

## **The DC Internship Search: Many Types of Placements**

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In this resource<sup>1</sup> students and faculty will find internship search tips and a review of various types of internship sites in Washington, DC that have established internship programs or tend to hire undergraduate students. Written mainly for students as a practical guide, this list includes programs designed to increase participation of underrepresented populations, nonprofit organizations, lobbying firms and law firms, think tanks, and government organizations. Government options cover state, federal and international organizations.

### **Internship Search Tips**

Although you can Google “internships DC” and find a list of random internship opportunities, there are a couple of reliable search engines that can help target your search. **Chegg Internships** (<https://www.internships.com>) provides a comprehensive internship search engine and publishes relevant articles, such as “Getting a Summer Internship Guide” (<https://www.internships.com/career-advice/basics/how-to-find-internships>). **Daybook.com** is another source for DC internships. Although much of their content is hidden behind paywalls, there are often interesting internships to discover. On its site, search “internships” in “Washington, DC”.

### **DC Internship Programs Serving Minority Students**

A number of advocacy organizations host internship programs designed to increase the participation of underrepresented populations in the policy process. Table 1 provides a list of some of the more well-known programs.

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**Table 1. Internship Programs for Underrepresented Populations**

AAPD (American Association of People with Disabilities) Summer Internship Program
AIPAC - Diamond Summer Internship Program
American Jewish Committee
APIA Vote
Arab-American Business & Professional Association - Internship Placement Program
Asian Americans Advancing Justice (AAJC)
Asian Pacific American Institute for Congressional Studies (APAICS)
CAIR (Council on American-Islamic Relations)
CCAI (Congressional Coalition on Adoption Institute) -Foster Youth Intern Program
CHCI (Congressional Hispanic Caucus Institute)
College to Congress (C2C)
Conference on Asian Pacific American Leadership (CAPAL)
Congressional Black Caucus Foundation
Congressional Hispanic Leadership Institute - Global Leaders Program
HACU (Hispanic Association of Colleges and Universities)
International Leadership Foundation
Islamic Scholarship Fund - Congressional Policy Internship
Japanese American Citizens League (JACL)
Muslim Public Affairs Council (MPAC) - Congressional Leadership Development Program
Organization of Chinese Americans (OCA) - Asian Pacific Advocates
Public Policy and International Affairs Program (PPIA)
Running Start – Congressional Fellowship
SALDEF (Sikh American Legal Defense and Education Fund)
Southeast Asia Resource Action Center (SEARAC)
The Washington Leadership Program
Udall Foundation - Native American Congressional Internship
US-Asia Institute - IMPACT: Filipino-American National Internship Program
US-Asia Institute - Thai American National Internship Program

## **US Government**

### *Federal Agencies*

In 2010, President Obama issued an executive order creating the Pathways Programs, which are three programs designed to improve the recruitment and hiring of students, recent graduates and persons with advanced degrees.<sup>2</sup> The Internship Program provides high school and college students with paid internships in federal agencies. The Recent Graduates Program is for individuals who have completed a degree within the past two years. The Presidential Management Fellows (PMF) Program is for individuals who have completed a graduate or

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<sup>2</sup> Office of Personnel Management. "Policy, Data, Oversight," accessed June 19, 2021, <https://www.opm.gov/policy-data-oversight/hiring-information/students-recent-graduates/#url=Overview>.

professional degree within the past two years. For more information about applying for these programs, see <https://www.usajobs.gov/Help/working-in-government/unique-hiring-paths/students/>. US government internships typically require a security clearance prior to the internship start date and are limited to US citizens. Some internships may be paid, while other internships are unpaid. Within each agency there are formal internship programs, with details reported on USAJOBS.gov. Agencies may also offer additional student volunteer opportunities, which can be arranged through contacts within the agency. For example, a former Archer Fellow was recently hired by the Consumer Financial Protection Board (CFPB) and recommended that his boss reach out to the Archer Center for interns. Thanks to this connection, the CFPB now routinely hires multiple Archer Fellows as interns each semester.

