

Top Health Care Companies (From Fortune's World's Most Admired Companies)

1. Aetna
2. WellPoint
3. UnitedHealth Group
4. Humana
5. Cigna
6. Amerigroup
7. Coventry Health Care
8. Centene
9. Universal American
10. Health Net
11. Kindred Health Care
12. DaVita
13. Community Health Systems
14. HCA
15. Health Management Associates
16. Universal Health Services
17. LifePoint Hospitals
18. HealthSouth
19. Vanguard Health Systems
20. Tenet Healthcare
21. Medco Health Solutions
22. Quest Diagnostics
23. US Oncology Holdings
24. Laboratory Corp. of America
25. IMS Health
26. Express Scripts
27. Omnicare
28. HealthExtras
29. Pfizer
30. Johnson & Johnson
31. Abbot Laboratories
32. Merck & Co.
33. Bristol-Myers Squibb
34. Eli Lilly & Company
35. Amgen
36. Genentech
37. Baxter International
38. Procter & Gamble
39. Alcon
40. Forest Laboratories
41. Allergan
42. Gilead Sciences
43. Biogen Idec
44. Bausch & Lomb

45. King Pharmaceuticals
46. Watson Pharmaceuticals
47. Cephalon
48. Mylan Laboratories
49. Preferred Care
50. Excellus BlueCross BlueShield

Top Universities (From US News and World Report)

1. Harvard University
2. Princeton University
3. Yale University
4. California Institute of Technology
5. Massachusetts Institute of Technology
6. Stanford University
7. University of Pennsylvania
8. Columbia University
9. University of Chicago
10. Duke University
11. Dartmouth College
12. Northwestern University
13. Washington University in St. Louis
14. Johns Hopkins University
15. Cornell University
16. Brown University
17. Emory University
18. Rice University
19. Vanderbilt University
20. University of Notre Dame
21. University of California-Berkeley
22. Carnegie Mellon University
23. Georgetown University
24. University of California – Los Angeles
25. University of Virginia
26. University of Southern California
27. University of Michigan – Ann Arbor
28. Tufts University
29. University of North Carolina – Chapel Hill
30. Wake Forest University
31. Brandeis University
32. New York University
33. College of William and Mary
34. Boston College
35. Georgia Institute of Technology
36. Lehigh University
37. University of California – San Diego
38. University of Rochester
39. University of Illinois – Urbana Champaign
40. University of Wisconsin – Madison
41. Case Western Reserve University
42. Rensselaer Polytechnic Institute
43. University of California – Davis
44. University of California – Santa Barbara

45. University of Washington
46. University of California – Irvine
47. Pennsylvania State University
48. University of Florida
49. University of Texas
50. Tulane University

Top Businesses (From Fortune 500 List)

1. Wal-Mart Stores
2. Exxon Mobil
3. Chevron
4. General Motors
5. ConocoPhillips
6. General Electric
7. Ford Motor
8. Citigroup
9. Bank of America Corp.
10. AT&T
11. Berkshire Hathaway
12. J.P. Morgan & Chase Co.
13. American International Group
14. Hewlett-Packard
15. International Business Machines
16. Valero Energy
17. Verizon Communications
18. McKesson
19. Cardinal Health
20. Goldman Sachs Group
21. Morgan Stanley
22. Home Depot
23. Procter & Gamble
24. CVS Caremark
25. UnitedHealth Group
26. Kroger
27. Boeing
28. AmerisourceBergen
29. Costco Wholesale
30. Merrill Lynch
31. Target
32. State Farm Insurance Cos.
33. WellPoint
34. Dell
35. Johnson & Johnson
36. Marathon Oil
37. Lehman Brothers Holdings
38. Wachovia Corp.
39. United Technologies
40. Walgreen
41. Wells Fargo
42. Dow Chemical
43. MetLife
44. Microsoft

45. Sears Holdings
46. United Parcel Service
47. Pfizer
48. Lowe's
49. Time Warner
50. Caterpillar

Top Defense Contractors (According to US Department of Defense FY2008)

