

he Campaign for Tobacco-Free Kids is a leading force in the fight to reduce tobacco use and its deadly toll in the United States and around the world. **OUR VISION:**A future free of the death and disease caused by tobacco. We work to save lives by advocating for public policies that prevent kids from smoking, help smokers quit and protect everyone from secondhand smoke.

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LETTER FROM MATT & SUSAN



very day, the Campaign for Tobacco-Free Kids strives to create a healthier future free of the death and disease caused by tobacco. We face an unrelenting foe in the tobacco industry, yet we continue to make tremendous progress in the United States and around the world.

We are pleased to present our annual report predominantly covering our activities and achievements from April 1, 2011, to March 31, 2012. We have many successes to celebrate:

- U.S. smoking rates fell to record lows among both youth and adults, demonstrating again the effectiveness of the proven strategies we work to put in place in every community, state and country.
- The federal government took unprecedented action by unveiling bold new cigarette warnings and launching a national media campaign that drove hundreds of thousands of smokers to seek help in quitting.
- Major League Baseball at last began to break its addiction to smokeless tobacco. It wouldn't have happened without the Knock Tobacco Out of the Park campaign we were proud to lead.
- Our annual Kick Butts Day was stronger than ever, empowering kids at more than 1,100 events across the country and generating media coverage that reached tens of millions.
- We supported nations around the world in taking strong action to reduce tobacco use, resulting in historic gains from Brazil to India to Ukraine.

Despite our progress, we know that the battle against tobacco use is far from over. Every year, tobacco still kills more than 400,000 Americans and about six million people worldwide. Every day, nearly 4,000 U.S. kids try their first cigarette and every day, 80,000 to 100,000 young people around the world become addicted to tobacco. If current trends continue, 250 million children and young people alive today will die from tobacco-related diseases.

The tobacco industry is as ruthless as ever in targeting our children and fighting any efforts to reduce the use of its deadly products. The Campaign for Tobacco-Free Kids is fighting just as hard to protect our children and save lives.

We are unyielding in our resolve to win the fight against the world's number one cause of preventable death. We know that our many partners and supporters are as well, and we thank you for your commitment to our cause. Together, we can end the tobacco epidemic once and for all.



Matthew Myers

Matthew Y. Myers

Susan Liss







U.S. PROGRAMS & DEVELOPMENTS

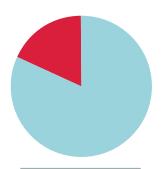
The **FDA** unveiled graphic cigarette warnings, which were scheduled to take effect in the U.S. in late 2012. Putting profit before lives, the tobacco industry filed lawsuits to block the warnings. The Campaign for Tobacco-Free Kids fought hard for the law requiring the new warnings, and we are now fighting just as hard to defend the warnings in court.

The CDC this year launched an unprecedented national media campaign to prevent kids from smoking and encourage smokers to quit. The campaign told the harsh truth about smoking's consequences and had immediate impact, doubling calls to telephone guit lines. The Campaign for Tobacco-Free Kids championed funding for this initiative and is working to ensure it is repeated.

Major League Baseball and its players' union agreed to the first-ever restrictions on players' use of smokeless tobacco when around fans and on television. The Campaign for Tobacco-Free Kids led by an award-winning Knock Tobacco Out of the Park campaign that won this historic change, and we thank our many partners in this effort.

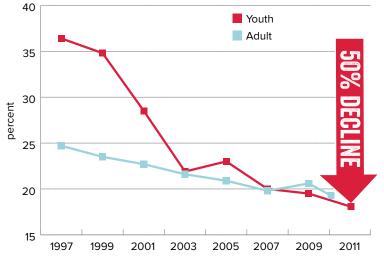
While we have made tremendous progress, a new Surgeon General's report reminded the nation that tobacco marketing still fuels a "pediatric epidemic" of youth tobacco use. Finding that more than 3.6 million American youth still smoke, the report was a timely reminder that the battle against tobacco must remain a national priority. The Campaign for Tobacco-Free Kids helped disseminate the report's findings to the public and policy makers, keeping up the pressure for action to protect our kids and save lives.







U.S. SMOKING TRENDS 1997-2011



This year U.S. smoking rates dropped to historic lows. Smoking rates fell to 19.3 percent among adults in 2010 and 18.1 percent among high school students in 2011 - the latter a 50 percent decline since 1997. These numbers are indicative of progress we have made to reduce the deadly tobacco toll, but there is still so much more to accomplish to reach our end goal of a tobacco-free world and zero lives lost. We continue to fight for the tobacco taxes, smoke-free laws, prevention programs and other strategies that drive this progress, and we are proud of our new "For Youth By Youth" partnership with the United Health Foundation that aims to cut youth smoking by 25 percent by 2015.

