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# FEDERAL FUNDING OF FORTUNE 100 COMPANIES



OPEN THE BOOKS OVERSIGHT REPORT



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# FEDERAL FUNDING OF FORTUNE 100 COMPANIES

OPEN THE BOOKS OVERSIGHT REPORT

**PUBLISHED: MAY 2019**

**By: Adam Andrzejewski** – Founder and CEO of OpenTheBooks.com

**Thomas W. Smith** – Chairman of OpenTheBooks.com

“Open the Books is doing the work I envisioned when the Coburn-Obama bill became law. Their innovative app and other tools are putting sunlight through a magnifying glass.” March 11, 2014

**Dr. Tom Coburn, Honorary Chairman of OpenTheBooks.com**

## **OUR REPORT MADE POSSIBLE BY:**

**The “Federal Funding Accountability and Transparency Act of 2006”**

**Sponsors:** Sen. Tom Coburn (R-OK) & Sen. Barack Obama (D-IL)

**(Public Law 109-282, 109th Congress)**

*“Is the spending in the public interest or the special interest?”*

– U.S. Sen. Tom Coburn

*“I know that restoring transparency is not only the surest way to achieve results,  
but also to earn back the trust in government...”*

– U.S. Sen. Barack Obama



# PROLOGUE

Throughout the 2016 presidential campaign, both Bernie Sanders and Donald Trump decried the federal government as “rigged” for the benefit of insiders and special interests. For many Americans, the message resonated.

Our OpenTheBooks Oversight Report: Federal Funding of Fortune 100 Companies quantifies all federal monies received between fiscal years 2014 and 2017. This is a study of the federal contracts and grants doled out to our most connected and successful corporations.

In total, the Fortune 100 received \$399 billion in federal funding over this four-year period. A vast majority of the funds came through contracts. However, a substantial \$3.2 billion flowed on federal grants – public giveaways and subsidies – to these top corporations.

These powerful companies helped themselves by spending large on lobbying expenditures. We found that Fortune 100 companies spent \$2 billion flexing their political muscles and promoting their self-interests. For example, AT&T spent \$63.7 million to lobby on 434 bills including legislation affecting telecom regulations, data sharing guidelines, drone regulations, and more.

During this period, the top 10 companies in the Fortune 100, ranked by total payout, received \$338 billion from federal agencies. Case study examples in our report include Lockheed Martin, Boeing Corp, General Electric, and more.

This report continues our oversight of the federal funding of private corporations. Previously, we quantified \$1.2 trillion in federal funding flowed to the Fortune 100 between 2000 and 2012. With these updated figures, we estimate \$1.8 trillion over the last eighteen years in taxpayer money funded contracts, grants, loans, direct payments and farm subsidies to these elite corporations.

## This report raises additional questions about corporate welfare:

Is government spending contributing to corporate fortune?

Should the government use the latest technology to “reverse auction” government contracts to pre-qualified bidders?

Do Fortune 100 companies need massive contracts with the government to survive?



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## SCOPE AND METHODOLOGY

Our OpenTheBooks Oversight Report: Federal Funding of Fortune 100 Companies quantifies the federal funding flowing to America's most successful and elite corporations. We used the top 100 listings on the 2018 Fortune 500 list. Federal disclosed payments were compiled through Public Law 109-282, 109th Congress -- as amended by the Data Act (2014). We gave oversight to the individual contract and grant payments to the Fortune 100 Companies by the federal agencies during the period FY2014 through FY2017. Our investigation provides taxpayers with an overview of the payments between the federal checkbook and some of the country's most profitable companies. All lobbying activity was sourced through [OpenSecrets.org](https://www.opensecrets.org).

# FACT SHEET

FORTUNE 100 (2014 - 2017)	TOTAL	CONTRACT YEAR	FEDERAL FUNDING TOTAL
FEDERAL FUNDING	\$399 BILLION	2014	\$94,846,782,439
FUNDING FROM CONTRACTS	\$393 BILLION	2015	\$95,829,474,557
FUNDING FROM GRANTS	\$3.2 BILLION	2016	\$93,144,599,243
OTHER - LOANS, DIRECT PAYMENTS, INSURANCE	\$2.7 BILLION	2017	\$108,881,724,447
LOBBYING EXPENSES	\$2 BILLION	SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.	

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## Fortune 100 Companies Receiving the Most Federal Funding (FY2014-FY2017)

COMPANY	TOTAL FEDERAL FUNDING	CONTRACTS	GRANTS	LOBBYING
LOCKHEED MARTIN	\$137,869,696,565	\$137,592,551,097	\$277,145,468	\$56,610,000
BOEING	\$82,088,056,889	\$81,314,375,942	\$773,680,947	\$72,480,000
MCKESSON	\$30,158,912,106	\$30,158,749,858	\$162,248	\$3,110,000
GENERAL DYNAMICS	\$24,113,132,875	\$24,081,644,468	\$31,488,407	\$43,190,000
HUMANA	\$13,708,974,698	\$13,708,874,698	\$100,000	\$7,655,131
CENTENE	\$13,142,019,332	\$13,142,019,332	-	\$9,360,000
UNITED TECHNOLOGIES	\$10,698,445,387	\$10,635,640,739	\$62,804,648	\$46,000,000
UNITEDHEALTH GROUP INC.	\$10,392,981,044	\$10,392,918,093	\$62,951	\$12,370,000
HONEYWELL	\$8,987,800,368	\$8,783,471,119	\$204,329,249	\$20,460,000
GENERAL ELECTRIC	\$7,131,599,776	\$6,979,256,851	\$149,160,121	\$53,540,000
<b>TOTAL</b>	<b>\$338,291,619,041</b>	<b>\$336,789,502,198</b>	<b>\$1,498,934,039</b>	<b>\$324,775,131</b>

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.



## Ten Highest Lobbying Amounts for Fortune 100 (FY2014-FY2017)

FORTUNE 100 (2014 - 2017)	TOTAL
DOWDUPONT	\$75,665,398
BOEING	\$72,480,000
ALPHABET/GOOGLE	\$67,390,000
AT&T	\$63,720,000
COMCAST	\$62,340,000
LOCKHEED MARTIN	\$56,610,000
GENERAL ELECTRIC	\$53,540,000
FEDEX	\$48,669,371
EXXONMOBIL	\$47,860,000
VERIZON COMMUNICATIONS	\$46,640,000

SOURCE: [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

# FORTUNE 100 COMPANY CASE STUDIES

## Lockheed Martin

– a company that focuses on aerospace and defense technologies with a FY2017 revenue of \$51.1 billion. The company received \$137.6 billion in federal funding (FY2014 – FY2017) and spent \$56.6 million lobbying for 231 bills (FY2014 – FY2017).

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## The Boeing Company

– a company that designs, assembles, and sells things from airplanes to rockets with a FY2017 revenue of \$93.4 billion. The company received \$81.4 billion in federal funding (FY2014 – FY2017) and spent \$72.5 million lobbying for 178 bills (FY2014 – FY2017).

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## McKesson Corporation

– a company that distributes pharmaceutical materials to a wide range of buyers with a FY2017 revenue of \$198.5 billion. The company received \$30.2 billion in federal funding (FY2014 – FY2017) and spent \$6.1 million lobbying for 54 bills (FY2014 – FY2017).

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## General Dynamics

– a company that focuses on things from aerospace to information systems and technology with a FY2017 revenue of \$30.9 billion. The company received \$24.1 billion in federal funding (FY2014 – FY2017) and spent \$43.2 million lobbying for 146 bills (FY2014 – FY2017).

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## General Electric Company

– a company that serves many areas ranging from aviation and transportation to global research with a FY2017 revenue of \$121.3 billion. The company received \$7.2 billion in federal funding (FY2014 – FY2017) and spent \$53.5 million lobbying for 232 bills (FY2014 – FY2017).

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## International Business Machines Corporation (IBM)

– a company that specializes in information technology with a FY2017 revenue of \$79.1 billion. The company received \$6.1 billion in federal funding (FY2014 – FY2017) and spent \$18.9 million lobbying for 202 bills (FY2014 – FY2017).

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## AT&T

– a company that is a leader of the telecommunications industry with a FY2017 revenue of \$160.6 billion. The company received \$2.9 billion in federal funding (FY2014 – FY2017) and spent \$63.7 million lobbying for 434 bills (FY2014 – FY2017).

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## FedEx Corporation

– a company that specializes in integrated shipping and logistics with a FY2017 revenue of \$60.3 billion. The company received \$2.5 billion in federal funding (FY2014 – FY2017) and spent \$48.7 million lobbying for 103 bills (FY2014 – FY2017).

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## Ford Motor Company

– a company that specializes in the production of commercial vehicles with a FY2017 revenue of \$156.8 billion. The company received \$1.5 billion in federal funding (FY2014 – FY2017) and spent \$17.7 million lobbying for 190 bills (FY2014 – FY2017).

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## Caterpillar Incorporated

– a company that makes products such as tractors, combines, and steam rollers with a FY2017 revenue of \$45.5 billion. The company received \$664.7 million in federal funding (FY2014 – FY2017) and spent \$19.1 million lobbying for 189 bills (FY2014 – FY2017).

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## CASE STUDY

**LOCKHEED MARTIN**

**FY 2014-2017 FEDERAL FUNDING**  
**\$137.6 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$56.6 MILLION ON 231 BILLS**

Lockheed Martin, an industry leader in advanced technology, focuses on aerospace and defense technologies, designing and manufacturing missiles, airplanes, computer software, cloud services, and much more.

Perhaps Lockheed Martin's products are better known than the company's name. Lockheed Martin's F-series fighter jets (like the famous F-16) are commonly used by air forces around the world. Most of the products Lockheed Martin researches and produces are on the cutting edge of technological advancements. However, the U.S. government has consistently been the biggest supporter of Lockheed Martin. Between FY2014 and FY2017, federal funding accounted for 77 percent of Lockheed Martin's total revenue, on average.

**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**59**

**REVENUE**  
**\$51.1 BILLION**

**PROFIT**  
**\$5.5 BILLION**

**MARKET VALUE**  
**\$89.5 BILLION**

**Lockheed Martin's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$29,891,514,459	\$39,946,000,000	66%
2015	\$34,045,288,440	\$40,536,000,000	84%
2016	\$31,741,571,563	\$47,248,000,000	67%
2017	\$41,927,937,241	\$51,048,000,000	82%

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

**REVENUE SOURCE:** [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)

## FUNDING BY MAJOR AGENCY

Overall, four different departments and independent agencies supplied more than \$1 billion in funding to Lockheed Martin over a four-year period. However, 90 percent (\$124 billion) of Lockheed Martin's federal funding (FY2014-FY2017) came from the Department of Defense (DOD) including \$63 billion from the Navy.



## Lockheed Martin's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$124,342,810,773
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$6,441,263,955
DEPARTMENT OF TRANSPORTATION	\$2,432,707,485
DEPARTMENT OF HOMELAND SECURITY	\$1,112,182,988
GENERAL SERVICES ADMINISTRATION	\$824,418,028
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$782,899,179
FEDERAL ACQUISITION SERVICE	\$624,245,180
NATIONAL SCIENCE FOUNDATION	\$614,847,832
SOCIAL SECURITY ADMINISTRATION	\$508,253,892
DEPARTMENT OF JUSTICE	\$435,140,528

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Fixed-wing aircrafts and guided missiles were the top-selling products offered by Lockheed Martin. However, major agencies also purchased research and development (R&D) services as well as maintenance and support. Non-military agencies primarily purchased IT and electronic services.

## Lockheed Martin's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
AIRCRAFT, FIXED WING	\$52,182,379,620
GUIDED MISSILE COMPONENTS	\$7,574,642,627
GUIDED MISSILES	\$5,006,844,611
MAINT/REPAIR/REBUILD OF EQUIPMENT - AIRCRAFT COMPONENTS AND ACCESSORIES	\$3,994,556,302
R&D - SPACE: FLIGHT (ADVANCED DEVELOPMENT)	\$3,868,976,554
R&D - DEFENSE SYSTEM: AIRCRAFT (OPERATIONAL SYSTEMS DEVELOPMENT)	\$3,780,113,996
SUPPORT - PROFESSIONAL: ENGINEERING/TECHNICAL	\$3,152,125,626
SPACE VEHICLES	\$2,852,936,034
RADAR EQUIPMENT, EXCEPT AIRBORNE	\$2,544,651,493
COMBAT SHIPS AND LANDING VESSELS	\$2,448,427,457

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## Aircrafts | \$62.8 BILLION

Aircraft spending included all aircraft purchases, maintenance costs, and equipment. Fixed-wing aircrafts purchases included the [C-130 Hercules](#), various F-series jets such as the [F-35](#), and the [Stalker XE](#) (an unmanned aircraft).

