

The first ~ 29 minutes of the documentary outlines the evolution of the fossil fuel industry's goals and tactics with respect to climate-related research, public perception, and government policy over time. Give an overview of the evolution of the fossil fuel industry's involvement in climate-related research, perception, and policy from the mid '70s to the beginning of the Clinton presidency (1992). Address the following questions (1a-c), and be sure to include Lee Raymond's role in Exxon's evolution: (~250 words total)

1a:

Describe Exxon's initial goals and programs with regard to climate and energy research in the late '70s and '80s. (Please include specific details from the video on the goals and programs)

1b: Describe the economic events that occurred in the early '80s impacted Exxon's research and business goals. How did Exxon change course? (Accurately described economic events outlined in the video & how they impacted Exxon's research & business goals)

1c: Describe the shift in the perception of climate change that occurred in the late '80s. How did this impact the industry's actions around climate? Include James Hansen's role (indirect). (Accurately described the shift in the perception of climate change & how it impacted industry's actions; Included J. Hansen and any other relevant players)

[6:29 PM]

In the video, the fossil fuel industry employed two primary strategies to delay action on climate change: (1) block government action on climate change, and (2) cast doubt that human activities were causing climate change. You will be describing these strategies With in your answers below. The total word count for part 2 should be a minimum of 500 words.

2a:

The industry's initial strategy was first developed and used in an effort to block the BTU tax in the early '90's. Describe and discuss the strategy used, how it originated, its

primary goal, and the key players and their motivations. Was it successful? What did the industry players learn from the experience? Include the roles of and relationships between the Cato Institute, Koch Industries, and Citizens for a Sound Economy (CSE) in your answer.

(Fully described the strategy used, how it originated, its primary goal, & the key players and their motivations. Make sure you have addressed questions posed with in the question.)

(~ 33:00-39:15)

2b:

The Strategy of the Grand Fog, used in the later '90s leading up to the Kyoto Protocol, was an evolution of the fossil fuel industry's attempts to block/delay climate change. Describe this evolving strategy, and explain who was behind it and how it was used to further delay action on climate change. Include Byrd-Hagel Resolution and background (Senator Hagel), the role of fossil fuel industry groups, and contributions of Charles River Associates (Paul Bernstein).

[6:29 PM]

(Accurately describe the Strategy of the Grand Fog, explained who was behind it, how it was used to further delay action on climate change, and you should include key players)

2c:

Describe and discuss the strategy of climate change uncertainty/denial. When did it begin, what precipitated it, and how did the fossil fuel Industry use this strategy? Include the roles of Global Climate Coalition (GCC), E Bruce Harrison Company, Terri Yosie, Don Rheem, and Patrick Michaels.

Full credit accurately described the strategy of climate change uncertainty/denial, its background, & how the fossil fuel Industry used this strategy. Your answer should include all of the events and key players associated with this question.

(Accurately describe the strategy of climate change uncertainty/denial, its background, & how the fossil fuel Industry used this strategy. This should include the roles of key players)

(focus on ~ 39:16- 47:48)

#### Exxon's Early Research (2:00 - 11: 40)

- In 1978, a scientist joined Exxon and noted the growing awareness of the impact of carbon dioxide and greenhouse gasses.
- Independent research by scientists suggested that rising CO2 levels, primarily from fossil fuel burning, would lead to global warming.
- Exxon initiated a research program to understand the greenhouse effect's impact on their business.
- They used an oil tanker to study the role of the ocean in the global carbon dioxide cycle.
- The scientists and Exxon were in agreement that significant climate change was likely.
- The main uncertainty was the timeline and speed of climate change.
- Exxon's research was seen as an effort to understand and be part of the solution to climate change.

#### What The Fossil Industry Knew (11:40 - 18:50)

- In the 2000s, Exxon's archives were given to the University of Texas, revealing extensive discussions about climate change within the company.
- Journalists found documents containing correspondence and memos emphasizing the potentially catastrophic effects of rising carbon dioxide concentrations.
- Exxon had played a role in climate denial from the 1990s, but the discovery of rigorous peer-reviewed research in the 1980s was surprising.
- Exxon had a cadre of scientists working on climate change, positioning the company as an authority on the science of climate change.