### *White House*

The White House Intern Program (WHIP) hires undergraduate and graduate interns to work in a variety of offices within the Executive Office of the President. The program is often suspended when there is a transition in power. In addition, because of the sensitive nature of the internship, students should not be surprised if their social media accounts are scrutinized as part of the hiring/vetting process. The Executive Office of the President includes offices such as the Office of Science and Technology Policy (OSTP) or Office National Drug Control Policy (ONDCP) that focus on less polarizing topics, which can make it easier for an individual who disagrees with the incumbent president to feel comfortable interning during the incumbent's term. General information is available here: <https://www.whitehouse.gov/get-involved/>.

### *Supreme Court*

The Supreme Court Internship Program is over 40 years old and provides undergraduate and graduate interns an opportunity to learn about the role, functions and history of the Court. These internships are unpaid and limited to US citizens. The internships are in four offices: Office of the Counselor to the Chief Justice, Office of the Curator, Public Information Office, and Office of the Clerk. Details are available here: <https://www.supremecourt.gov/jobs/internship/internshipprogram.aspx>. Note that law students are not eligible to apply for these internships. Presumably this is because the interns do not work with any Justices on cases before the Court.

### *Congress*

There are 535 members of Congress in the US House of Representatives and US Senate. This means there are 535 different internship program coordinators (usually recent college graduates and recent interns!) to contact for jobs. Contact the individual member to inquire about internship options. In addition, the congressional committees also offer internships. The Senate Employment Office publishes a regular list of internship opportunities (see <https://www.senate.gov/employment/po/internships.htm>). Internship information in the House of Representatives can be found here: <https://diversity.house.gov/employment/interns>. Members of the House of Representatives have an annual allowance of \$25,000 from the House Paid Internship Program to cover compensation for interns, and members of the Senate receive \$50,000. These funds can be used to pay interns who work in district offices as well as those who work in DC. However, interns paid with these funds "must be part of a demonstrated education

program and may not be employed by the Member for more than 120 calendar days.”<sup>3</sup> Senators are also able to use some funds from their Official Personnel and Office Expense Account to pay intern salaries.<sup>4</sup> Congress members are not obligated to use those funds to pay their interns however.

### *Library of Congress*

The Library of Congress has multiple opportunities for internships and fellowships for undergraduate and graduate students. Most of these are unpaid internships and do not carry a US citizenship requirement. For details, see <https://www.loc.gov/internships-and-fellowships/>.

### *State Organizations*

Some states have an office of state-federal relations in DC. These are usually connected to the governor’s office and may have internship opportunities. The **National Governors Association (NGA)** hosts a variety of interns (see <https://www.nga.org/about/careers/>). For information about internships with the **Republican Governors Association (RGA)** see <https://www.rga.org/internships/>. To apply for an internship with the **Democratic Governors Association (DGA)**,<sup>5</sup> send a resume and cover letter to [internships@dga.net](mailto:internships@dga.net); in the subject line write: “Internship Application, [Your Name]”.

### *International Organizations*

DC is also home to many international organizations, such as the **European Parliament Liaison Office in Washington, DC** (<https://www.europarl.europa.eu/unitedstates/en/internships>) or the **Organization of American States (OAS)** (<http://www.oas.org/en/saf/dhr/internships/>) that offer internships. At **The World Bank (“Bank”)**, internships are mostly for graduate students (see <https://www.worldbank.org/en/about/careers/programs-and-internships/internship>). However, there are cases where specific programs at the Bank may obtain permission to hire a highly motivated and exceptionally talented undergraduate. This information is often generated within personal or professional networks where an intern program director is able to match their talent pool to the needs of the Bank. The **International Monetary Fund (IMF)** internship programs are paid, and open to graduate students and international students (see <https://www.imf.org/en/About/Recruitment/working-at-the-imf/fund-internship-program>). The **United Nations (UN) Foundation** (<https://unfoundation.org/careers/internship-opportunities/>) and **United Nations Information Center (UNIC) Washington** (<https://unicwash.org/internships/>) both have a variety of unpaid internship opportunities for undergraduates and recent graduates. The **Georgetown University School of Foreign Service Graduate Career Center** publishes a helpful list of international organizations with internships in DC: <https://sfgcc.georgetown.edu/services/online-resources/international-organizations/>.