## Explosives | \$20.7 BILLION

Federal agencies spent nearly \$20 billion on explosives with Lockheed Martin. The purchases included underwater mines, guided missiles and launchers, service and maintenance, [Paveway laser-guided missiles](#), and [Hellfire missile systems](#).

## Research and Development: | \$20.4 BILLION

Though often non-descript, the DOD contracted Lockheed Martin for the research and development (R&D) of various aircraft and weapon systems. The National Aeronautics and Space Administration also hired Lockheed Martin for R&D purposes. Much of this work pertained specifically to spacecraft, space propellants, and studies on satellites and space crews.

## Foreign Military Sale Amounts by Country

COUNTRY	TOTAL FEDERAL FUNDING
TAIWAN	\$840,464,253
SAUDI ARABIA	\$788,782,927
IRAQ	\$718,327,899
SINGAPORE	\$553,055,222
INDIA	\$471,940,342

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

While the DOD made the most purchases in both price and quantity, not all of the purchases exclusively supported U.S. troops. Some of the DOD purchases went to other nations. Overall, 39 countries received products and services from Lockheed Martin through the Department of Defense. Most of the sales to these foreign militaries consisted of maintenance and repairs of planes, Sniper ATP targeting systems, and various military-style products and services.



## FEDERAL GRANTS

### Federal Grants to Lockheed Martin by Department (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
UNDISCLOSED	\$267,352,304
DEPARTMENT OF DEFENSE	\$12,244,385
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$629,212
DEPARTMENT OF ENERGY	\$7,081
NATIONAL SCIENCE FOUNDATION	-
DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT	(\$17,801)
DEPARTMENT OF JUSTICE	(\$3,069,713)

SOURCE :2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## Department of Defense (DOD) | \$12.2 MILLION

There were 5 grants flowing through the DOD to Lockheed Martin. Four of these grants were for “Air Force Defense Research Sciences Program,” and the final grant was for “Basic Applied and Advanced Research in Science and Engineering.”



## LOBBYING SPENDING

Lockheed Martin spent \$56.6 million to lobby for 231 bills between 2014 and 2017. The most intently lobbied issues were the nation's defense and budget appropriations including cyber security, military construction, coast guard authorization, and others. Other non-military lobbying occurred on issues such as banking, natural resources, and foreign relations. From 2014-2017, Lockheed Martin employed up to 100 lobbyists per year.

## Lockheed Martin's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$14,580,000	69
2015	\$13,950,000	62
2016	\$13,620,000	59
2017	\$14,460,000	41

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

BILL SOURCE: [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)



## EXPORT-IMPORT BANK REFORM AND REAUTHORIZATION ACT

This bill sought to reduce the amount of outstanding loans, guarantees, and insurance that the Export-Import Bank may have at any given point. The Export-Import Bank is a lender and insurer of many firms to mitigate some of the risk of foreign trade and investment. The company has lobbied seven bills that explicitly involved the Export-Import Bank between 2014 and 2017.

## COUNTERING IRAN'S DESTABILIZING ACTIVITIES ACT

This bill required four federal agencies to "submit a strategy every two years for deterring conventional and asymmetric Iranian activities that threaten" the U.S. and its allies. The bill also has requirements for Presidential sanctions and blocking assets to flow to individuals and groups that threaten U.S. security. The bill passed in the Senate but was not successful in the House.

## AX THE TAX ON MIDDLE CLASS AMERICANS' HEALTH CARE PLANS

The Ax the Tax Bill, proposed to the House Ways and Means Committee, intended to repeal the excise tax on the benefits of high-cost employee-sponsored health care plans. These plans, colloquially known as Cadillac Plans, are known for their high monthly premiums and low deductibles, which typically cover expensive medical bills. The plans are scheduled to be subject to a 40-percent tax beginning in 2020 because the premiums paid by employees are not currently taxable. The bill was never enacted.



## CASE STUDY

**THE BOEING COMPANY**

**FY 2014-2017 FEDERAL FUNDING**  
**\$81.4 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$72.5 MILLION ON 178 BILLS**

The Boeing Company is an aerospace defense company that designs, assembles, and sells defense equipment such as airplanes, missiles, and rockets among other products. In the first four months of 2018, Boeing has received 268 aircraft orders, many from American Airlines. In the last five years, Boeing stock has gone up over 300 percent. In fiscal year 2017, federal funding accounted for 23 percent of Boeing's total revenue and 126 percent of its gross profit.

**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**27**

**REVENUE**  
**\$93.4 BILLION**

**PROFIT**  
**\$17.4 BILLION**

**MARKET VALUE**  
**\$194.2 BILLION**

**Boeing Company's Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$19,979,930,451	\$90,762,000,000	22%
2015	\$17,786,422,321	\$96,114,000,000	19%
2016	\$21,708,095,653	\$94,571,000,000	23%
2017	\$21,901,681,162	\$93,392,000,000	23%

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**REVENUE SOURCE:** [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)

## FUNDING BY MAJOR AGENCY

Overall, 90 percent (\$73.5 billion) of Boeing's funding flowed from the Department of Defense (DOD). Additionally, 13 other departments and independent agencies funded Boeing as well.



### Boeing Company's Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$73,529,640,739
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$7,684,943,335
DEPARTMENT OF TRANSPORTATION	\$57,847,867
DEPARTMENT OF HOMELAND SECURITY	\$21,019,744
DEPARTMENT OF ENERGY	\$14,891,305
DEPARTMENT OF THE INTERIOR	\$9,965,081
DEPARTMENT OF JUSTICE	\$9,371,100
DEFENSE LOGISTICS AGENCY	\$5,311,731
GENERAL SERVICES ADMINISTRATION	\$5,056,770
DEPARTMENT OF STATE	\$4,084,681

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

The two largest spending categories, fixed and rotary wing aircraft, combined for 50 percent of Boeing's total federal funding from FY2014-FY2017. In total, agencies spent \$52.1 billion on aircraft-related contracts; \$9.2 billion on missiles, bombs, and other weapons; and \$8.7 billion on research and development.

### Boeing Company's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
AIRCRAFT, FIXED WING	\$32,764,807,473
AIRCRAFT, ROTARY WING	\$8,286,901,061
SUPPORT - PROFESSIONAL: OTHER	\$5,401,151,939
MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	\$3,554,422,263
GUIDED MISSILE COMPONENTS	\$3,250,595,989
R&D - SPACE: AERONAUTICS/SPACE TECHNOLOGY (BASIC RESEARCH)	\$3,000,892,884
BOMBS	\$2,556,675,082
AIRFRAME STRUCTURAL COMPONENTS	\$2,330,282,339
R&D - SPACE: STATION (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$2,039,771,579
MAINT/REPAIR/REBUILD OF EQUIPMENT - AIRCRAFT AND AIRFRAME STRUCTURAL COMPONENTS	\$1,961,378,792

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.





## FEDERAL GRANTS

### Federal Grants to Boeing by Department (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
DEPARTMENT OF DEFENSE	\$462,260,224
UNDISCLOSED	\$302,197,243
DEPARTMENT OF TRANSPORTATION	\$11,017,721
DEPARTMENT OF ENERGY	\$9,015,850
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$2,566,349

SOURCE :2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

### Department of Defense (DOD) | \$462.3 MILLION

There were many grants flowing from this agency. Some of these grants were for research and technology development, basic applied science, and air force defense research.

### Department of Transportation (DOT):) | \$11.0 MILLION

There were only three grants from from DOT to Boeing, all for "Highway Planning and Construction," in Washington

### Department of Energy (DOE) | \$9.0 MILLION

There were 8 total grants given to Boeing by the DOE. These grants ranged from "Advanced Research and Projects Agency –Energy Financial Assistance Program" to "Conservation Research and Development."



## LOBBYING SPENDING

Boeing Company spent \$72.5 million to lobby on 178 bills between 2014 and 2017. These bills included 28 annual bills to renew appropriations and authorize the operation of NASA, Homeland Security, and DOD. Boeing also lobbied on legislation related to health, education, banking, environmental concerns, military construction, cyber intelligence, and chemical safety regulations. Boeing hired an average of 93 lobbyists per year.

### Boeing's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$16,800,000	30
2015	\$21,921,000	47
2016	\$17,020,000	40
2017	\$16,740,000	61

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)



### AMERICAN RESEARCH AND COMPETITIVENESS ACT

This bill, proposed in the House, sought to establish a research tax credit to incentivize American innovation. Boeing spent a total of \$8.7 billion on research and development from FY2014-FY2017, explaining its stake in the issue. The bill was never considered by the Senate.

### NO EX-IM ASSISTANCE FOR TERRORISM ACT

This bill proposed a prohibition on the Export-Import Bank from insuring or extending credit to the Government of Iran or any non-U.S. entity that sold aircraft to the Government of Iran in the last five years. In addition to this act, Boeing also lobbied on at least three other bills that involved regulations or funding for the Export-Import Bank.

### CARBON FIBER RECYCLING ACT

This bill suggested requiring the Department of Energy to consult with the aviation and automotive industries, potentially including Boeing, to study and report on carbon fiber recycling technologies. The study would have covered the energy savings, required technology, and economic impact of the recycling program. However, the bill did not make it past the Senate Committee on Energy and Natural Resources.

## CASE STUDY

**MCKESSON CORPORATION**

**FY 2014-2017 FEDERAL FUNDING**  
**\$30.2 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$6.1 MILLION ON 54 BILLS**

McKesson Corporation, the [largest wholesale pharmaceutical provider in America](#), distributes pharmaceutical materials to manufacturers, physician offices, surgery centers, and other healthcare facilities. McKesson also provides support for advancing the technology, equipment, and services offered by these firms. It recently acquired Medical Specialties Distributors for [\\$800 million](#) as part of its initiative to stay competitive with changes in the healthcare market. McKesson supplies [one third of all pharmaceuticals](#) used in the United States.

**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**6**

**REVENUE**  
**\$198.5 BILLION**

**PROFIT**  
**\$11.3 BILLION**

**MARKET VALUE**  
**\$24.6 BILLION**

**McKesson Corporation's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$6,197,421,745	\$137,600,000,000	4.50%
2015	\$8,343,398,960	\$179,000,000,000	4.66%
2016	\$7,208,590,682	\$190,884,000,000	3.78%
2017	\$8,409,500,754	\$198,533,000,000	4.24%

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**REVENUE SOURCE:** [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)



## FUNDING BY MAJOR AGENCY

Overall, 68 percent of McKesson's federal funding flowed from the Department of Veteran's Affairs. Most transactions purchased prescription drugs for veterans. In total, 11 departments and independent agencies contracted with or granted funding to McKesson Corporation. The Executive Office of the President made purchases with McKesson, but all transactions were made through the Peace Corps to buy medical supplies and medications for countries such as Ghana, Zambia, and the Dominican Republic.



### McKesson Corporation's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF VETERANS AFFAIRS	\$20,363,285,566
DEPARTMENT OF DEFENSE	\$8,393,927,416
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$955,495,855
DEPARTMENT OF JUSTICE	\$440,430,951
EXECUTIVE OFFICE OF THE PRESIDENT	\$3,541,947
DEFENSE LOGISTICS AGENCY	\$1,592,807
FEDERAL PRISON SYSTEM	\$156,439
DEPARTMENT OF STATE	\$33,278
DEPARTMENT OF THE INTERIOR	\$9,671

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Drugs and Biologicals comprised 99 percent of the total federal funding and total number of transactions (172,113 out of 175,339) to the McKesson Corporation between FY2014 and FY2017. Contracts included prescription medications for prison inmates, vaccinations, and specific medications for procedures and treatment.