CAMPUS STATS

CAMPUSES FROM COAST-TO-COAST GO SMOKE-FREE

ALL 10 CAMPUSES

of the University of California will be completely tobaccofree by 2014, while on the other coast Nova Southeastern University is joining the University of Florida and other Sunshine State campuses in going tobacco-free. University of California President Mark G. Yudof directed chancellors to implement tobaccofree policies on their campuses

WITHIN THE NEXT TWO YEARS

Key elements include prohibiting all tobacco use in both indoor and outdoor spaces and stopping the sale and advertising of tobacco products in Universityowned and occupied buildings. In Florida, Nova Southeastern University joined at least 13 other campuses, including the University of Florida, Florida International University and the University of Central Florida, that are already smoke-free. According to a university survey about

75 PERCENT OF NSU STUDENTS AND EMPLOYEES SUPPORT THE POLICY.

There are now at least

825 SMOKE-FREE CAMPUSES

across the country, according to Americans for Nonsmokers' Rights.

These policies protect the health of students and university employees and help reduce tobacco use among a population that is heavily targeted by the tobacco industry.

SPOTLIGHT

A MARRIAGE OF CONVENIENCE: TOBACCO INDUSTRY FORMS DEADLY ALLIANCE WITH CONVENIENCE STORES

The Campaign for Tobacco-Free Kids constantly exposes and counters the tobacco industry's strategies to target our children and defeat efforts to reduce tobacco use. This year, we released a report exposing how tobacco companies have enlisted convenience stores as their most important partners in marketing tobacco products and opposing tobacco control policies. The report shows how tobacco companies pay stores billions to ensure that cigarettes and other tobacco products are advertised heavily, displayed prominently

and priced cheaply to appeal to kids and keep current users hooked.



The report, "Deadly Alliance: How Tobacco Companies and Convenience Stores Partner to Market Tobacco Products and Fight Life-Saving Policies," is an important tool in countering efforts by tobacco companies and their store allies to oppose tobacco taxes and other policies to reduce tobacco use. Tobacco companies know, as we do, that higher tobacco taxes are one of the most effective ways to reduce smoking, especially among kids.

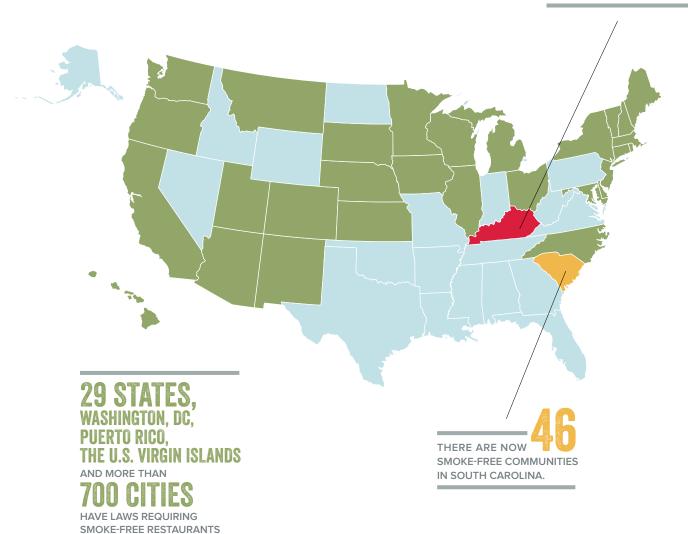
SMOKE-FREE STATES

AND BARS.

The Campaign for Tobacco-Free provides leadership and assistance to campaigns throughout the United States and worldwide to enact smoke-free laws that protect everyone's right to breathe clean air. In the U.S., 29 states, Washington, DC, Puerto Rico, the U.S. Virgin Islands and more than 700 cities have laws requiring smoke-free restaurants and bars. These laws reduce smoking and protect everyone from dangerous secondhand smoke.

The Campaign for Tobacco-Free Kids advocates for smoke-free policies that protect workers and customers alike from lung cancer, heart disease and other serious illnesses caused by secondhand smoke. Studies show that smoke-free measures protect health without hurting business at restaurants and bars.

