name \_\_\_\_\_

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

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

16. Specific lobbying issues

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

☒ Check if None

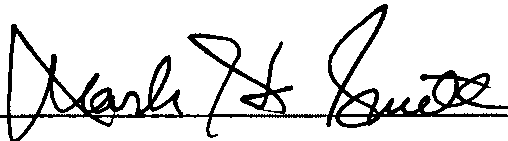
18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Mark H. Smith	
James H. Perry	Government Relations Manager

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

☒ Check if None

Signature



Date

February 16, 2004

Printed Name and Title

Mark H. Smith, VP, Director of Government Relations and Public Policy



Registrant Name Brown-Forman Corporation

Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant is 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 TAX (one per page)

16. Specific lobbying issues

H.R.2023, To amend the Internal Revenue Code of 1986 to reduce the rate of tax on distilled spirits to its pre-1985 level.  
Monitor for any legislation affecting the Section 5010 Wine Credit, Extraterritorial Income Act, replacement legislation to determine impact on U.S. Manufacturers,

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

☐ Check if None

Department of Treasury  
House of Representatives  
Senate  
The White House

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

Name	Covered Official Position (if applicable)
Mark H. Smith,	
James H. Perry	Government Relations Manager

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

☐ Check if None

Signature  Date February 16, 2004

Printed Name and Title Mark H. Smith, VP, Director of Government Relations and Public Policy



Registrant Name Brown-Forman Corporation

Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant was 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 TRD (one per page)

16. Specific lobbying issues

Made contacts on US-EU negotiations on wine-making methods and use of semi-generic terms.

Made contacts on the impact of the Czech Republic's proposed social security legislation on US businesses.

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

☐ Check if None

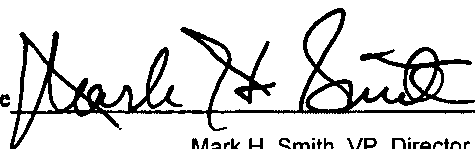
House of Representatives  
USTR  
State Department  
Commerce Department

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

Name	Covered Official Position (if applicable)
Mark H. Smith	
James H. Perry	Government Relations Manager

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

☐ Check if None

Signature 

Date February 16, 2004

Printed Name and Title Mark H. Smith, VP, Director of Government Relations and Public Policy



Registrant Name Brown-Forman Corporation Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant is 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 TOR (one per page)

16. Specific lobbying issues

S.1751, The Class Action Fairness Act; Proposed amendment to the bill's effective date to apply its reforms to pending cases where judge has not yet certified the class.

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

Senate  
House of Representatives  
Department of Justice  
White House  
FTC

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

Name	Covered Official Position (if applicable)
Mark H. Smith	
James H. Perry	Government Relations Manager

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

Signature  Date February 16, 2004

Printed Name and Title Mark H. Smith, VP, Director of Government Relations and Public Policy



Registrant Name Brown-Forman Corporation

Client Name \_\_\_\_\_

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

20. Client new address \_\_\_\_\_

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 \_\_\_\_\_

**LOBBYIST UPDATE**

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

**ISSUE UPDATE**

24. General lobbying issues previously reported that no longer pertain \_\_\_\_\_

FIN \_\_\_\_\_

HCR \_\_\_\_\_

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Business (city and state or country)

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

**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	Over period of li

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

Signature \_\_\_\_\_

Date February 16, 2004

Printed Name and Title \_\_\_\_\_

Mark H. Smith, VP, Director of Government Relations and Public Policy