### McKesson Corporation's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
DRUGS AND BIOLOGICALS	\$29,876,821,151
SUPPORT - ADMINISTRATIVE: MAILING/DISTRIBUTION	\$172,520,614
MEDICAL AND SURGICAL INSTRUMENTS, EQUIPMENT, AND SUPPLIES	\$32,903,252
IT AND TELECOM - INTEGRATED HARDWARE/SOFTWARE/SERVICES SOLUTIONS, PREDOMINANTLY SERVICES	\$28,149,157
IMAGING EQUIPMENT AND SUPPLIES: MEDICAL, DENTAL, VETERINARY	\$17,261,969
CHEMICAL AND PHARMACEUTICAL PRODUCTS MANUFACTURING MACHINERY	\$6,615,676
MAINT/REPAIR/REBUILD OF EQUIPMENT - MEDICAL, DENTAL, AND VETERINARY EQUIPMENT AND SUPPLIES	\$5,778,731
MEDICAL - PHARMACOLOGY	\$3,558,166
SUPPORT - PROFESSIONAL: OTHER	\$3,070,264
IT AND TELECOM - ANNUAL SOFTWARE MAINTENANCE SERVICE PLANS	\$1,686,844

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## LOBBYING SPENDING

The McKesson Corporation spent \$6.1 million to lobby for 54 bills between 2014 and 2017. During these years, about 28 percent of the bills this company lobbied for included provisions for Medicare and/or Medicaid, and others include taxes, pharmacy, insurance, and veteran's affairs. These topics are consistent with McKesson's interests as the supplier of one third of all pharmaceuticals used in the United States. McKesson employed an average of 21 lobbyists per year during this period.



## McKesson Corporation's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$1,440,000	13
2015	\$1,541,000	14
2016	\$1,446,500	16
2017	\$1,657,000	11

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## AMENDMENT TO THE SOCIAL SECURITY ACT

This amendment to the Social Security Act aimed at eliminating discounts for wholesale pharmaceutical companies. Congress has seen six bills proposing to exclude this discount, and McKesson has lobbied on the issue each time.

## DRUG SUPPLY CHAIN SECURITY ACT

This bill, introduced to the Senate, enacted further regulations on pharmaceutical providers regarding the way products are produced, labeled, and distributed. The bill also addresses protocol for state licensing, returning or recalling products, and quarantine procedures. The bill never made it past the committees.

## PHARMACY AND MEDICALLY UNDERSERVED AREAS ENHANCEMENT ACT

This bill proposed to amend the Medicare portion of the Social Security Act to cover pharmacist services. Although it was introduced in the House, the bill never made it past committee.

## CASE STUDY GENERAL DYNAMICS

**FY 2014-2017 FEDERAL FUNDING**  
**\$24.1 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$43.2 MILLION ON 146 BILLS**

General Dynamics is a [global aerospace and defense company](#) composed of four business groups: aerospace, combat systems, information systems and technology, and marine systems. As a major supplier of military ships and one of two companies capable of building nuclear powered submarines, General Dynamics exists as one of the biggest defense contractors in the United States. The federal government's contracts, subcontracts, grants, and grant sub awards comprise 18 percent of General Dynamic's [total revenue for FY2017](#).

### COMPANY PORTFOLIO (2017)

**FORTUNE 100 RANK**  
**99**

**REVENUE**  
**\$30.9 BILLION**

**PROFIT**  
**\$6.2 BILLION**

**MARKET VALUE**  
**\$56.8 BILLION**



### General Dynamic's Federal Funding by Year (FY2014-FY2017)

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$6,308,178,481	\$30,850,000,000	20%
2015	\$6,402,379,921	\$31,781,000,000	20%
2016	\$5,689,059,934	\$30,561,000,000	19%
2017	\$5,701,817,386	\$30,973,000,000	18%

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
REVENUE SOURCE: [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)





## FUNDING BY MAJOR AGENCY

The Department of Defense (DOD) was the source of 77 percent of the federal funding received by General Dynamics from FY2014-FY2017. Many of the contracts provided various military equipment including tanks, bombs, and ammunition. The Department of Health and Human Services (HHS), the second largest department working with General Dynamics, mostly purchased IT equipment, professional support, and equipment installation. In total, 27 departments and independent agencies transacted with General Dynamics during this period.

### General Dynamics' Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$18,659,454,328
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$2,109,717,057
DEPARTMENT OF STATE	\$786,571,531
DEPARTMENT OF HOMELAND SECURITY	\$661,565,825
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$448,849,583
GENEAL SERVICES ADMINISTRATION	\$428,788,619
DEPARTMENT OF TRANSPORTATION	\$212,367,795
DEPARTMENT OF THE INTERIOR	\$164,178,975
DEPARTMENT OF JUSTICE	\$145,109,826
DEPARTMENT OF COMMERCE	\$140,994,351

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

General Dynamics received contracts for 497 different categories, in total. The largest, "Miscellaneous Communications Equipment," claimed nearly 12 percent of the total funding for contracts from FY2014-FY2017. Other significant categories include "Research and Development," totaling \$1.4 billion from 1,761 contracts; ammunition of various classes, totaling \$921 million from 625 contracts; and various weapons and accessories, totaling \$1.4 billion. Products purchased within the military categories include M1A2 Abrams Tanks, mortar carriers, MAAWS Special Forces rifles, warheads and rockets, MK84 freefalling bombs, machine guns, and submarine engineering services.



Although most of these transactions funneled through DOD, General Dynamics supplied \$5.9 million in ammunition, weapons, and military style equipment to departments and independent agencies outside the DOD. The vast majority of these transactions purchased ammunition, although a few transactions were for firearms, specifically Glocks, and other military-style equipment (primarily night vision tools). While the Department of Homeland Security claimed roughly 50 percent of these purchases, the Department of Transportation came in a close second, with nearly \$3 million in ammunition, weapons, and military style purchases as well with their responsibilities including transporting nuclear material.

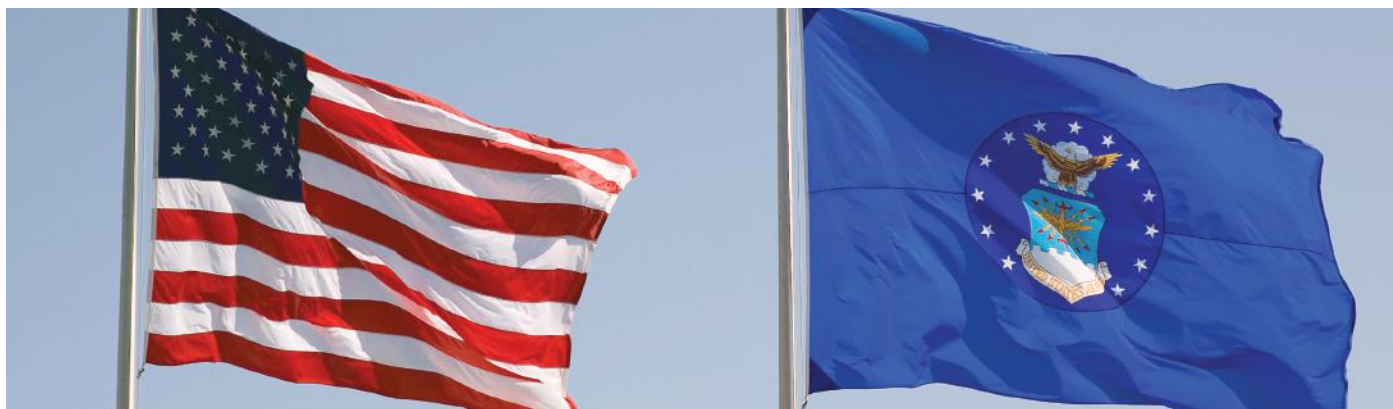


### General Dynamics' Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
MISCELLANEOUS COMMUNICATION EQUIPMENT	\$2,529,183,427
SUPPORT - PROFESSIONAL: OTHER	\$2,416,043,058
COMBAT, ASSAULT, AND TACTICAL VEHICLES, WHEELED	\$1,677,101,939
SUPPORT - PROFESSIONAL: ENGINEERING/TECHNICAL	\$1,410,632,931
COMBAT, ASSAULT, AND TACTICAL VEHICLES, TRACKED	\$1,308,483,252
SUPPORT - MANAGEMENT: LOGISTICS SUPPORT	\$897,665,560
MAINT/REPAIR/REBUILD OF EQUIPMENT - WEAPONS	\$613,629,356
ROCKETS, ROCKET AMMUNITION AND ROCKET COMPONENTS	\$575,904,025
IT AND TELECOM - OTHER IT AND TELECOMMUNICATIONS	\$559,610,592
COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS	\$447,928,525

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FEDERAL GRANTS



### Federal Grants to General Dynamics' by Department (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
DEPARTMENT OF DEFENSE	\$31,080,976
NATIONAL SCIENCE FOUNDATION	\$ 225,000
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$185,000
FEDERAL EMERGENCY MANAGEMENT AGENCY	(\$2,569)

SOURCE :2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

### Department of Defense (DOD) | \$31.1 MILLION

The majority of grants for General Dynamics were through the DOD and these grants were all for "Cooperative Agreement for Robotics." All of these grants were in Westminister, Maryland.



## LOBBYING SPENDING

From 2014-2017, [General Dynamics spent a total of \\$43.2 million lobbying on 146 bills](#). General Dynamics lobbies more on defense related bills than any other company in the United States. General Dynamics has lobbied on 33 bills regarding Defense or Homeland Security Appropriations and Authorizations while also lobbying on other issues such as health care, firearms, and transportation. On average, General Dynamics employs 85 lobbyists per year.

### General Dynamics' Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$10,720,923	37
2015	\$10,259,890	29
2016	\$10,739,944	25
2017	\$11,465,969	55

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## ASSAULT WEAPONS BAN

This bill proposed banning the importation, sale, manufacturing, transfer, or possession of semi-automatic assault weapons. Under this bill, started in the House, current owners of semi-automatic assault weapons would be grandfathered in. However, these owners would be prohibited from transferring or selling the firearm to another person. General Dynamics is a producer of [firearms for both military](#) and civilian use.

## FAIRNESS IN TAXATION ACT

Introduced in the House, this bill sought to amend the IRS Code to increase the tax rate on individuals whose income exceeds \$1 million each year. The bill never made it past committee.

## GENDER ADVANCEMENT IN PAY (GAP) ACT

This bill aimed to expand exceptions to the Fair Labor Standards Act, ensuring differences in expertise, shift, education, and/or experience, which result in differences in pay, are not considered sex discrimination. Included is a provision for the Departments of Labor and Education to conduct a study on how to increase women's participation in industries where they are currently underrepresented.

## CASE STUDY GENERAL ELECTRIC COMPANY (GE)

**FY 2014-2017 FEDERAL FUNDING**  
**\$7.2 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$53.5 MILLION ON 232 BILLS**

General Electric (GE), an industrial machinery manufacturer founded over 100 years ago by Thomas Edison. In summer 2018, Walgreens Boot Alliance replaced GE in the Dow Jones Industrial Average due to GE's poor stock performance. GE recently moved its headquarters to Boston, Massachusetts, where it manages business branches ranging from aviation and transportation to healthcare, lighting, and global research.