MORE THAN ONE THIRD OF KENTUCKY RESIDENTS ARE NOW PROTECTED BY LOCAL SMOKE-FREE WORKPLACE LAWS





INTERNATIONAL PROGRAMS & DEVELOPMENTS

obacco will kill one billion people worldwide this century unless governments act now to save lives. The Campaign for Tobacco-Free Kids works to reduce tobacco use and its devastating toll worldwide as part of the Bloomberg Initiative to Reduce

Tobacco Use, which is generously funded by philanthropist and New York City Mayor Michael R. Bloomberg. We are also grateful for the strong partnership with the Bill and Melinda Gates Foundation in this initiative. We promote the adoption and implementation of proven tobacco control measures in low- and middle-income countries that have been targeted by the tobacco industry and will bear the heaviest burden of tobacco-caused death and disease in coming decades.

The Bloomberg Initiative has been the catalyst for historic progress in the global fight against tobacco use and is saving millions of lives around the world. The Campaign for Tobacco-Free Kids is proud to have contributed significantly to the following progress:

- The global movement for smoke-free air is growing in scope and success. Brazil became the most populous country in the world to go smoke-free, joining 12 other Latin American and Caribbean countries and dozens more around the world. China pledged to go smoke-free within five years.
- India took unprecedented action to reduce the one million deaths tobacco causes annually. The Campaign for Tobacco-Free Kids supported advocacy efforts that led 18 Indian states and territories to increase tobacco taxes in the past two years, some by 100 percent. A growing number of Indian states are also banning gutka, a form of cheap chewing tobacco that is flavored with spices and sweeteners and is a major cause of oral cancer in the country. These successes resulted in part from an innovative campaign we supported that mobilized victims of tobacco to call for strong action.
- Other nations around the world also stepped up the fight against tobacco. Argentina passed a comprehensive tobacco control law.
 Ukraine banned virtually all tobacco advertising. Russia, which has one of the highest male smoking rates in the world, moved forward in considering comprehensive tobacco control legislation.



Fall 2011 Pack warning exhibit in China.



2011 World No Tobacco Day rally in India.



Rally for the Fall 2011 pack warning exhibit in Bangladesh.

THE TOBACCO INDUSTRY ISN'T SLOWING DOWN. SO WE CAN'T SLOW DOWN THE FIGHT AGAINST TOBACCO IS TRULY A **RACE TO SAVE LIVES.** AND THE CAMPAIGN FOR TOBACCO-FREE KIDS **IS COMMITTED TO WINNING IT. WE KNOW** ALL OF YOU ARE AS WELL.

The Campaign for Tobacco-Free Kids actively participated in a September 2011 meeting at the United Nations, where world leaders committed to fighting tobacco use in order to reduce non-communicable diseases such as cancer, heart disease, lung disease and diabetes. Tobacco is the one risk factor shared by all these diseases, which account for two out of three deaths worldwide.

At every step, global progress has been aggressively opposed by the tobacco industry. When **Australia** became the first nation to require that cigarettes be sold in plain paper packaging to discourage youth tobacco use, it was promptly sued by the major tobacco companies domestically and internationally. In China, the tobacco industry continued to finance the construction of more than 100 primary schools throughout the country, named after popular cigarette brands and bearing slogans promoting tobacco use.

The tobacco industry isn't slowing down, so neither can we. The global fight against tobacco is a race to save lives, and the Campaign for Tobacco-Free Kids is committed to winning.

SPOTLIGHT ON BRAZIL



BRAZIL BECOMES WORLD'S LARGEST SMOKE-FREE COUNTRY

On December 15, 2011, President Dilma Rousseff of Brazil signed a comprehensive tobacco control law that made Brazil the world's largest smoke-free country and protects the health of the country's more than 190 million citizens.

The Campaign for Tobacco-Free Kids has been a strong advocate and partner in the country's efforts to reduce tobacco's deadly toll. We collaborated with our Brazilian partners to organize media campaigns that included print, radio, billboard and bus advertisements in support of the country's smoke-free initiative.

Brazil's new law requires all public places and enclosed workplaces to be smoke-free, bans tobacco advertising at point of sale, increases tobacco taxes and requires large, graphic health warnings on both sides of cigarette packs. Brazil also became the first country to ban additives and flavorings in cigarettes, eliminating one strategy the tobacco industry has used to lure kids and keep smokers hooked.

Overcoming strong opposition and lobbying from the tobacco industry, Brazil passed this legislation to meet its obligations under the World Health Organization Framework Convention on Tobacco Control, the world's first international health treaty.

FOCUS ON LATIN AMERICA

Latin America has long been a target of the tobacco industry, undermining health throughout the region. The Campaign for Tobacco-Free Kids has supported public health organizations and governments throughout the region in making dramatic progress in the last five years:



BUTTOUT

YOUTH INITIATIVES



t's a sad fact that more than 90% of adult smokers take their first puff as teens or younger. If we keep kids from getting hooked in the first place, we will significantly reduce the number of adults who eventually become sick and die because of tobacco.