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<sup>3</sup> U.S. House of Representatives Committee on House Administration, “House Paid Internship Program,” accessed June 19, 2021, <https://cha.house.gov/member-services/house-paid-internship-program>. Brudnick, Ida. 2020. “Members’ Representational Allowance: History and Usage.” Congressional Research Service, updated August 13, accessed June 19, 2021, <https://crsreports.congress.gov/product/pdf/R/R40962>.

<sup>4</sup> Brudnick, Ida. 2020. “Senators’ Official Personnel and Office Expense Account (SOPOEA): History and Usage.” Congressional Research Service, updated November 5, accessed June 19, 2021, <https://crsreports.congress.gov/product/pdf/R/R44399>.

<sup>5</sup> Democratic Governors Association. Accessed June 19, 2021, <https://democraticgovernors.org>.

## Non-Profit Organizations

Within the DC metropolitan region, there are more than 14,000 non-profit organizations, including 900 international development and relief organizations. Many of these organizations offer internships during the summer and/or academic year. CauseIQ.Com provides a comprehensive list of non-profit organizations across the United States, including detailed information about each nonprofit organization such as financial reports and organizational structure. To customize reports and/or research more than five organizations, you will have to set up a free account with CauseIQ. Table 2 lists the top ten most popular nonprofit organizations operating in the DC area.

**Table 2. CauseIQ.Com’s Top 10 Most Popular Washington DC Area Nonprofit Organizations<sup>6</sup>**

The Seed Foundation
Recreation Vehicle Industry Association
National Association of Manufacturers
CTIA – The Wireless Association
Freedom Forum
International Foodservice Distributors Association (IFDA)
National Electrical Manufacturers Association (NEMA)
International Masonry Training and Education Foundation IIMTEF)
American Physical Therapy Association (APTA)
Helicopter Association International (HAI)

## Media/communications

While New York may be the capital for television news, it is Washington, DC where daily headline news is often generated and reported. Most major domestic and international news organizations have news bureaus in DC. Check each network’s website for internship information. Table 3 provides a partial list of the public, private and non-profit news media and communications organizations that offer DC internships.<sup>7</sup>

Another useful resource is the *Washington Business Journal*, which publishes lists of the largest media and communications organizations in the Greater Washington, DC area (see <https://www.bizjournals.com/washington/datacenter/lists/media-and-communications>). For example, students interested in marketing/public relations careers might find it useful to see that

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<sup>6</sup> “Directory of nonprofits in DC,” CauseIQ.com, accessed June 18, 2021, <https://www.causeiq.com/directory/washington-arlington-alexandria-dc-va-md-wv-metro/>

<sup>7</sup> In 2011, the Federal Communications Commission issued a report, *The Information Needs of Communities: The Changing Media Landscape in a Broadband Age* (<https://www.fcc.gov/sites/default/files/the-information-needs-of-communities-report-july-2011.pdf>) highlighting the impact of technology on coverage of local and community news. In 2013, the Council on Foundations published a follow-up report, *The IRS and Nonprofit Media: Toward Creating a More Informed Public*, which recommended that the IRS modernize its approach to granting tax-exempt status to “organizations seeking to produce local news and disseminate information in the public interest” (p. 2, <https://www.cof.org/sites/default/files/documents/files/Nonprofit-Media-Full-Report-03042013.pdf>). These types of reports can yield important clues to internship opportunities by identifying relevant stakeholders and policy debates where interns could perform useful work.