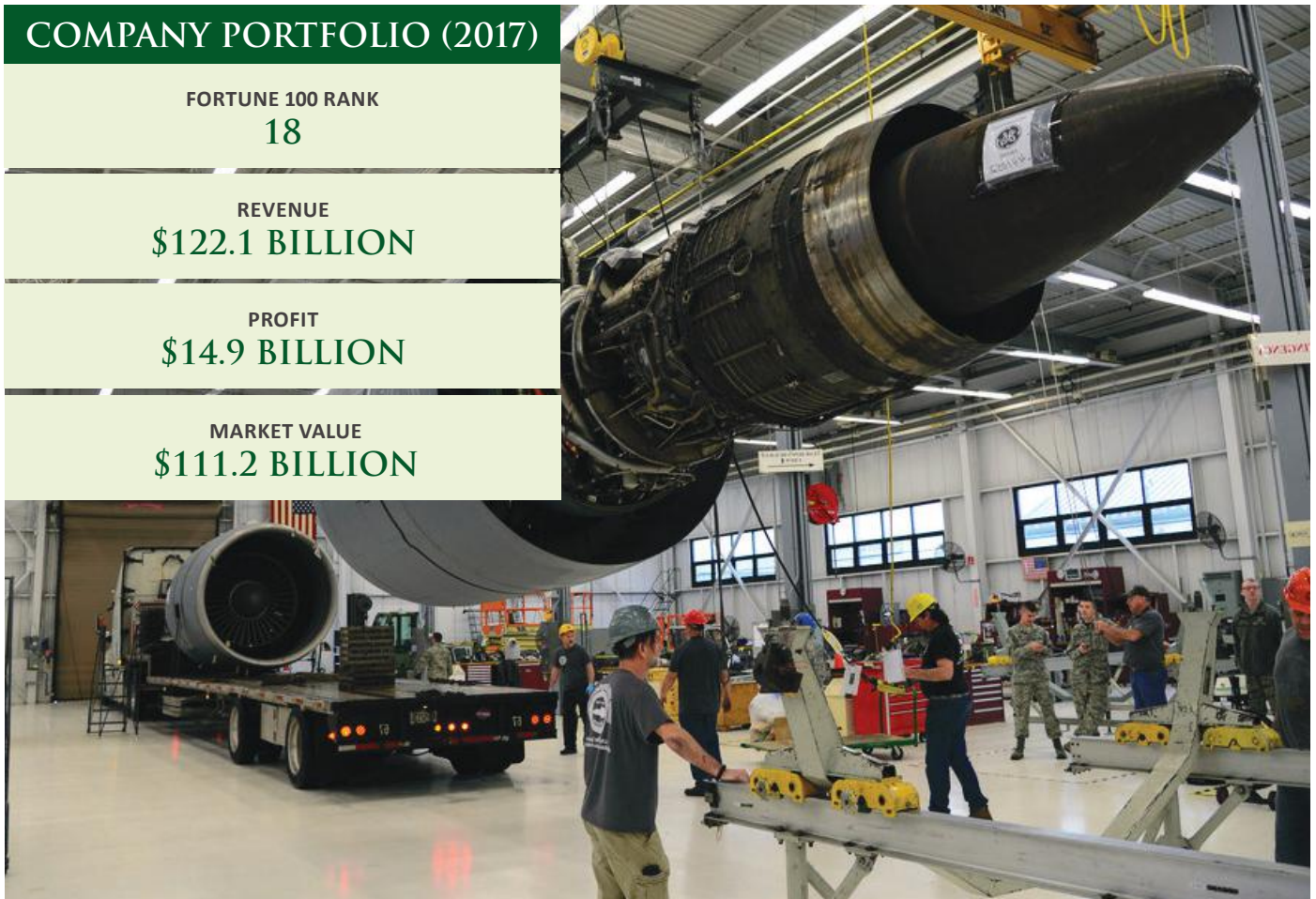
### COMPANY PORTFOLIO (2017)

**FORTUNE 100 RANK**  
**18**

**REVENUE**  
**\$122.1 BILLION**

**PROFIT**  
**\$14.9 BILLION**

**MARKET VALUE**  
**\$111.2 BILLION**



### General Electric's Federal Funding by Year (FY2014-FY2017)

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$2,199,316,276	\$117,010,000,000	1.88%
2015	\$1,586,172,738	\$117,386,000,000	1.35%
2016	\$1,521,784,933	\$123,693,000,000	1.23%
2017	\$1,893,966,317	\$122,092,000,000	1.55%

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

REVENUE SOURCE: [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)



## FUNDING BY MAJOR AGENCY

From FY2014-FY2017, 90 percent of GE's federal revenue came from the Department of Defense (DOD). About eight percent of DOD's funding to GE was designated for the Foreign Military Sales (FMS) program. FMS is a foreign policy approach that allows the [U.S. to sell defense articles and services to foreign countries and international organizations](#) coordinated by the Department of State and executed by the DOD. In total, more than \$528.1 million in contracts were spent on the FMS program. Some countries receiving support through FMS include Tunisia, Austria, Taiwan, Qatar, and Mexico. The Navy, Air Force, and Army represented roughly 87 percent of the money flowing from the DOD into GE.



### General Electric's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$6,491,945,974
DEPARTMENT OF VETERANS AFFAIRS	\$502,166,733
DEPARTMENT OF ENERGY	\$68,624,114
DEPARTMENT OF HOMELAND SECURITY	\$50,244,525
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$30,574,475
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$29,973,145
DEPARTMENT OF TRANSPORTATION	\$11,111,608
DEPARTMENT OF JUSTICE	\$10,165,596
EXPORT-IMPORT BANK OF THE U.S.	\$3,182,804
DEPARTMENT OF THE INTERIOR	\$1,564,333

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Over half of these transactions (67 percent) purchased "Gas Turbines and Jet Engines, Aircraft, Prime Moving; And Components." For example, one purchase within this category involved the Royal Saudi Air Force and the U.S. Department of the Air Force finalizing a \$710 million purchase of a F110-Ge-129E engine, often used in [F-15 and F-16 fighter aircrafts](#).

### General Electric's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
GAS TURBINES AND JET ENGINES, AIRCRAFT, PRIME MOVING; AND COMPONENTS	\$4,274,468,913
MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	\$848,692,282
IMAGING EQUIPMENT AND SUPPLIES: MEDICAL, DENTAL, VETERINARY	\$414,989,007
SUPPORT - MANAGEMENT: LOGISTICS SUPPORT	\$334,547,859
R&D - DEFENSE SYSTEM: AIRCRAFT (APPLIED RESEARCH/EXPLORATORY DEVELOPMENT)	\$228,671,220
MAINT/REPAIR/REBUILD OF EQUIPMENT - MEDICAL, DENTAL, AND VETERINARY EQUIPMENT AND SUPPLIES	\$126,737,327
GASOLINE ROTARY ENGINES AND COMPONENTS	\$109,357,189
SUPPORT - PROFESSIONAL: ENGINEERING/TECHNICAL	\$105,839,281
MAINT/REPAIR/REBUILD OF EQUIPMENT - ENGINES, TURBINES, AND COMPONENTS	\$68,937,068
MISCELLANEOUS ENGINES AND COMPONENTS	\$53,352,570

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.





## FEDERAL GRANTS

### Federal Grants to General Electric (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
DEPARTMENT OF DEFENSE	\$70,335,126
DEPARTMENT OF ENERGY	\$63,158,786
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$9,673,507
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$4,995,000
DEPARTMENT OF JUSTICE	\$997,702

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

#### Department of Defense (DOD) | \$70.3 MILLION

There were many grants flowing from the DOD to General Electric. These grants were for many different things including, "Future Affordable Turbine Engine Program," "Advanced Variable Speed Power Turbine," and "Rotorcraft Advanced Engine Integrated Controls System."

#### Department of Energy (DOE) | \$63.2 MILLION

The grants flowing from this department to General Electric were all going to New York and Texas. These grants ranged from "Cyber-Attack Detection and Accommodation for the Energy Delivery System" to "Model-Based Extracted Water Desalination System for Carbon Sequestration."

#### Department of Health and Human Services (HHS) | \$9.7 MILLION

There were 19 grants flowing from HHS to GE. These were complex grants in regards to nanoparticles to functional pet imaging to high performance MRI scanners.

## SNAPSHOT | EXPORT-IMPORT BANK



**\$3.2 MILLION IN  
LOANS FLOWED TO  
GENERAL ELECTRIC  
FROM THE EXPORT-  
IMPORT BANK.**



These were all for Export Credit Coverage. In 2017, General Electric's Chairman Jeff Immelt praised President Trump in a [tweet](#) regarding the Export-Import Bank. "By supporting the Export Import Bank @POTUS is showing great leadership and focusing on creating jobs for American manufacturers."



## LOBBYING SPENDING

From 2014-2017, [General Electric spent \\$53.5 million lobbying](#) on 232 bills. Over a four-year span, 54 percent lobbying activity went towards taxes, defense, finance, and trade bills. In 2016, GE dropped its lobbying funding to less than one third of its 2015 efforts, going from an average of 112 lobbyists down to about 90 lobbyists per year.

### General Electric Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$16,630,000	88
2015	\$21,795,000	65
2016	\$7,025,000	44
2017	\$ 8,082,000	35

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## ELECTRIFY AFRICA ACT

GE lobbied on the “Electrify Africa Act” in 2014 and in 2015 until it was passed in the Senate to become a law. This law [gives the president the authority](#) to work with multiple departments and agencies to provide power access to 50 million people in sub-Saharan Africa by 2020, encouraging development strategies for diversified energy sources and economic growth. GE once identified Africa as its “[most promising growth region.](#)”

## HELIUM STEWARDSHIP ACT

Facing a helium shortage, this house bill looked to privatize Federal helium reserves through the competitive market process. Meanwhile, GE invested [\\$17 million in a South Carolina helium recycling plant](#). GE cites the federal government’s involvement and irresponsible handling of helium in the 1990s as the cause of the shortage.

## BREAST DENSITY AND MAMMOGRAPHY REPORTING ACT

This bill failed to become a law, but attempted to amend the Public Health Service Act, mandating mammography facilities to include information on breast density in reports to physicians and patients. This increased level of education intends to increase breast cancer prevention. Not long before the bill was introduced, GE released a [3D mammography system called SenoClaire](#). This new system allows physicians to collect more information for detecting early stages of breast cancer without increased levels of radiation.

## CASE STUDY

## INTERNATIONAL BUSINESS MACHINES CORPORATION (IBM)

**FY 2014-2017 FEDERAL FUNDING**  
**\$6.1 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$18.9 MILLION ON 202 BILLS**

Headquartered in Armonk, New York, the International Business Machines Corporation (IBM) has made a name for itself in the information technology services industry, having been on [the Fortune 500 list for the past 24 years](#). A technology company in “a constant state of innovation,” IBM filed [9,043 US patents](#) in 2017. IBM has drawn attention in the past 10 years for creating Watson, a supercomputer that won [\\$1 million on Jeopardy](#).

## COMPANY PORTFOLIO (2017)

FORTUNE 100 RANK  
**34**

REVENUE  
**\$79.1 BILLION**

PROFIT  
**\$17.99 BILLION**

MARKET VALUE  
**\$131.6 BILLION**



## IBM's Federal Funding by Year (FY2014-FY2017)

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$1,683,734,818	\$92,790,000,000	1.81%
2015	\$1,361,750,076	\$81,741,000,000	1.67%
2016	\$1,091,374,057	\$79,919,000,000	1.37%
2017	\$1,999,769,518	\$79,139,000,000	2.53%

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
 REVENUE SOURCE: [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)



## FUNDING BY MAJOR AGENCY

In total, 39 federal departments and independent agencies logged transactions with IBM. Roughly 39 percent IBM's funding came from the Department of Defense (DOD). The largest identifiable individual purchase under the DOD, designated for an audit readiness strategy, cost the federal government nearly \$20 million in January of 2014. Four months later, the Deputy Chief Financial Officer from the office of the Under Secretary of Defense released a presentation laying out a strategy for full audit readiness by fall 2017. Over a quarter of all government purchases at IBM were made by the Army (\$1.6 billion).



### IBM's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$2,384,877,122
DEPARTMENT OF HOMELAND SECURITY	\$970,121,268
DEPARTMENT OF THE TREASURY	\$562,373,555
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$455,163,038
GENERAL SERVICES ADMINISTRATION	\$294,458,542
SOCIAL SECURITY ADMINISTRATION	\$293,764,429
DEPARTMENT OF COMMERCE	\$289,068,743
AGENCY FOR INTERNATIONAL DEVELOPMENT	\$250,382,282
DEPARTMENT OF JUSTICE	\$174,727,577
DEPARTMENT OF AGRICULTURE	\$107,942,650

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Roughly 46 percent of IBM's contract transactions went toward various kinds of IT and Telecom purchases, totaling \$2.7 billion. This includes systems development, programming, IT strategy and architecture, and more. An additional \$586.1 million of government spending went to professional, management, and administrative support, and \$127.5 million went to various research and development contracts, including defense systems and general science and technology.

### IBM's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
IT AND TELECOM - OTHER IT AND TELECOMMUNICATIONS	\$1,102,936,890
IT AND TELECOM - SYSTEMS DEVELOPMENT	\$485,505,888
IT AND TELECOM - PROGRAMMING	\$ 27,983,023
IT AND TELECOM - IT STRATEGY AND ARCHITECTURE	\$262,232,515
INFORMATION TECHNOLOGY SOFTWARE	\$258,242,922
ADP SOFTWARE	\$240,452,316
ADPE SYSTEM CONFIGURATION	\$237,191,614
SUPPORT - PROFESSIONAL: OTHER	\$204,615,668
SUPPORT - MANAGEMENT: OTHER	\$160,294,897
INFORMATION TECHNOLOGY EQUIPMENT SYSTEM CONFIGURATION	\$144,215,281

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.