- In 1982, when oil prices dropped, Exxon faced financial challenges, leading to layoffs and the discontinuation of the tanker project.
- Exxon's then-senior vice president, Lee Raymond, believed the company would always be an oil and gas company and retrenched.
- Exxon sold off research in areas like lithium batteries and solar energy.
- Exxon concluded that fossil fuels had economic advantages and were hard to replace, so the company shifted away from alternative fuels.
- Despite early awareness of climate change, Exxon later downplayed its role in climate science and research.
- Shell and the coal industry also had a sophisticated understanding of the climate issue by the late 1980s.
- Exxon predicted governments would take policy action on global warming in the late 1980s, leading to a significant battle.
- The documentary suggests that the fossil fuel industry had prior knowledge that business as usual would lead to global disaster.

#### The Politics of Climate Change (18:50 - 29:30)

- The passage describes the pivotal year of 1988 when the issue of climate change transitioned from scientific journals to public policy.
- A Senate office, with Senator Wirth's encouragement, became involved in environmental issues as the world began to notice climate change.
- Dr. Hansen, a NASA scientist, was among the first to highlight the impact of human activity on climate change.
- Droughts, fires, and unusual weather patterns in 1988 drew media attention to climate change.
- Dr. Hansen testified before Congress, stating that the Earth was warming due to the greenhouse effect, which marked a significant moment.
- This testimony brought climate change into public awareness, and there was a sense of momentum for addressing the issue.
- However, when targets and timetables for addressing climate change began to emerge, the fossil fuel industry recognized the seriousness of the issue and initiated a counterattack.

- Terry Yosie from the American Petroleum Institute (A.P.I.) wrote a briefing paper emphasizing uncertainty about climate change.
- A.P.I. aimed to downplay the urgency of climate action and presented three schools of thought on climate change.
- The paper highlighted the industry's efforts to influence the climate change debate and work with other trade associations.
- Exxon Mobil has denied that their policy was to emphasize uncertainty during this time, and A.P.I. responded to criticisms by arguing that critics were cherry-picking information.

#### Koch & the Lobbyists (29:30 - 39:50)

- Al Gore's selection as Bill Clinton's running mate raised expectations for stronger action on climate change.
- Senator Gore's primary goal upon entering the White House was to address climate change.
- The proposed "BTU tax" on energy consumption was introduced to combat climate change and reduce the deficit.
- The American Petroleum Institute (API) mobilized to oppose the BTU tax, fearing its impact on the industry.
- Koch Industries, led by Charles and David Koch, played a pivotal role in funding opposition to the tax.
- The Koch brothers were committed to defending their industry against climate change-related regulations.
- The Cato Institute and Citizens for a Sound Economy were instrumental in opposing the BTU tax.
- Grassroots and grasstops campaigns were launched to influence policymakers, particularly Senator David Boren.
- Senator Boren ultimately opposed the BTU tax, leading to its withdrawal from consideration.
- The campaign against the BTU tax proved successful, discouraging future attempts to implement an energy tax.
- The playbook for using corporate interests to oppose climate-related policies emerged during this campaign.

- The consequences of this campaign and similar tactics continue to shape climate policy discussions.

#### Spreading Climate CHange Uncertainty (40:00 - 48:00)

- The emerging industry of climate change naysayers sought to cast doubt on climate science.
- Fred Singer and other skeptics, funded by entities like Exxon and the Koch brothers, challenged climate change research.
- The Global Climate Coalition (GCC) was formed, representing major fossil fuel companies and trade associations.
- GCC sought communication services from the E. Bruce Harrison Company, with the objective of emphasizing scientific uncertainty around climate change.
- The strategy included recruiting third-party spokespersons with existing credibility to deliver their message.
- Scientists like Pat Michaels were involved in this effort but often minimized their role.
- Climate skeptics, including Singer, received funding from the fossil fuel industry and argued that it didn't change their views.
- The campaign to sow doubt and confusion through media efforts proved effective in stalling climate action.
- Critics argue that the strategy involved deliberately creating confusion to maintain the status quo, even if the arguments lacked merit.