1. Lockheed Martin Corp.
2. Boeing Co.
3. Northrop Grumman Corp.
4. General Dynamics Corp.
5. Raytheon Co.
6. BAE Systems
7. L-3 Communications Holdings
8. United Technologies Corp.
9. KBR Inc.
10. Textron Inc.
11. SAIC
12. Computer Sciences Corp.
13. General Electric Co.
14. ITT Corp.
15. Oshkosh Truck Corp.
16. Royal Dutch Petroleum Co.
17. URS Corp.
18. Navistar International Corp.
19. EDS
20. Stewart & Stevenson LLC
21. Public Warehousing Co. KSC
22. Alliant Techsystems Inc.
23. Renco Corp.
24. MacAndrews & Forbes Holdings Inc.
25. Honeywell Inc.
26. DRS Technologies Inc.
27. Booz Allen Hamilton Inc.
28. Harris Corp.
29. AmerisourceBergen Corp.
30. Bechtel Group Inc.
31. FedEx Corp.
32. Rockwell Collins
33. CACI International Inc.
34. Force Protection Inc.
35. Valero Energy Corp.
36. Exxon Mobil Corp.
37. BP PLC
38. General Atomics Technology Corp.
39. Cardinal Health Inc.
40. General Motors Corp.
41. McKesson Corp.
42. Dell Computer Corp.
43. Cerberus Capital Management LLC
44. Rolls-Royce PLC

45. MITRE Corp.
46. Hensel Phelps Construction Co.
47. Johns Hopkins University
48. VSE Corp.
49. Jacobs Engineering Group Inc.
50. Massachusetts Institute of Technology

































**From:** georgette.spanjich@american.edu  
**To:** XXX  
**Date:** Wednesday, March 03, 2010 09:30AM  
**Subject:** Your Help Needed for Study on Lobbyists and Public Policy

Hello,

I am writing you for help with my Senior Honors Capstone project at American University. During my time in Washington, DC, I have had the opportunity to learn a lot about lobbying and the manner in which lobbyists affect the public policy process. I hope to build on academic research and shed even more light on the extent to which lobbyists influence policy outcomes.

I have selected you as a part of a very small random sample of successful lobbyists who were actively engaged in lobbying in the third quarter of 2009. I am hoping that you will take a few minutes to complete a short online survey about your background and experiences. The survey should take no more than ten minutes to complete. Because I am surveying only a very small, elite sample of lobbyists, your response is critical to the successful completion of my Honors Capstone project. The survey is completely voluntary and anonymous, so you should feel free to skip any questions you do not wish to answer. Names and other identifying information will not be obtained in the survey, so there is no way for me to link any data back to individual respondents. Also, you may choose to withdraw from the survey altogether.

To complete my survey, please click the following link:  
[http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

If you have any further questions or comments about this survey or my Honors Capstone project, please feel free to contact me at [georgette.spanjich@american.edu](mailto:georgette.spanjich@american.edu).

I know it takes time and energy to complete a survey, so thank you very much for your help!

Sincerely,

Georgette Spanjich

Class of 2010  
School of Public Affairs  
American University  
Email: [georgette.spanjich@american.edu](mailto:georgette.spanjich@american.edu)

[http://www.surveymonkey.com/optout.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/optout.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

**From:** georgette.spanjich@american.edu  
**To:** XXX  
**Date:** Sunday, March 07, 2010 07:51AM  
**Subject:** Your Help Needed for Study on Lobbyists and Public Policy

Hello,

A few days ago, I emailed you a link to a survey I am conducting for my Honors Capstone at American University. If you have already completed the survey, thank you for your participation and for helping me complete my University Honors graduation requirements.

If you have yet to complete the survey, I ask again for your help. Because I am surveying only a small number of federal lobbyists, your response is critical to the successful completion of my Honors Capstone project. The survey should take no more than ten minutes to complete. The survey is completely voluntary and anonymous, so you should feel free to skip any questions you do not wish to answer. Names and other identifying information will not be obtained in the survey, so there is no way for me to link any data back to individual respondents. Also, you may choose to withdraw from the survey altogether.