## FEDERAL GRANTS

### Federal Grants to IBM (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
UNDISCLOSED	\$157,268,640
DEPARTMENT OF DEFENSE	\$103,090,942
DEPARTMENT OF ENERGY	\$5,996,012
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$1,551,905

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

### Department of Defense (DOD) | \$103.1 MILLION

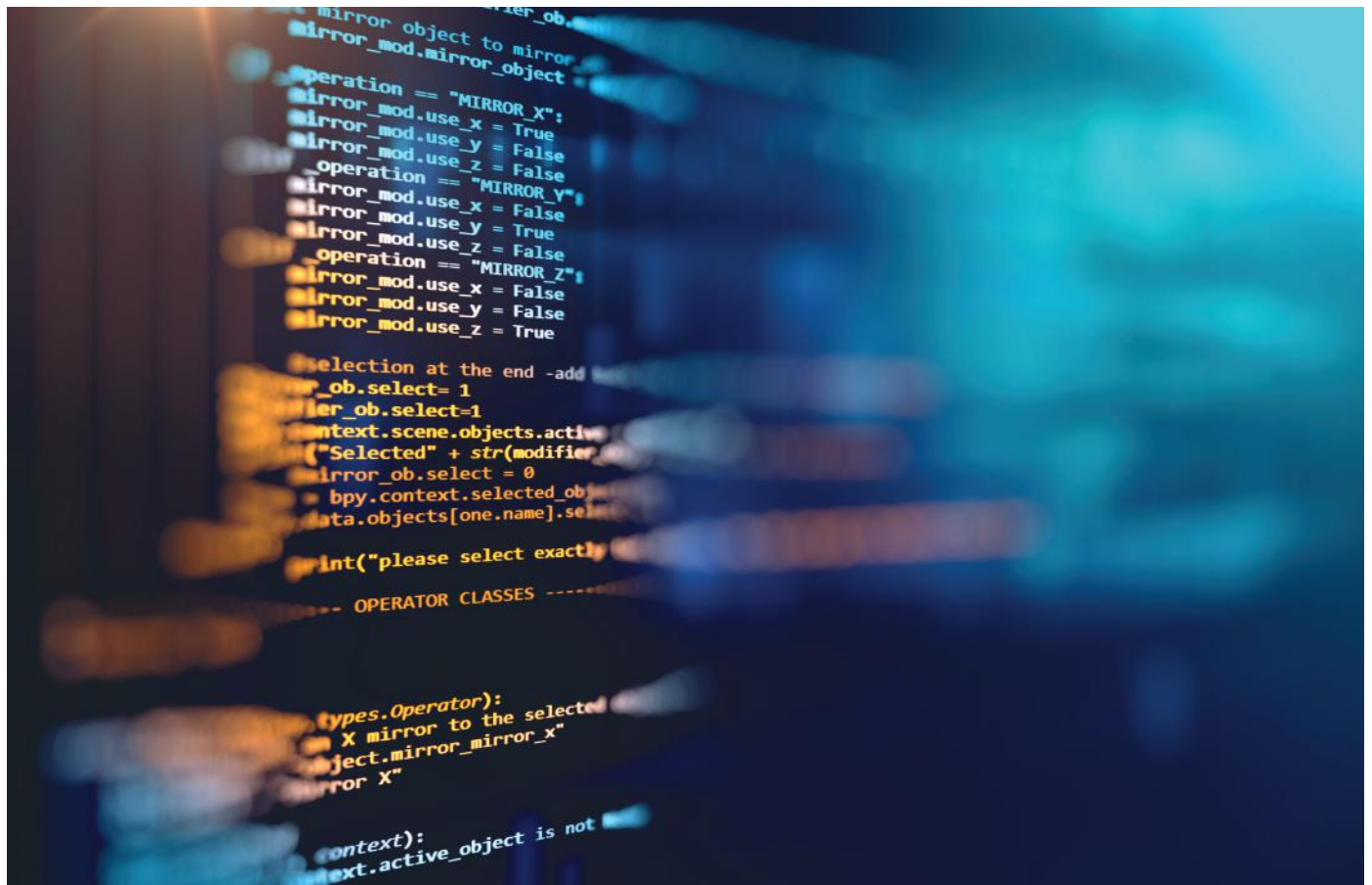
These grants were flowing from California and New York for IBM through the DOD. Some of the grants included "Using High-resolution Scanning Tunneling Microscopy to Explore the Use of Atomic Spins on Surfaces as Quantum Bits."

### Department of Energy (DOE) | \$6.0 MILLION

There were several grants flowing to IBM through the DOE. These grants ranged from "An Intelligent Multi-Modal Ch4 Measurement System," to "Recovery Act: Economizer Based Data Center Liquid Cooling with Advanced Metal Interfaces."

### Department of Health and Human Services (HHS) | \$1.6 MILLION

There were 9 grants flowing from this department to IBM. There were only two types of grants including "Quantitative Modeling of Bacterial Chemotaxis Signaling Pathway" and "Detailed Models of Network Bursts and Oscillations."



## LOBBYING SPENDING

Averaging about 50 bills per year, IBM spent \$18.9 million between 2014-2017 lobbying on bills regarding taxes, computer and information technology, copyright, patents and trademarks, and defense. The technology company, which the Department of Defense spends an average of \$596 million per year, regularly lobbies on defense issues, including 26 bills related to appropriation acts and authorizations. On average, IBM hired 21 lobbyists per year, with about half of them having previously worked as government employees.

### IBM's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$4,950,000	49
2015	\$4,630,000	57
2016	\$4,040,000	48
2017	\$5,310,000	48

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

BILL SOURCE: [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)



## AMERICAN SUPER COMPUTING LEADERSHIP ACT

An amendment to the Department of Energy High-End Computing Revitalization Act of 2004, the American Super Computing Leadership Act makes a number of changes, including the addition of details regarding exascale computing programs. Exascale hardware, while not currently available, will process billions of gigabytes of data per day. The amending bill passed the House of Representatives in May 2015, four months before the Department of Energy awarded IBM with a FY2015 grant for \$410,999 titled “Domain Specific Language Support for Exascale.” Over the four-year period from 2014-2017, IBM lobbied on 5 other bills related to Exascale technology and supercomputing, with 23 reports filed on the topic.

## TRANSPARENCY IN ASSERTION OF PATENTS ACT

From 2014-2017, IBM composed 34 lobbying reports on copyright, patent, and trademark bills, including 8 reports on the Transparency in Assertion of Patents Act. This bill introduced in the Senate aims “to curb unfair and deceptive practices during assertions of patents” and directs the Federal Trade Commission to clarify rules prohibiting intimidating patent trolls (companies who make a living through patent lawsuits) and increasing patent ownership transparency. IBM has recently shifted its focus from technology production toward patent profits with some going so far as to call IBM “one of the world’s biggest patent trolls.”

## OPEN, PUBLIC, ELECTRONIC, AND NECESSARY GOVERNMENT DATA ACT

This bill requires government data assets by most federal agencies to be made available as machine-readable data in order to expand government transparency. Though it has stalled in the House, IBM has lobbied on it 12 times. To pressure the Senate to pass the bill, IBM successfully partnered with 83 other businesses and organizations in early 2017 to write a letter to Senator Ron Johnson (R-WI) and Senator Claire McCaskill (D-MO), both members of the Committee on Homeland Security and Governmental Affairs, to “express [their] strong support” for the act, which passed in December 2016. IBM has openly advocated for the full passage of the act, claiming it would “allow companies such as IBM to improve outcomes for people and business with cognitive computing and advanced analytics.”

## CASE STUDY

**AT&T**

**FY 2014-2017 FEDERAL FUNDING**  
**\$2.9 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$63.7 MILLION ON 434 BILLS**

AT&T is a communications service provider in the [telecommunications industry](#). This industry consists of companies providing communication services based on satellite services as well as wireless and wired services alike. Recent decreases in regulation have allowed for more providers to enter the industry, creating a much more competitive telecommunications market. AT&T offers products and services worldwide relating to communications and digital entertainment including internet service, short and long-distance voice services, and various forms of data transmission. AT&T also sells electronic devices and accessories including cell phones, computers, and tablets.

**COMPANY PORTFOLIO (2017)**

FORTUNE 100 RANK

**9**

REVENUE

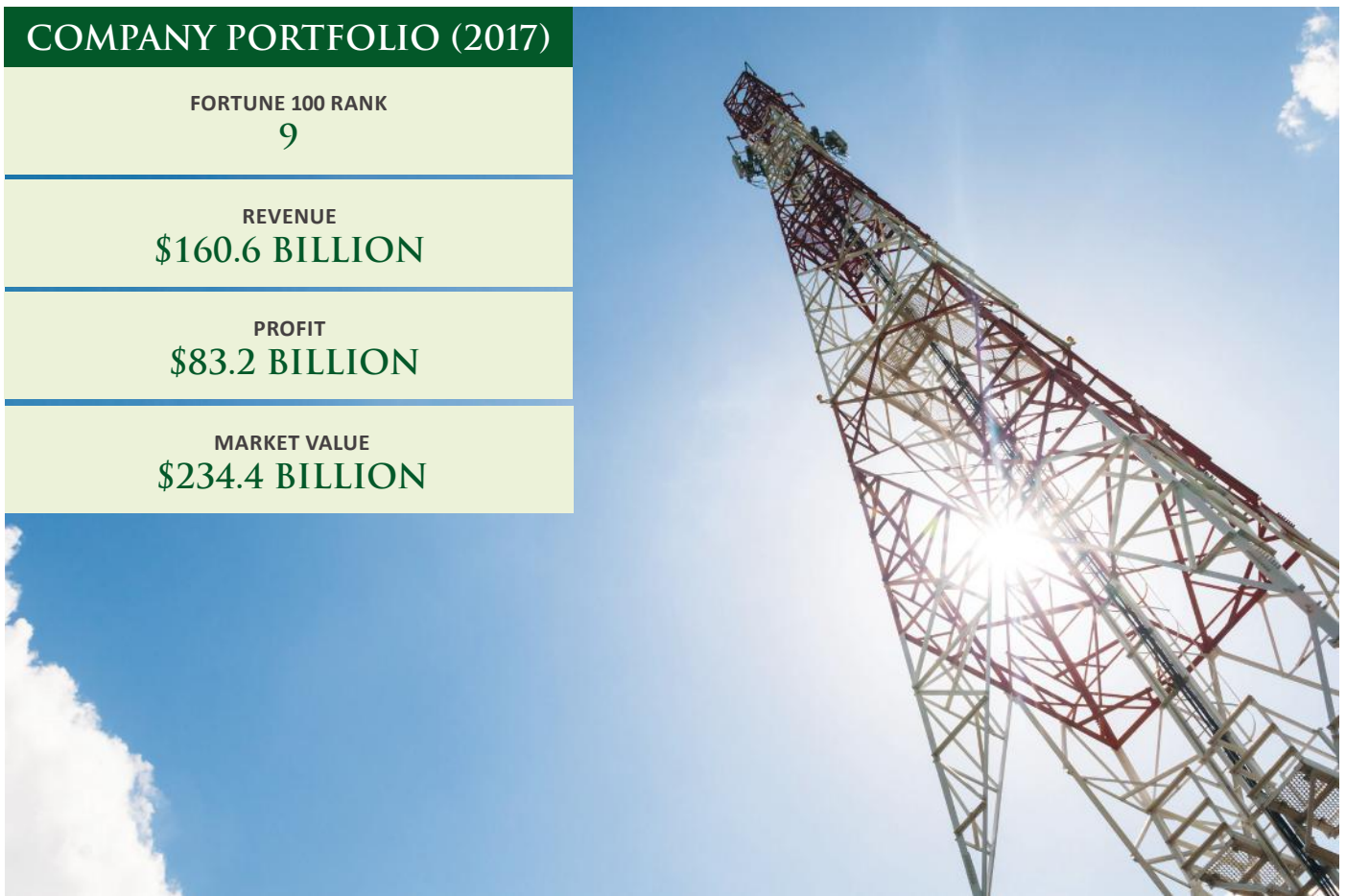
**\$160.6 BILLION**

PROFIT

**\$83.2 BILLION**

MARKET VALUE

**\$234.4 BILLION**

**AT&T's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$354,348,790	\$132,450,000,000	0.27%
2015	\$339,570,525	\$146,800,000,000	0.23%
2016	\$461,673,859	\$163,790,000,000	0.28%
2017	\$1,707,111,638	\$160,550,000,000	1.06%

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

REVENUE SOURCE: [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)



## FUNDING BY MAJOR AGENCY

Between FY2014-FY2017, 45 departments and independent agencies conducted business with AT&T. [The Department of the Interior](#) tops the chart, spending over \$1 billion dollars on AT&T products and services and accounting for nearly 35 percent of the AT&T's federal revenue. A majority of the total federal funding flowed to AT&T in the form of contracts while the remaining \$359,614 were grants.



