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General Counsel

Robert D. Lenhard  
Margaret A. McCann  
Paula J. Cairn  
Roger A. Crawford  
Associate General Counsel

General Counsel's Office  
1101 17th Street, N.W., Suite 1210  
Washington, D.C. 20036-5687  
Telephone: (202) 775-5900  
Fax: (202) 452-0556

May 1, 2000

Thomas Andersen, Esq.  
Office of the General Counsel  
Federal Elections Commission  
Washington, D.C. 20463

Re: MUR 4762 (AFSCME & AFSCME PEOPLE)

Dear Mr. Andersen:

In response to the Commission's letters of March 20, 2000 and April 14, 2000, I have reviewed the files and records of AFSCME and compiled the following information.

In 1996, AFSCME made a series of telephone calls on behalf of candidates for election to federal office. Those calls were made from phone banks operated by AFSCME or its affiliates. The individuals who made those calls were paid employees and not volunteers. Those calls were automatically rather than manually dialed. It is not clear today how many individuals worked on these projects in 1996. These individuals were paid an hourly wage of between seven dollars an hour and eight and one half-dollars an hour. The services were valued at \$18.50 an hour for each caller. This was based upon an assumption that all callers earned the maximum possible wage, though in fact, most did not, and then twenty-five cents an hour was added on to that. It also included an hourly charge of \$8.75 for phone costs and \$1.00 for office expenses. In addition, each hour of phone caller's time was adjusted to reflect additional expenses. This adjustment increased the cost of the service above the fixed prices noted above. The pricing and billing system used for these calls was the same one used for calls made on matters unrelated to federal elections.

A copy of the phone script used in the Leslie Byrne calls is attached.

If you have any questions, please feel free to contact the undersigned.

Sincerely,

Robert Lenhard

## Byrne Caucus Phone Script - Fairfax County

Is \_\_\_\_\_ there?

Hi, This is \_\_\_\_\_ with the Leslie Byrne for Senate Campaign. We're calling to ask if Leslie can count on your support in her campaign for the Democratic nomination for Senate?

**IF YES (will support):**

That's great. You know, the only way you can vote for Leslie for the Democratic nomination is to attend the Fairfax County Democratic Caucus that will be held at \_\_\_\_\_ (caucus location) \_\_\_\_\_ on Saturday, April 13th from 12-5 p.m. Will you attend the caucus as a Leslie Byrne supporter?

**IF YES:**

Wonderful.

(Give them caucus directions)

We really appreciate your support and will look forward to seeing you at the caucus.

**IF UND or IF NO (about attending):**

Well, Fairfax County is having absentee voting on Thursday, April 11th from 5 to 9:00 pm at the Fairfax County Democratic Headquarters, 7245 Arlington Boulevard, Suite 205 (in Loehmann's Plaza) Would you be able to make that?

**STILL UND or NO (about attending)**

I understand, but we're urging all of Leslie's supporters to attend if at all possible because the nomination of our party's candidate is the hands of a very few people, and we'd like you to be one of the decision makers.

**IF NO (will not support):**

Thank you for your time.

**IF UNDECIDED (on support):**

Well Leslie is the only candidate for the Democratic nomination for Senate who has experience in public office. She represented the 11th District in the United States Congress and before that she served four terms in the Virginia House of Delegates. While in Congress Leslie sponsored and passed more legislation than any other freshman, so you know that she will go in there and get the job done. Leslie is working for better education, protection of the environment and fighting for economic fairness. So I hope that you will consider supporting Leslie Byrne for Senate. Thanks for your time.