The tobacco industry also knows that most smokers start as kids, and that's why they spend \$8.5 billion a year – nearly \$1 million every hour – on seductive marketing. Much of it is aimed at our kids.

America's youth are powerful and effective voices in the fight against tobacco use. They encourage their peers to stay tobacco-free, take on the tobacco industry and its deceptive marketing and urge elected officials to take strong action to protect kids from tobacco.

The Campaign for Tobacco-Free Kids fosters these youth-led initiatives through our Youth Advocacy program. We provide forums for youth activists to share ideas and training in leadership, advocacy and communications.

Through these initiatives, we are creating a new generation of young leaders who will continue the fight against tobacco until the job is done.



MORE THAN

900

OF ALL ADULT

SMOKERS BEGIN

THE DEADLY

ADDICTION AS

TEENAGERS.

PROGRESS IN THE STRUGGLE TO KEEP KIDS FROM USING TOBACCO,

NEARLY **20 PERCENT**OF AMERICAN HIGH SCHOOL
STUDENTS ARE SMOKERS—AND

A THIRD OF THEM

WILL DIE PREMATURELY FROM SMOKING-RELATED DISEASE.

KICK BUTTS DAY











STAND UP, SPEAK OUT, SEIZE CONTROL AGAINST TOBACCO

The Campaign for Tobacco-Free Kids held its 17th Annual Kick Butts Day on March 21, 2012. This national day of activism energizes young people to speak up and take action against Big Tobacco through hundreds of community events throughout the United States and other countries.

The 2012 Kick Butts Day was one of the largest and most exciting yet, with more than 1,100 events across the nation. Kids turned the tables on Big Tobacco with events that ranged from "They put WHAT in a cigarette?" demonstrations to health fairs to rallies at state capitols. These activities generated extensive media coverage by newspapers, television, radio and websites, reaching an audience in the tens of millions with a message that America's kids are rejecting tobacco.

Kick Butts Day empowers young people to get involved in a unique way and brings localized attention to a worldwide problem.

THIS YEAR, REGISTERED EVENTS -**OUR LARGEST** NUMBER TO DATE

YOUTH ADVOCATES

YOUTH ADVOCATES OF THE YEAR AWARD GALA

In May 2011, we celebrated exceptional leadership and achievement in the fight against tobacco at the Campaign for Tobacco-Free Kids' 15th Annual Youth Advocates of the Year Awards Gala.

We proudly honored youth and adult leaders who have demonstrated a passionate commitment to fighting tobacco use at the local, state, national and international level. Each honoree has made extraordinary contributions toward creating a future free of the death and disease caused by tobacco. We recognized their outstanding accomplishments before an audience of more than 400 business, philanthropic and government leaders.

Our Youth Advocates of the Year have mounted campaigns in support of strong tobacco prevention policies, raised awareness about the tobacco industry's deadly products and marketing and attended conferences in the United States and abroad. They bring an abundance of energy, passion and creativity to our movement and invigorate all of us who work with them.

AWARD RECIPIENTS



Champion Award: U.S. Secretary of Health and Human Services **Kathleen Sebelius**



International
Tobacco Control
Excellence:
E. Ulysses "Yul"
Dorotheo, MD,
FPAO

Judy Wilkenfeld Award for



Group Winner: Y Street, Virginia



Eastern Regional: **Paige Niler,** New Hampshire



Southern Regional: **Jordan Bontrager**, Florida



Western Regional: **Kiley Atkins**, Utah



Central Regional: **Joshua Dodson**, Oklahoma

SPOTLIGHT



2011 NATIONAL YOUTH ADVOCATE OF THE YEAR Abigail Michaelsen—Newport Beach, California, 18

Abby lost her father to a heart attack when she was only nine years old. She's honored his legacy with an unrelenting drive to fight tobacco use. She has urged California lawmakers to increase tobacco taxes and require insurers to provide coverage to help smokers quit. She pressed successfully for the Newport Beach Environmental Quality Affairs Committee to pass a city ordinance requiring smoke-free public parks and restaurant patios. Abby also helped get out the vote for the California Cancer Research Act, which would have raised the cigarette tax to fund cancer research and tobacco prevention and cessation. Additionally, Abby started a successful Heart and Health Club at her school that is now being replicated at numerous other high schools in her county. Abby attended the American Heart Association's National Lobby Day in Washington in April 2011 and continues to advocate for policies to reduce tobacco use.