### AT&T's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF INTERIOR	\$1,015,644,812
DEPARTMENT OF DEFENSE	\$818,885,295
DEPARTMENT OF VETERANS AFFAIRS	\$372,864,031
DEPARTMENT OF THE TREASURY	\$164,988,776
DEPARTMENT OF STATE	\$129,070,238
GENERAL SERVICES ADMINISTRATION	\$119,761,866
DEPARTMENT OF HOMELAND SECURITY	\$76,248,633
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$22,857,574
DEPARTMENT OF JUSTICE	\$21,591,507
DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT	\$19,543,004

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Much of the products and services provided by AT&T to federal agencies were described as "IT and Telecom" services. This description accounted for around 72 percent of federal revenue, totaling \$2.1 billion. Other popular products and services include IT support, data management services and configuration, and various electrical component purchases and repairs. Some of the products were purchased with monthly data packages, for example, flip phones, numerous Blackberry smartphones, iPhones, iPads, tablets, and other smartphones.

### AT&T's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
IT AND TELECOM - OTHER IT AND TELECOMMUNICATIONS	\$1,239,802,229
IT AND TELECOM - TELECOMMUNICATIONS AND TRANSMISSION	\$645,489,953
TELEPHONE AND TELEGRAPH EQUIPMENT	\$153,972,980
SUPPORT - PROFESSIONAL: ENGINEERING/TECHNICAL	\$91,197,103
IT AND TELECOM - TELECOMMUNICATIONS NETWORK MANAGEMENT	\$82,383,139
MISCELLANEOUS COMMUNICATION EQUIPMENT	\$53,990,445
SUPPORT - PROFESSIONAL: OTHER	\$37,745,124
ADPE SYSTEM CONFIGURATION	\$32,595,313
IT AND TELECOM - INTERNET	\$32,105,961
IT AND TELECOM - INTEGRATED HARDWARE/SOFTWARE /SERVICES SOLUTIONS, PREDOMINANTLY SERVICES	\$31,521,873

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.



## LOBBYING SPENDING

AT&T was a lobbying high-roller, lobbying on [434 different bills and spending \\$63.8 million](#) on lobbying between 2014-2017. That's an average of 109 bills at almost \$16 million every year. The majority of the bills had to do with internet and data transmissions as well as digital privacy laws. In fact, 41 percent of the reports AT&T lobbied on pertained to telecommunications. During this period, AT&T employed an average of 101 lobbyists per year.



## AT&T's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$14,200,000	108
2015	\$16,370,000	101
2016	\$6,370,000	120
2017	\$16,780,000	105

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## MANAGING YOUR DATA AGAINST TELECOM ABUSES ACT

The MY DATA Act of 2017 introduce new protections for consumers against large telecom companies using unfair or deceptive privacy practices. AT&T lobbied on this bill and other similar bills, including the [Email Privacy Act](#) and [International Communications Privacy Act](#).

## CYBER PREPAREDNESS ACT

The Cyber Preparedness Act of 2017 is currently waiting in the senate, having passed the House of Representatives. The purpose of the act is to help establish better communication guidelines to enable more efficient data sharing between different forms of government and private companies.

## DRONE FEDERALISM ACT

The Drone Federalism Act of 2017 outline the future of regulations on unmanned aircrafts. Though it has not left the introductory phase as of June, AT&T has already registered lobbying activity on this legislation.

## CASE STUDY

**FEDEX CORPORATION**

**FY 2014-2017 FEDERAL FUNDING**  
**\$2.5 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$48.7 MILLION ON 103 BILLS**

FedEx Corporation is a member of the integrated shipping and logistics industry dominated by relatively few providers in recent years, other leaders being the United Parcel Service (UPS) and the United States Postal Service (USPS). FedEx is most known for its package delivery services. The corporation has specialized in delivery services throughout the entire company's history and also offers printing services.

**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**50**

**REVENUE**  
**\$60.3 BILLION**

**PROFIT**  
**\$16.8 BILLION**

**MARKET VALUE**  
**\$63.9 BILLION**

**FedEx's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$684,856,511	\$45,570,000,000	1.50%
2015	\$664,042,333	\$ 47,450,000,000	1.40%
2016	\$562,393,656	\$50,370,000,000	1.12%
2017	\$560,608,454	\$ 60,320,000,000	0.93%

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**REVENUE SOURCE:** [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)



## FUNDING BY MAJOR AGENCY

Of the 46 federal departments and independent agencies that conducted business with FedEx, the Department of Defense (DOD) incurred the largest costs, and accounted for 94 percent of federal spending on FedEx. Almost the entirety of DOD transactions with FedEx served for the procurement of transportation services.

## FedEx's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$2,327,775,337
DEPARTMENT OF JUSTICE	\$81,484,891
DEPARTMENT OF HOMELAND SECURITY	\$19,333,746
DEPARTMENT OF TRANSPORTATION	\$10,198,174
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$10,189,989
DEPARTMENT OF AGRICULTURE	\$9,554,799
DEPARTMENT OF VETERANS AFFAIRS	\$3,080,064
DEPARTMENT OF ENERGY	\$3,054,806
DEPARTMENT OF THE INTERIOR	\$1,917,181
DEPARTMENT OF COMMERCE	\$1,602,852

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

The majority of FedEx services purchased by the federal government were for shipping, transportation, and packaging. The top five categories, accounting for 96 percent of all federal funds provided to FedEx, were transportation, travel, and relocation services with total expenditures totaling \$2.4 billion.

## FedEx's Federal Funding by Year (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
TRANSPORTATION/TRAVEL/RELOCATION - TRAVEL/LODGING/RECRUITMENT: PASSENGER AIR CHARTER	\$1,309,550,131
TRANSPORTATION/TRAVEL/RELOCATION - TRANSPORTATION: AIR CHARTER	\$658,607,338
TRANSPORTATION/TRAVEL/RELOCATION - TRANSPORTATION: AIR FREIGHT	\$322,828,966
TRANSPORTATION/TRAVEL/RELOCATION - MOTOR POOL AND PACKING/CRATING: PACKING/CRATING	\$50,359,656
TRANSPORTATION/TRAVEL/RELOCATION - TRANSPORTATION: OTHER	\$38,396,985
SUPPORT - ADMINISTRATIVE: MAILING/DISTRIBUTION	\$34,096,733
TRANSPORTATION/TRAVEL/RELOCATION - TRANSPORTATION: MOTOR FREIGHT	\$20,047,198
TRANSPORTATION/TRAVEL/RELOCATION - TRAVEL/LODGING/RECRUITMENT: AIR PASSENGER	\$14,972,834
IT AND TELECOM - OTHER IT AND TELECOMMUNICATIONS	\$4,291,758
SUPPORT - MANAGEMENT: CONTRACT/PROCUREMENT/ACQUISITION SUPPORT	\$3,415,000
COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS	\$447,928,525

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.



## FEDERAL GRANTS

There were 5 grants given to FedEx with only 2 being disclosed from the Department of Energy. Both of these grants were for renewable energy research and development.

## LOBBYING SPENDING

FedEx lobbied on 103 bills from 2014-2017, totaling \$48.7 million. Over this four-year span, 52 percent of FedEx lobbying activity occurred on bills pertaining to transportation, aviation, airlines, and airports, trucking and shipping, and trade. FedEx employed an average of 51 lobbyists per year in this period.

### FedEx's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$13,414,536	33
2015	\$12,405,835	31
2016	\$12,541,000	21
2017	\$10,308,000	18

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## SAFE SKIES ACT

The Safe Skies Act of 2017 was a bill proposing that cargo flight crews must have a certain amount of rest requirements to prevent fatigued flight crewmembers from operating cargo planes. This would potentially affect the operating procedures of companies like FedEx that frequently use cargo planes to transport their goods.

## CRAB EMERGENCY DISASTER ASSISTANCE ACT

This 2016 bill directed the National Oceanic and Atmospheric Administration (NOAA) to utilize funds in partnership with the Pacific States Marine Fisheries Commission to assist fisherman and small businesses suffering from a ban on crab fishing. One of small business suffering from the ban, the Fishtetarian Fish Market, partners with FedEx for crab-on-demand shipping.

## POSTAL SERVICE REFORM ACT

Written to promote the efficiency and affordability of the United States Postal Service, the Postal Service Reform Act outlines actions for the Office of Personnel Management and Postal Regulatory Commission to take, reforming many aspects of the postal services, ranging from the Health Benefits Program to policy for voiding postal contracts. The USPS has been struggling in efficiency and profitability in recent years, despite the federal government allowing the USPS to continue losing money, but not raise prices because of its status as a government agency. Competitors such as FedEx often lobby on bills related to the post office, especially since this bill includes concerns about cross-subsidizing market-dominant products, creating an unfair advantage for the USPS over its competitors.



## CASE STUDY

**FORD MOTOR COMPANY**

**FY 2014-2017 FEDERAL FUNDING**  
**\$1.5 BILLION**

**2014-2017 LOBBY SPENDING:**  
**\$17.7 MILLION ON 190 BILLS**

Ford Motor Company is an automaker corporation specializing in the production of commercial vehicles. Additionally, Ford facilitates the production of luxury vehicles through its subsidiary Lincoln Motor Company. The corporation also offers automotive finance services under the Ford Motor Credit Company. Ford Motor Company owns multiple multinational subsidiaries under the Ford title including Ford of Europe, Ford Japan Limited, and Ford Motor Argentina.

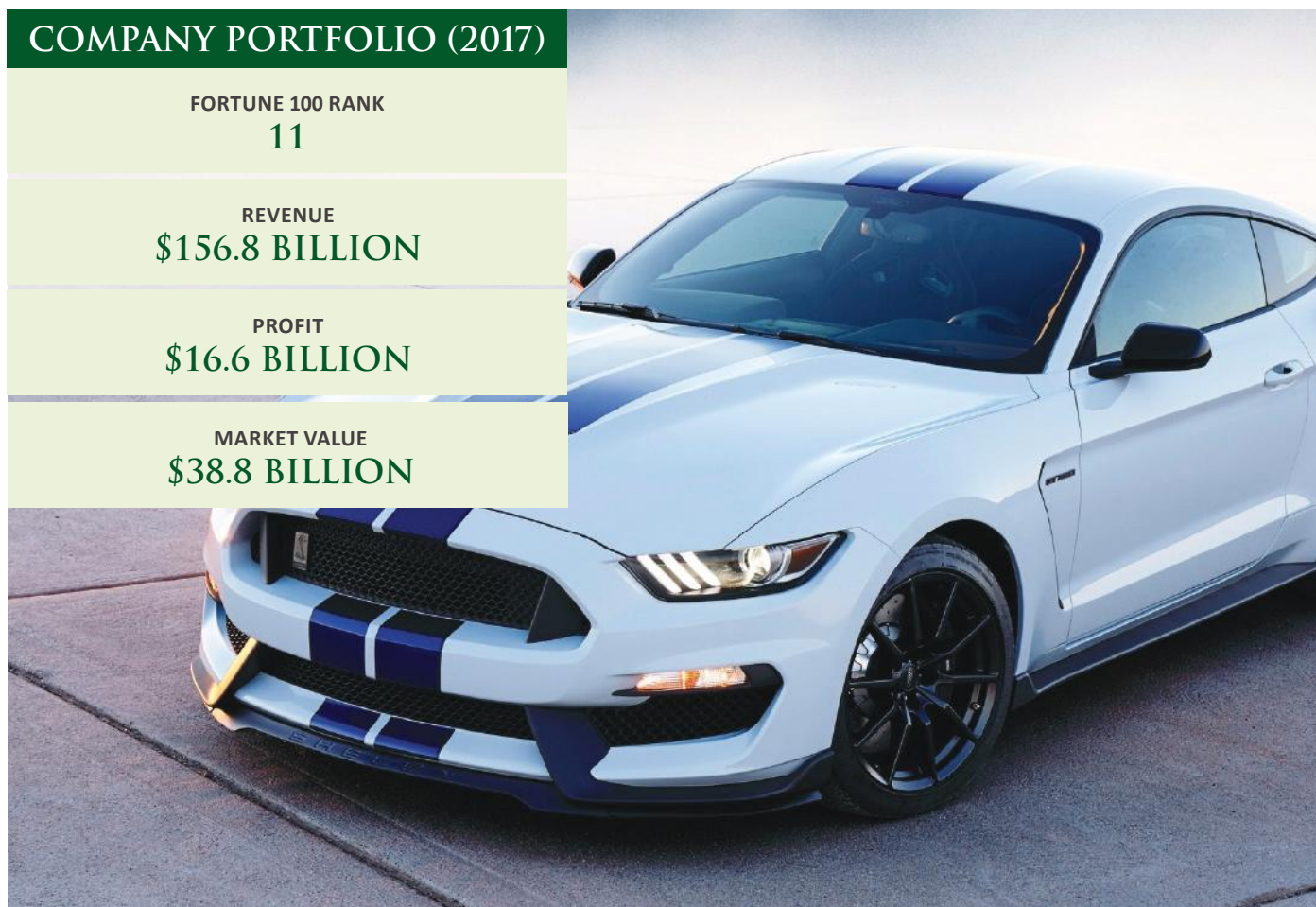
**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**11**