of the top five advertising agencies in the DC area, only one is actually located in Washington, DC.<sup>8</sup>

**Table 3. Media & Communications Internships**

<p><b>Broadcasters</b> (tv, streaming/digital, radio)</p> <p><b>ABC News</b> – <a href="https://jobs.disneycareers.com">https://jobs.disneycareers.com</a></p> <p><b>CBS News</b> –<a href="https://viacomcbs.careers">https://viacomcbs.careers</a> (Search for “CBS News Internships”)</p> <p><b>CNN</b> – <a href="https://warnermediacareers.com/global/en">https://warnermediacareers.com/global/en</a></p> <p><b>CSPAN</b> - <a href="https://cspan.applicantpool.com/jobs/">https://cspan.applicantpool.com/jobs/</a></p> <p><b>FOX News</b> - <a href="https://foxcareers.com/students">https://foxcareers.com/students</a></p> <p><b>NBC News</b> –<a href="https://www.nbcunicareers.com/internships">https://www.nbcunicareers.com/internships</a> (For news, select the Digital Media &amp; Streaming window)</p> <p><b>NPR</b> – <a href="https://www.npr.org/about-npr/181881227/internships-at-npr/">https://www.npr.org/about-npr/181881227/internships-at-npr/</a></p> <p><b>PBS</b> –<a href="https://www.pbs.org/about/careers/internships/">https://www.pbs.org/about/careers/internships/</a></p>
<p><b>Periodicals</b> (print, digital)</p> <p><b>Axios</b> – News apprentice program (12 months) - <a href="https://boards.greenhouse.io/axios/jobs/3068565">https://boards.greenhouse.io/axios/jobs/3068565</a></p> <p><b>National Geographic</b> - <a href="https://www.nationalgeographic.org/careers/internships/">https://www.nationalgeographic.org/careers/internships/</a></p> <p><b>Politico</b> - <a href="https://www.politico.com/employment">https://www.politico.com/employment</a></p> <p><b>Roll Call</b> - <a href="https://www.vault.com/internship-program/government/roll-call/internship-opportunities">https://www.vault.com/internship-program/government/roll-call/internship-opportunities</a></p> <p><b>The Hill</b> - <a href="https://thehill.com/contact/internships">https://thehill.com/contact/internships</a></p> <p><b>The New York Times</b> - <a href="https://www.nytc.com/careers/entry-level/">https://www.nytc.com/careers/entry-level/</a></p> <p><b>USA Today</b> - <a href="https://usatodaynetworkcareers.com/internships/">https://usatodaynetworkcareers.com/internships/</a></p> <p><b>Wall Street Journal</b> - <a href="https://wsj.jobs">https://wsj.jobs</a></p> <p><b>Washington Post</b> – summer internship (<a href="https://intern.washpost.com">https://intern.washpost.com</a>)</p>

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<sup>8</sup> Proctor, Carolyn M. 2020. “Largest Advertising Agencies in Greater DC: Ranked by 2019 revenue,” *Washington Business Journal*. July 31, revised August 6, accessed May 7, 2021, <https://www.bizjournals.com/washington/subscriber-only/2020/07/31/largest-advertising-agencies-in-greater.html>.

### **Media Companies**

**Atlantic Media** - <https://www.atlanticmedia.com/careers/>  
**Bloomberg** - <https://www.bloomberg.com/company/careers/early-career/>  
**Discovery Communications** - <https://corporate.discovery.com/careers/internships/>  
**Disney** - <https://jobs.disneycareers.com>  
**FiscalNote** - <https://careers.fiscalnote.com/about/>  
**Gallup Organization** - <https://www.gallup.com/careers/>  
**NBC Universal** - <https://www.nbcunicareers.com/internships>  
**Sinclair Broadcast Group** - <https://sbgi.net/careers/>  
**The Economist Group** - <https://economistgroupcareers.com/internships/>  
**Viacom** - <https://viacomcbs.careers>  
**Warner Media** - <https://warnermediacareers.com/global/en>