#### The 1996 IPCC Report & Pushback (48:00 - 1:00:00)

- 1995 was reported as the warmest year, confirming global warming.
- In 1990, the IPCC reported uncertainty about human-caused global warming but shifted to recognizing human influence by 1995.
- The Global Climate Coalition (GCC) initiated a report criticizing the role of uncertainty in climate science.
- At a Madrid plenary, GCC and others pressured for language uncertainty in the IPCC report, resulting in discussions and changes.
- A key change was the deletion of a concluding summary from Chapter 8.
- The final report's conclusion in Madrid read: "The balance of evidence suggests a discernible human influence on global climate."

- The GCC published a report accusing the IPCC of "scientific cleansing."
- The GCC's report and allegations led to significant public attacks on climate scientists.
- The GCC aimed to blunt the scientific urgency around climate change.
- Exxon's own scientists conducted research confirming the human fingerprint on climate change while the company's leadership propagated uncertainty.
- Lee Raymond, Exxon's CEO, publicly questioned climate science's uncertainty.
- Raymond's statements were critiqued as misleading and damaging, with accusations of ethical concerns.
- ExxonMobil asserted its public statements about climate change were fact-based and consistent with mainstream climate science.
- Raymond continued to question climate science even after retirement.

#### The Kyoto Protocol in the US (1:00:00 - 1:17:00)

- The U.S. administration, under President Clinton, committed to taking action on global climate change.
- A U.N. conference in Berlin was scheduled to discuss climate change, and the U.S. aimed to lead global efforts.
- The United States committed to reducing greenhouse gas emissions to 1990 levels by 2000.
- Negotiations began in Kyoto, Japan, with a focus on setting binding limits for developed countries but excluding developing nations from caps.
- The Byrd-Hagel Resolution, a Senate resolution rejecting the Kyoto Protocol's negotiating position, was passed 95-0.
- The fossil fuel industry launched campaigns to oppose action on climate change, emphasizing the potential economic impacts, and receiving support from politicians.
- Many oil industry leaders and conservative organizations sought to influence politicians and the public against climate change action, emphasizing the economic consequences.
- These campaigns used advertising, op-eds, and misinformation to downplay the significance of climate change and the effectiveness of global agreements like Kyoto.
- The Senate's rejection of the Kyoto Protocol hindered progress on climate action, leading to lost opportunities to address global climate change.
- Despite the odds, those fighting for climate action remained determined.

- ExxonMobil and other industry players refused to be interviewed, while ExxonMobil publicly acknowledged its participation in industry coalitions and criticized the Kyoto Protocol for being unrealistic and economically damaging.

#### Code Red for Humanity (1:17:00 - 1:23:00)

- The documentary examines the role of ExxonMobil and other fossil fuel companies in shaping the climate change discourse.
- These companies have engaged in efforts to cast doubt on climate science, creating uncertainty in the public's perception of climate change.
- The Intergovernmental Panel on Climate Change (IPCC) has declared that human activities are responsible for climate change, leading to extreme weather events and other environmental consequences.
- The failure to address climate change could lead to irreversible damage, making it crucial to reduce emissions promptly.
- ExxonMobil claims it has always recognized climate change risks but aligns with the general scientific consensus.
- Scientists and experts express anger and frustration over the lack of action and the wasted decades in addressing climate change.
- The documentary explores how ExxonMobil and the fossil fuel industry missed opportunities to lead on climate change and invested in creating doubt and opposing climate policies.
- The industry's efforts to emphasize scientific uncertainty have slowed down climate policy initiatives.
- Despite the growing scientific consensus, Lee Raymond, former CEO of ExxonMobil, continued to push the idea of scientific uncertainty.
- Political struggles and opposition to climate legislation, along with industry lobbying, hindered climate policy development in the United States.
- The Americans for Prosperity organization, funded by Charles and David Koch, opposed the progressive agenda and climate legislation, contributing to the political challenge of addressing climate change.
- The documentary highlights the significant missed opportunity for climate action and the global consequences of inaction.