**REVENUE**  
**\$156.8 BILLION**

**PROFIT**  
**\$16.6 BILLION**

**MARKET VALUE**  
**\$38.8 BILLION**

**Ford Motor Company's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$415,702,184	\$144,080,000,000	0.29%
2015	\$310,756,440	\$149,560,000,000	0.21%
2016	\$370,728,412	\$151,800,000,000	0.24%
2017	\$386,244,006	\$156,780,000,000	0.25%

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

**REVENUE SOURCE:** [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)

## FUNDING BY MAJOR AGENCY

Between FY2014-FY2017, Ford Motor Company received funding from 9 different departments and independent agencies, over 99 percent of which came from contracts. The General Services Administration (GSA), tasked with procuring goods and services for government operations, accounted for over 99 percent of federal spending on Ford Motor Company with total expenditures totaling to \$1.5 billion. Transactions between Ford and the GSA served to procure pickup trucks, sedans, SUVs and other motor vehicles.



### Ford Motor Company's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
GENERAL SERVICES ADMINISTRATION	\$1,478,750,191
DEPARTMENT OF ENERGY	\$2,380,969
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$961,043
DEPARTMENT OF TRANSPORTATION	\$631,166
DEPARTMENT OF HOMELAND SECURITY	\$334,841
DEPARTMENT OF VETERANS AFFAIRS	\$164,375
DEPARTMENT OF DEFENSE	\$74,559
DEPARTMENT OF COMMERCE	\$73,968
DEPARTMENT OF STATE	\$59,928

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

Passenger Motor Vehicles purchases accounted for over 99 percent of federal government dollars flowing to Ford Motor Company. These Passenger Motor Vehicles included, but was not limited to, 4x4 Pickups, Sedans, SUVs, and 4x2 Van Wagons. In addition to passenger motor purchases for federal employee use, the federal government leased vehicles from the corporation for Secret Service protectees.

### Ford Motor Company's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
PASSENGER MOTOR VEHICLES	\$1,480,080,243
TRUCKS AND TRUCK TRACTORS, WHEELED	\$583,372
LEASE OR RENTAL OF EQUIPMENT - GROUND EFFECT VEHICLES, MOTOR VEHICLES, TRAILERS, AND CYCLES	\$334,841

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FEDERAL GRANTS

### Federal Grants to Ford Motor Company (FY2014-FY2017)

DEPARTMENT	TOTAL GRANT FUNDING
UNDISCLOSED	\$176,881,894
DEPARTMENT OF ENERGY	\$11,456,250
NATIONAL FOUNDATION ON THE ARTS AND HUMANITIES	\$179,912



## Department of Energy (DOE) | \$11.5 MILLION

Though most grants were undisclosed for Ford Motor, the next largest grant amount flowed through Department of Energy. Many of these grants were for conservation and renewable research and development.

## LOBBYING SPENDING

Between FY2014-FY2017, Ford Motor Company [lobbied on 190 bills](#), accumulating a total of \$17.7 million spent on lobbying expenditures. Ford regularly lobbies on issues related to the automotive industry, transportation, and taxes. Unlike its competitors, General Motors and Chrysler-Fiat, Ford has gradually decreased its amount of lobby spending over the past ten years. Ford employs about 37 lobbyists per year with 86 percent of its lobbyists formerly working as government employees.

### Ford Motor Company's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$4,506,708	47
2015	\$4,218,086	65
2016	\$4,681,960	34
2017	\$4,295,718	44

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)



## BURMA HUMAN RIGHTS AND DEMOCRACY ACT

In response to human rights abuses in Burma, this bill aimed “to place conditions on assistance to the Government of Burma.” Introduced to the House of Representatives, it bans the Department of Defense from using funds on expenditures that may directly or indirectly fund the government of Burma until the country engages in humanitarian reforms, cuts military ties with North Korea, and makes efforts for long-term change for civilian conditions. This bill came just months after [Ford opened a showroom in Yangon, Burma](#), becoming the first American car manufacturer to hold a stake in the Southeast Asian country.

## WI-FI INNOVATION ACT

Ford lobbied 14 times on the Wi-Fi Innovation Act over the course of two years. This bill serves as the first step to lift restrictions for the 5 GHz band version of Wi-Fi to allow unlicensed devices to use the 5 GHz wavelength for commercial development. In the competitive realm of self-driving cars, technology companies such as Google have pushed the FCC to lift a 2004 Wi-Fi-related specification for Dedicated Short Range Communications (DSRC) given to the auto industry. DSRC and standard Wi-Fi bandwidths run along each other and limit tech companies’ ability to expand their research and enter the self-driving car industry. In the past, Ford has focused on [radar and camera-based safety features](#) but has [expressed interest in the DSRC functions for future innovation](#).

## BORN-ALIVE ABORTION SURVIVORS PROTECTION ACT

This 2017 House of Representatives bill amends a healthcare law, seeking to require practitioners present at a live birth of an attempted abortion to treat the child the same as any other newborn. The Born-Alive Abortion Survivors Protection Act mandates that individuals who are aware of inappropriate action following such a birth be deemed violators of the law if they refrain from reporting the inappropriate action. Ford [did support the Susan G. Komen foundation](#), which provides direct funds to Planned Parenthood. Ford claims to have no official stance on the issue.

## CASE STUDY

**CATERPILLAR INCORPORATED**

**FY 2014-2017 FEDERAL FUNDING**  
**\$664.7 MILLION**

**2014-2017 LOBBY SPENDING:**  
**\$19.1 MILLION ON 189 BILLS**

Caterpillar Incorporated, a member of the farm and construction equipment industry, makes very large and complicated heavy machinery like tractors, steam rollers, backhoes, combines, and much more. Perhaps most recognizable to consumers by the signature yellow color of their heavy machinery, commonly seen rolling through a road construction zone or on large farms, Caterpillar's heavy equipment can catch quite a large price tag with their average costs ranging from \$100,000 into the millions.

**COMPANY PORTFOLIO (2017)**

**FORTUNE 100 RANK**  
**65**

**REVENUE**  
**\$45.5 BILLION**

**PROFIT**  
**\$12 BILLION**

**MARKET VALUE**  
**\$80.7 BILLION**

**Caterpillar Incorporated's Federal Funding by Year (FY2014-FY2017)**

YEAR	FEDERAL FUNDING	TOTAL REVENUE	PERCENT OF REVENUE FROM FEDERAL FUNDING
2014	\$178,378,176	\$55,180,000,000	0.32%
2015	\$125,158,254	\$47,010,000,000	0.27%
2016	\$165,543,856	\$38,540,000,000	0.43%
2017	\$195,591,413	\$45,460,000,000	0.43%

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

REVENUE SOURCE: [WWW.MARKETWATCH.COM](http://WWW.MARKETWATCH.COM)

## FUNDING BY MAJOR AGENCY

Caterpillar received 93 percent of its federal funding from the Department of Defense (DOD). In total, nine different departments and independent agencies worked with Caterpillar at a value of over \$1 million.



### Caterpillar Incorporated's Federal Funding by Department (FY2014-FY2017)

DEPARTMENT	TOTAL FEDERAL FUNDING
DEPARTMENT OF DEFENSE	\$618,493,861
DEPARTMENT OF THE INTERIOR	\$21,458,087
GENERAL SERVICES ADMINISTRATION	\$8,760,377
DEPARTMENT OF AGRICULTURE	\$7,305,197
DEPARTMENT OF TRANSPORTATION	\$2,039,865
DEPARTMENT OF JUSTICE	\$1,926,554
DEPARTMENT OF VETERANS AFFAIRS	\$1,433,376
DEPARTMENT OF HOMELAND SECURITY	\$1,393,192
DEPARTMENT OF STATE	\$1,217,309
NATIONAL SCIENCE FOUNDATION	\$319,132

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FUNDING BY SPENDING CATEGORY

The products and services provided through federal contracts by Caterpillar consisted almost entirely of heavy equipment and its corresponding maintenance. Spanning anything from bulldozers, backhoes, and tractors to diesel engines and construction equipment, the products provided mostly served construction purposes.

### Caterpillar Incorporated's Federal Funding by Spending Category (FY2014-FY2017)

SPENDING CATEGORY	TOTAL FEDERAL FUNDING
EARTH MOVING AND EXCAVATING EQUIPMENT	\$317,577,365
MISCELLANEOUS CONSTRUCTION EQUIPMENT	\$155,841,939
TRACTOR, FULL TRACKED, LOW SPEED	\$27,433,442
DIESEL ENGINES AND COMPONENTS	\$25,055,268
MATERIAL HANDLING EQUIPMENT, NONSELF-PROPELLED	\$21,861,540
MAINT/REPAIR/REBUILD OF EQUIPMENT - CONSTRUCTION AND BUILDING MATERIALS	\$14,004,889
SIGNS, ADVERTISING DISPLAYS, AND IDENTIFICATION PLATES	\$8,423,301
STORAGE TANKS	\$7,066,270
ENGINE FUEL SYSTEM COMPONENTS, NONAIRCRAFT	\$6,748,468
VEHICULAR POWER TRANSMISSION COMPONENTS	\$6,597,215

SOURCE: 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.

## FEDERAL GRANTS

There were 19 grants to Caterpillar with only three having a disclosed agency (Department of Energy). Those three disclosed grants were for renewable energy and conservation research and development.





## LOBBYING SPENDING

During 2014-2017, Caterpillar Incorporated [lobbied on 189 Congressional bills](#) with lobbying spending totaling to \$19.1 million. Tax issues accounted for the largest number of lobbying reports by Caterpillar, and totaled to 62 reports. Trade issues accounted for 37 reports, and transportation issues accounted for 28 reports. The majority of tax bills lobbied on by Caterpillar appropriated funds for road construction, and between 2010 and 2015, [Caterpillar had the most popular and most frequently purchased heavy machinery](#) for road construction and repair. The corporation also lobbied on multiple bills pertaining to the [Trans-Pacific Partnership](#) and other trade agreements which would affect Caterpillar's market share against [several Japanese competitors](#) including Komatsu, Kubota, and Hitachi. Between 2014 and 2017, Caterpillar hired 18 lobbyists per year, on average.