### **Trade Associations**

**CTIA (The Wireless Association)** - <https://careers.ctia.org>  
**Motion Picture Association (MPA)** - <https://www.motionpictures.org/who-we-are/#careers>  
**MDDC Press Association (Maryland, DC Press)** - <https://mddcpress.com/mddc-reese-cleghorn-summer-internship-program/>  
**National Association of Broadcasters (NAB)** - <https://www.nab.org/careers/default.asp>  
**National Association of Black Journalists (NABJ)** - <https://www.nabj.org/page/internships>  
**National Press Club** - <https://www.press.org/students>  
**NCTA (The Internet & Television Association)** - <https://www.ncta.com/careers>  
**News Media Alliance** - <https://www.newsmediaalliance.org/about-us/contact-us/>  
**RTDNA (Radio Television Digital News Association)** - [https://www.rtdna.org/content/about\\_rtdna](https://www.rtdna.org/content/about_rtdna)

### **Foundations & Non-Profits**

**American Press Institute (API)** - <https://www.americanpressinstitute.org/publications/api-updates/apply-for-our-summer-internship-in-news-analytics/>  
**Council on Foundations** - <https://www.cof.org/about/work-council>  
**Philanthropy Roundtable** - <https://www.philanthropyroundtable.org/home/about/Employment>  
**Pulitzer Center** - <https://pulitzercenter.org/about/employment-opportunities>  
**Scripps Howard Foundation** - <http://www.shfwire.com/semester-washington-internships-undergraduate-students/>

## **Lobbying Shops (Law firms, lobbying groups)**

Lobbying shops come in all sizes. Some are part of a larger law firm or consulting group, while others are smaller firms or one-person operations that focus on specific policy issues or clientele.<sup>9</sup> These groups or practices are closely associated with these terms: government relations, government affairs, regulation, federal relations, public affairs, public policy. These lobbyists assist clients in navigating the legislative process in Congress, regulatory and oversight process at federal agencies, and the political and policy process in the executive branch (White House) and with Congress. The lobbyists may be licensed attorneys or non-lawyers with specific expertise in government service or policymaking. Often these are former members of Congress or their staffers, former members of the executive branch or other former government employees. Lobbyists who are not lawyers but who are employed by a law firm will often be listed with the designation “of counsel” to distinguish them from their colleagues who are licensed attorneys.

### ***Law firms***

Law firms that also lobby may offer policy internships that are open to undergraduate or graduate students. These internships are different from the summer legal associate programs which are only available to law students. For example, **Holland & Knight’s Public Policy & Regulation Group** hosts an internship program for undergraduates (see <https://www.hklaw.com/en/general-pages/public-policy-and-regulations-internship>); but this opportunity is not listed on the firm’s “Careers” page (<https://www.hklaw.com/en/careers>). Therefore, be sure to inquire with a law firm’s lobbying or government advocacy department about internship opportunities that may not be listed as part of the firm’s student programs. This is also where alumni connections can be extremely beneficial in creating internship opportunities and long-lasting relationships between a university and a firm.

The Center for Responsive Politics uses the mandatory quarterly reports filed by registered lobbyists with the House of Representatives and the Senate to compile useful reports of the law firms and lobbyists doing business in DC (see OpenSecrets.org). Between 2016-2020, over \$73 million was spent on lobbying by lawyers and law firms according to the Center for Responsive Politics.<sup>10</sup> The top 19 law firms in turn spent over \$44 million in campaign contributions to candidates and parties.<sup>11</sup> This list can help you identify firms that are engaged in politics and policymaking, which makes it easier to identify relevant alumni connections to your institution. These individuals are good candidates to donate to student scholarships, to host or help find internship placements, and to mentor your students. These firms also have meeting space that

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<sup>9</sup> Center for Responsive Politics, “Top Lobbying Firms,” accessed June 19, 2021, <https://www.opensecrets.org/federal-lobbying/top-lobbying-firms>.