46 I AM VERY PASSIONATE ABOUT TOBACCO ADVOCACY AND REFORM. I DON'T KNOW WHAT I WOULD HAVE DONE IF I DIDN'T HAVE THIS CAUSE. I KNOW NOW THAT I CAN ACHIEVE ANYTHING IF I PUT MY MIND TO IT. 57





FINANCIALS

CAMPAIGN FOR TOBACCO-FREE KIDS FY2012

FY12 Revenues	
Grants Income	\$11,906,906
Contributions	\$526,252
Events	\$539,590
Investment Income	\$99,727
Other Revenue	\$38,185
Released from Restrictions (Prior year commitments)	\$12,501,905
Received in FY12 but restricted for future periods	\$(11,729,658
Total	\$13,882,907
FY12 Expenses	
Program Services	\$12,697,752
Communications	\$1,070,844
Research, Advocacy & Technical Assistance	\$2,678,862
Constituent Relations & Outreach	\$366,51
International Programs	\$8,581,53
Supporting Services	\$2,230,916
General & Administrative	\$1,220,008
Fundraising	\$1,010,908
Total	\$14,928,668
Net Assets	
Unrestricted	\$3,654,075
Temporarily Restricted**	\$18,056,270
Total	\$21,710,345

TOBACCO-FREE KIDS ANNUAL FUND FY2012

FY12 Revenues	
Contributions & Grants	\$401,070
Interest Income	\$17,926
Other Revenue	\$140
Released from Restrictions (Prior year commitments)	\$12,570,543
Received in FY12 but restricted for future periods	\$(16,593)
Total	\$12,973,086
FY12 Expenses	
Program Services	\$12,651,246
Advocacy, Research, Communications,	
Constituent Relations & Outreach	\$1,222,726
International Programs	\$11,428,520
Supporting Services	\$142,060
General & Administrative	\$133,585
Fundraising	\$8,475
Total	\$12,793,306
Net Assets	
Unrestricted	\$3,088,259
Temporarily Restricted**	\$16,003,687
Total	\$19,091,946

NOTE: A complete copy of our FY12 Audited Financial Statements can be obtained by contacting the Campaign for Tobacco-Free Kids.

**Temporarily Restricted assets represent financial commitments that are available to be spent over future years.



OUR CHAMPIONS

Our donors empower us to continue marching towards a tobacco-free future. Our work would not be possible without the generous support of each individual, philanthropic foundation, corporation and non-profit organization dedicated to preventing kids from starting to smoke, helping smokers quit and protecting everyone from the dangers of secondhand smoke. The list below is of supporters who have contributed \$250 or more. We are grateful for their gifts and for their commitment to our cause. For more information on how you can donate, please visit www.tobaccofreekids.org.

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The Campaign for Tobacco-Free Kids partners with more than 100 organizations dedicated to eliminating the death and disease caused by tobacco use. Our partners represent a diverse community of health, education, corporate, nonprofits and other organizations that share a commitment to protecting children and saving lives. As our list of partners continues to grow, we grow confident that our combined resources and expertise will help us win the fight against tobacco use — the leading cause of preventable death.

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Head and Neck Surgeons

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American Association for Cancer Research American Association for Respiratory Care

American Cancer Society

American Cancer Society Cancer Action Network

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American Dental Association

American Dental Education Association American Dental Hygienists' Association

American Heart Association
American Lung Association
American Medical Association
American Psychiatric Association
American Psychological Association
American Public Health Association
American School Health Association
American Society of Addiction Medicine
American Society of Clinical Oncology
American Society of Preventive Oncology

American Thoracic Society

Asian & Pacific Islander American Health Forum

Association of Black Cardiologists

Association of Maternal and Child Health Programs Association of Reproductive Health Professionals Association of Schools of Public Health

Association of State and Territorial Health Officials Association of Women's Health Obstetric and

Neonatal Nurses (AWHONN)

Community Anti-Drug Coalition of America (CADCA)

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Heart Rhythm Society
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LIVESTRONG

Lung Cancer Alliance March of Dimes

National Association of County & City Health Officials National Association of Local Boards of Health

National Association of Social Workers
National Association of State Alcohol/Drug

Abuse Directors

National Consumers League National Education Association

National Latino Tobacco Control Network National Mental Health Association

National Partnership for Women and Families

National Physicians Alliance

National Research Center for Women & Families

Cancer Prevention and Treatment Fund

National Women's Law Center Oncology Nursing Society Partnership for Prevention

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