Please complete the survey:

[http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

Thanks so much for your help. And if you have any further questions or comments about this survey or my Honors Capstone project, then please feel free to contact me at [georgette.spanjich@american.edu](mailto:georgette.spanjich@american.edu).

Sincerely,

Georgette Spanjich

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**From:** georgette.spanjich@american.edu  
**To:** XXX  
**Date:** Wednesday, March 10, 2010 09:30AM  
**Subject:** Your Help Needed for Study on Lobbyists and Public Policy

Hello,

Last week, I sent you the link to an online, academic survey and asked for your help in conducting research on my Honors Capstone project. If you have not yet been able to complete the survey, I again request your help. As a reminder, my research focuses on the relationship between lobbying and public policy. Because you are a member of a very small, elite group of lobbyists, your response is critical to my success.

The survey should take no more than ten minutes to complete. The survey is completely voluntary and anonymous, so you should feel free to skip any questions you do not wish to answer. Names and other identifying information will not be obtained in the survey, so there is no way for me to link any data back to individual respondents. Also, you may choose to withdraw from the survey altogether.

If you have yet to complete the survey, you may access the survey online at:

[http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

Thank you for your consideration and for spending a few minutes to complete my survey. If you have any questions about this survey, then please feel free to contact me at [georgette.spanjich@american.edu](mailto:georgette.spanjich@american.edu).

Thank you again for your sharing some of your professional experience and for your assistance in completing this study!

Sincerely,

Georgette Spanjich

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**From:** georgette.spanjich@american.edu

**To:** XXX

**Date:** Wednesday, March 17, 2010 01:00PM

**Subject:** REMINDER: Your Help Needed for Study on Lobbyists and Public Policy

Hello,

Two weeks ago, I sent you the link to an online, academic survey and asked for your help in conducting research on my Honors Capstone project. If you have not yet been able to complete the survey, I again request your help. As a reminder, my research focuses on the relationship between lobbying and public policy. Because you are a member of a very small, elite group of lobbyists, your response is critical to my success.

The survey should take no more than ten minutes to complete. The survey is completely voluntary and anonymous, so you should feel free to skip any questions you do not wish to answer. Names and other identifying information will not be obtained in the survey, so there is no way for me to link any data back to individual respondents. Also, you may choose to withdraw from the survey altogether.

If you have yet to complete the survey, you may access the survey online at:

[http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

Thank you for your consideration and for spending a few minutes to complete my survey. If you have any questions about this survey, then please feel free to contact me at georgette.spanjich@american.edu.

Thank you again for your sharing some of your professional experience and for your assistance in completing this study!

Sincerely,

Georgette Spanjich

Class of 2010

School of Public Affairs

American University

Email: georgette.spanjich@american.edu

[http://www.surveymonkey.com/optout.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/optout.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

**From:** georgette.spanjich@american.edu  
**To:** XXX  
**Date:** Friday, March 26, 2010 11:32AM  
**Subject:** Final Reminder: Your Help Needed for Study on Lobbyists

Hello again,

A few weeks ago, I sent you the link to an online, academic survey and asked for your help in conducting research on my Honors Capstone project. If you have not yet been able to complete the survey, this is the last time I request your help. As a reminder, my research focuses on the relationship between lobbying and public policy. Because you are a member of a very small, elite group of lobbyists, your response is critical to my success.

The survey should take no more than ten minutes to complete. The survey is completely voluntary and anonymous, so you should feel free to skip any questions you do not wish to answer. Names and other identifying information will not be obtained in the survey, so there is no way for me to link any data back to individual respondents. Also, you may choose to withdraw from the survey altogether.

If you have yet to complete the survey, you may access the survey online at:  
[http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH\\_2beis9FQ\\_3d\\_3d](http://www.surveymonkey.com/s.aspx?sm=ncdhhVMw8WDE5FH_2beis9FQ_3d_3d)

Thank you for your consideration and for spending a few minutes to complete my survey. If you have any questions about this survey, then please feel free to contact me at [georgette.spanjich@american.edu](mailto:georgette.spanjich@american.edu).

Thank you again for your sharing some of your professional experience and for your assistance in completing this study!

Sincerely,

Georgette Spanjich

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