<sup>10</sup> The total calculated from the following data: 2016 (\$14.98 million, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2016&id=K01>), 2017 (\$16.42 million, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2017&id=K01>), 2018 (\$15.51 million, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2018&id=K01>), 2019 (\$12.91 million, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2019&id=K01>), 2020 (\$13.36 million, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2020&id=K01>).

<sup>11</sup> Source: “Lawyers & Lobbyists: Top Contributors to Federal Candidates, Parties, and Outside Groups,” <https://www.opensecrets.org/industries/contrib.php?cycle=2020&ind=K> (Accessed 5/11/2021). The list reports the top 20 contributors, but I have omitted the American Association for Justice (#5) since it is not a law firm.



they may be willing to let you use for classes, meetings or social events. For example, the 11-story DC headquarters for the Arnold & Porter Kay Scholer law firm includes some impressive rooftop views of downtown DC, a perfect setting for an alumni reception or meeting with guest speakers.<sup>12</sup>

**Table 4. Top DC Law Firms & Total Contributions in 2020**

List of Top 19 DC Law Firms <sup>13</sup>	Total Contributions (2020)
1. Kirkland & Ellis	\$4,555,042
2. Paul, Weiss et al	\$4,019,876
3. Akin, Gump et al	\$3,221,795
4. Latham & Watkins	\$2,875,184
5. Covington & Burling	\$2,640,663
6. Sullivan & Cromwell	\$2,633,104
7. Morgan & Morgan	\$2,518,604
8. WilmerHale LLP	\$2,339,933
9. Sidley Austin LLP	\$2,147,205
10. DLA Piper	\$1,914,284
11. Brownstein, Hyatt et al	\$1,914,137
12. Boyden Gray & Assoc	\$1,807,020
13. Greenberg Traurig LLP	\$1,752,449
14. Morgan Lewis LLP	\$1,685,068
15. Gibson, Dunn & Crutcher	\$1,663,654
16. Arnold & Porter Kay Scholer	\$1,658,258
17. Skadden, Arps et al	\$1,642,797
18. K&L Gates	\$1,588,441
19. Holland & Knight	\$1,574,504

### ***Lobbying Firms***

In Washington, there are many lobbying firms that focus on specific policy issues or industries. Often, these firms are established by former members of Congress, congressional staff, or White House officials. The Center for Responsive Politics includes the following firms in their list of top lobbying firms measured by total income (2020, 2021). Some institutions of higher education hire lobbying firms to represent their interests with federal policymakers, which may generate ready-made internship opportunities. Table 5 provides a list of the top 20 lobbying firms in DC in 2021.

<sup>12</sup> HYL Architecture, which designed the office building, provides a description and photos on their website, “Office Snapshots,” accessed June 19, 2021, <https://officesnapshots.com/2020/08/05/arnold-porter-offices-washington-dc/>.

<sup>13</sup> Center for Responsive Politics, “Lawyers & Lobbyists: Top Contributors to Federal Candidates, Parties, and Outside Groups,” accessed May 11, 2021, <https://www.opensecrets.org/industries/contrib.php?cycle=2020&ind=K>.

**Table 5. Top 20 Lobbying Firms for 2021<sup>14</sup>**

Akin, Gump et al
Brownstein, Hyatt et al
BGR Group
Cornerstone Government Affairs
Holland & Knight
Invariant LLC
Covington & Burling
Squire Patton Boggs
Peck Madigan Jones
Forbes Tate Partners
Mehlman, Castagnetti et al
Capitol Counsel
Crossroads Strategies
K&L Gates
Ballard Partners
Cassidy & Assoc
Thorn Run Partners
Sonoran Policy Group
Van Scoyoc Assoc
Subject Matter

### **Corporate interests – private sector**

Corporate interests, business and industry may be represented by in-house lobbyists and/or by contract lobbyists employed by a law firm or lobbying firm. These companies may have established internship programs or may be open to creating an internship opportunity with the prospect of developing a long-standing internship arrangement with a particular school or program. Reach out to the government relations division or office within the company to inquire about DC internships that focus on policy. Don't be shy about using personal ties (such as alumni connections) to initiate conversations about internship opportunities in these organizations!