### Caterpillar Incorporated's Lobbying Funds by Year

YEAR	AMOUNT	NO. OF BILLS
2014	\$6,050,000	68
2015	\$5,780,000	59
2016	\$3,970,000	38
2017	\$3,260,000	24

**SOURCE:** 2014 - 2017 UNITED STATES FORTUNE 100 DATA COMPILED BY OPENTHEBOOKS.COM VIA FREEDOM OF INFORMATION ACT.  
**BILL SOURCE:** [WWW.OPENSECRETS.ORG](http://WWW.OPENSECRETS.ORG)

## KEYSTONE XL PIPELINE APPROVAL ACT

The Keystone Pipeline, approved by the Trump administration in early 2018, requires the necessary equipment and materials, as construction is set to begin in 2019. Caterpillar lobbied for the passage of the bill as per the [CEO's supportive message](#) backing the project, who said that it would create American jobs. It also generated revenue for Caterpillar [as they have already sold at least 91 machines](#) including massive pipe-laying machines, bulldozers, and excavators.

## HIGHWAY AND TRANSPORTATION FUNDING ACT

The Highway and Transportation Funding Act of [2014](#) and [2015](#) were both funding packages to maintain the roadways of America. The funding went into various projects pertaining to road resurfacing, roadway expansions, research and development, and various public transportation systems. This program was not extended into 2016 or 2017.

## AMERICAN MANUFACTURING COMPETITIVENESS ACT

This act was presented in an effort to boost American manufacturers' positions within the U.S. marketplace. By implementing duty and tariff suspensions for American companies that requested them, American companies, like Caterpillar, would have a competitive edge against foreign competition.

# APPENDIX

## Fortune 100 Companies Receiving Federal Funding (FY2014-FY2017)

COMPANY	TOTAL FEDERAL FUNDING	CONTRACTS	GRANTS	LOBBYING
3M	\$299,518,845	\$186,002,039	\$113,516,806	\$15,861,018
AETNA INC.	\$350,159	\$250,159	\$100,000	\$11,820,000
AIG	\$1,497,637	\$42,637	-	\$4,010,000
ALBERTSONS	\$78,356	\$78,356	-	\$170,000
ALPHABET	\$8,820,350	\$2,820,350	\$6,000,000	\$67,390,000
AMAZON	\$3,479,083	\$3,396,083	\$83,000	\$38,729,000
AMERICAN AIRLINES	\$11,826,686	-	\$383,990	\$28,973,000
AMERICAN EXPRESS	\$23,590,652	\$23,590,652	-	\$7,040,000
AMERISOURCEBERGAN	\$6,837,237,457	\$6,833,116,670	\$620,787	\$ 6,700,000
ANDEAVOR	\$461,932,131	\$461,932,131	-	\$6,424,268
ANTHEM	\$33,156,597	-	\$33,156,597	-
APPLE INC.	\$7,946,644	\$7,457,315	\$489,328	\$20,450,000
ARCHER-DANIELS-MIDLAND	\$617,361,473	\$320,408,785	\$175,528,783	\$7,040,000
AT&T	\$2,862,704,812	\$2,862,345,198	\$359,614	\$63,720,000
BANK OF AMERICA	\$170,950,774	\$17,191,739	\$2,523,000	\$10,100,000
BERKSHIRE HATHAWAY	\$684,000	-	-	\$28,152,000
BEST BUY	\$331,380	\$305,139	\$26,241	\$6,320,000
BOEING	\$82,088,056,889	\$81,314,375,942	\$773,680,947	\$72,480,000
CARDINAL HEALTH	\$3,799,943,036	\$3,798,943,036	\$1,000,000	\$7,500,000
CATERPILLAR	\$760,076,605	\$655,151,775	\$104,924,830	\$19,060,000
CENTENE	\$13,142,019,332	\$13,142,019,332	-	\$9,360,000
CHARTER COMMUNICATIONS	\$4,421,689	\$4,421,689	-	\$29,760,000
CHEVRON	\$642,059,257	\$575,536,018	\$43,898,239	\$32,240,000
CHS FARMS	\$251,404,049	\$154,705,183	-	-
CIGNA	\$485,211	\$485,211	-	\$18,710,000
CISCO	\$929,600,691	\$929,510,744	\$89,946	\$8,990,000
CITIGROUP	\$303,985,526	\$74,662,320	-	\$21,433,000
COCA-COLA	\$9,349,974	\$9,349,974	-	\$32,260,000
COMCAST	\$23,948,349	\$21,120,467	\$1,696,881	\$62,340,000
CONOCOPHILLIPS	-	-	-	\$12,613,423
COSTCO WHOLESALE CORPORATION	\$65,124	\$65,124	-	\$210,000
CVS	\$725,303	\$725,303	-	\$42,447,887
DELL	\$3,823,794,755	\$3,823,794,755	-	\$15,070,000
DELTA AIRLINES	\$91,873,834	\$89,384,766	\$807,759	\$11,437,074
DOWDUPONT	\$268,633,092	\$2,268,845	\$266,364,247	\$75,665,398
ENERGY TRANSFER EQUITY	\$261,210	\$33,210	-	\$5,200,000
EXELON CORPORATION	\$61,491,354	\$58,408,997	\$2,177,357	\$20,985,000

\*TOTAL FEDERAL FUNDING ALSO INCLUDES FEDERAL DIRECT PAYMENTS, LOANS, AND INSURANCE PAYMENTS IN ADDITION TO THE CONTRACTS AND GRANTS.

*Continued*

COMPANY	TOTAL FEDERAL FUNDING	CONTRACTS	GRANTS	LOBBYING
EXPRESS SCRIPTS	\$2,493,642,273	\$2,493,607,273	-	\$9,913,000
EXXONMOBIL	\$2,021,694,839	\$2,021,694,839	-	\$47,860,000
FACEBOOK	\$30,029	\$30,029	-	\$39,392,000
FANNIE MAE	\$3,172	-	-	-
FEDEX	\$2,470,322,287	\$2,468,961,714	\$1,360,573	\$48,669,371
FORD MOTOR COMPANY	\$1,669,604,165	\$1,481,086,109	\$188,518,056	\$17,702,472
FREDDIE MAC	-	-	-	-
GENERAL DYNAMICS	\$24,113,132,875	\$24,081,644,468	\$31,488,407	43,190,000
GENERAL ELECTRIC	\$7,131,599,776	\$6,979,256,851	\$149,160,121	\$53,540,000
GENERAL MOTORS	\$1,710,893,115	\$1,257,236,293	\$453,656,822	\$34,770,000
GOLDMAN SACHS	\$421,985,732	\$21,985,732	-	\$13,580,000
HCA HEALTHCARE	\$20,142,666	\$2,355,546	\$1,060,961	-
HOME DEPOT	\$1,644,968	\$1,644,968	-	\$6,287,500
HONEYWELL	\$8,987,800,368	\$8,783,471,119	\$204,329,249	\$20,460,000
HP INC.	\$952,320,558	\$929,712,560	\$22,607,998	\$46,640,000
HUMANA	\$13,708,974,698	\$13,708,874,698	\$100,000	\$7,655,131
IBM	\$6,366,068,350	\$6,098,160,851	\$267,907,499	\$18,930,000
INTEL	\$38,290,201	\$16,790,987	\$21,499,214	\$17,659,653
JOHNSON & JOHNSON	\$35,297,213	\$34,850,889	\$100,723	\$24,950,000
JPMORGAN CHASE	\$641,430,597	\$16,077,105	\$828,492	\$15,780,000
KROGER	\$465,753	\$1,625	-	\$1,440,000
LIBERTY MUTUAL	\$3,537,067	\$3,537,067	-	\$10,900,000
LOCKHEED MARTIN	\$137,869,696,565	\$137,592,551,097	\$277,145,468	\$56,610,000
LOWE'S	\$1,299,609	\$1,299,609	-	\$2,904,573
MARATHON PETROLEUM	\$29,631	\$29,631	-	\$13,210,000
MASSACHUSETTS MUTUAL LIFE INSURANCE	-	-	-	\$14,710,000
MCKESSON	\$30,158,912,106	\$30,158,749,858	\$162,248	\$3,110,000
MERCK & COMPANY, INC	\$6,086,470,874	\$6,084,929,948	\$1,540,926	\$23,180,000
METLIFE	\$5,132,907	\$1,331,906	\$2,196,000	\$21,120,000
MICROSOFT CORPORATION	\$971,916,377	\$971,796,377	\$120,000	\$34,240,000
MORGAN STANLEY	\$22,718	\$22,718	-	\$11,970,000
NATIONWIDE MUTUAL INSURANCE	\$19,000	\$19,000	-	\$14,818,000
NEW YORK LIFE INSURANCE	-	-	-	\$16,310,000
NIKE	\$5,500	\$5,500	-	\$4,995,000
ORACLE	\$265,908,768	\$264,359,113	\$1,549,655	\$36,285,000
PEPSICO	\$2,388,678	\$2,388,678	-	\$14,000,000
PFIZER	\$4,014,873,002	\$4,014,301,014	\$571,988	\$39,260,650
PHILLIPS 66	\$831,556,531	\$831,556,531	-	\$16,150,000
PROCTER & GAMBLE	\$4,738,898	\$749,731	\$3,989,167	\$15,875,010
PRUDENTIAL FINANCIAL, INC.	\$50,729,864	\$50,729,864	-	\$32,900,200
PUBLIX	\$6,550	\$6,550	-	\$1,810,000

\*TOTAL FEDERAL FUNDING ALSO INCLUDES FEDERAL DIRECT PAYMENTS, LOANS, AND INSURANCE PAYMENTS IN ADDITION TO THE CONTRACTS AND GRANTS.



**Continued**

COMPANY	TOTAL FEDERAL FUNDING	CONTRACTS	GRANTS	LOBBYING
RITE AID	\$1,017,293	\$1,017,293	-	\$4,180,000
STATE FARM	\$8,068,261	-	-	\$13,183,532
SYSCO	\$434,257,022	\$429,494,665	\$1,201,918	\$1,310,000
TARGET	\$1,515,612	\$1,515,612	-	\$7,780,000
TECH DATA	\$8,617,808	\$8,617,808	-	-
THE ALLSTATE CORPORATION	\$386,500	-	-	\$11,730,474
THE WALT DISNEY COMPANY	\$1,028,081	\$1,028,081	-	\$14,630,000
TIAA	\$982,606	\$982,606	-	\$6,730,000
TIME WARNER	\$17,962,264	\$17,962,264	-	\$11,982,000
TJX	-	-	-	-
TYSON FOODS	\$461,992,761	\$460,525,282	\$25,000	\$4,664,448
UNITED CONTINENTAL HOLDINGS	\$86,399,619	\$81,140,424	-	\$14,490,000
UNITED TECHNOLOGIES	\$10,698,445,387	\$10,635,640,739	\$62,804,648	\$46,000,000
UNITEDHEALTH GROUP INC.	\$10,392,981,044	\$10,392,918,093	\$62,951	\$12,370,000
UPS	\$562,850,845	\$558,570,904	\$2,485,011	\$30,490,000
USAA	-	-	-	\$17,040,000
VALERO ENERGY	\$2,383,682,349	\$2,374,709,954	\$8,972,395	\$6,155,000
VERIZON COMMUNICATIONS	\$1,142,438,607	\$1,129,922,179	\$12,516,428	\$46,640,000
WALGREENS	\$4,421,497	\$1,328,577	\$3,092,920	\$12,420,000
WALMART	\$25,000	-	-	\$27,370,000
WELLS FARGO	\$989,683,022	\$12,977,016	\$49,808,048	\$20,910,000
WORLD FUEL SERVICES CORPORATION	\$794,521,386	\$794,521,386	-	-

**\*TOTAL FEDERAL FUNDING ALSO INCLUDES FEDERAL DIRECT PAYMENTS, LOANS, AND INSURANCE PAYMENTS IN ADDITION TO THE CONTRACTS AND GRANTS.**

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**Adam Andrzejewski**, Founder and Chief Executive Officer, authored this report. **Matthew Tyrmard**, Deputy Director at Large, disseminated this report to national media. **Craig Mijares**, Chief Operating Officer at American Transparency, assembled and organized datasets. **Frank Bruno**, Director of Government Oversight with **Madalen Strumpf**, Oversight Manager, managed our data investigation and oversight teams. **Jessie Fox**, Communications Director, and **Lauren Renslow**, Social Media Specialist, helped draft and edit the report.

### Research Interns Included:

**Gwen Balmes**, Hillsdale College, Hillsdale, Michigan; **Terry Chau**, University of California Berkeley, Berkeley, California; **Nicholas Merryman**, Huntington University, Huntington, Indiana; **Callahan Stoub**, Hillsdale College, Hillsdale, Michigan.

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