### ***Using the Center for Responsive Politics Data to Find an Internship***

The Center for Responsive Politics classifies organizations that contribute to federal campaigns according to industry and interest group, making this a great place to start the hunt for a corporate internship in sectors such as health care, finance, communication/electronics, energy & natural resources, defense, agribusiness, construction, transportation/aviation (see <https://www.opensecrets.org/federal-lobbying/ranked-sectors>). Use this list to guide your search for specific companies and to identify individuals affiliated with that company who might be willing to hire interns.

Table 6 illustrates the way the information is arranged. To find a list of companies doing business in the health sector, select one of the industries listed. In this table, you can see there are five industries listed. In the Pharmaceuticals/Health Products industry there are 371 companies

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<sup>14</sup> Center for Responsive Politics, "Top Lobbying Firms," accessed June 19, 2021, <https://www.opensecrets.org/federal-lobbying/top-lobbying-firms>.

or organizations listed. Since this list provides information about the companies that made campaign contributions in 2021, it is reasonable to assume they may have internship opportunities in DC. These internships could be focused on policy or politics, for example by working with lobbyists on legislative strategy or with the managers of a company’s political action committee (PAC) to track and evaluate the PAC contributions.

**Table 6. Identifying Companies and Individual Lobbyists Who May Hire Interns**

Ranked Sectors <sup>15</sup>	Industries <sup>16</sup>	Clients <sup>17</sup>	Lobbyists <sup>18</sup>
<i>Health</i>	<i>Pharmaceuticals/Health Products</i>	<i>Pharmaceutical Research &amp; Manufacturers of America</i> Pfizer Inc. Roche Holdings Merck & Co AbbVie Inc. Biotechnology Innovation Organization Amgen Inc. Gilead Sciences Johnson & Johnson Pharmaceutical Care Management Association Novartis AG Horizon Therapeutics Eli Lilly & Co. GlaxoSmithKline Teva Pharmaceutical Industries Bayer AG Biogen Sanofi CH Boehringer Sohn Medtronic Inc. Association for Accessible Medicines AstraZeneca PLC Abbott Laboratories Alkermes PLC Siemens AG (+346 other organizations)	<i>165 individual lobbyists have listed Pharmaceutical Research &amp; Manufacturers of America as a client.</i>
	Health Services/HMOs	255 organizations	
	Hospitals/Nursing Homes	329 organizations	
	Health Professionals	201 organizations	
	Misc Health	93 organizations	

<sup>15</sup> Center for Responsive Politics, “Ranked Sectors,” accessed May 11, 2021, <https://www.opensecrets.org/federal-lobbying/ranked-sectors>.

<sup>16</sup> Center for Responsive Politics, “Sector Profile: Health,” accessed May 11, 2021, <https://www.opensecrets.org/federal-lobbying/sectors/summary?cycle=2021&id=H>.

<sup>17</sup> Center for Responsive Politics, “Industry Profile: Pharmaceuticals/Health Products,” accessed May 11, 2021, <https://www.opensecrets.org/federal-lobbying/industries/summary?cycle=2021&id=H04>.

<sup>18</sup> Center for Responsive Politics, “Client Profile: Pharmaceutical Research & Manufacturers of America,” accessed May 11, 2021, <https://www.opensecrets.org/federal-lobbying/clients/lobbyists?cycle=2021&id=D000000504>.

### Think Tanks (Based in DC or with DC offices)

Information is currency in DC. For this reason, think tanks provide valuable research and analysis to help policymakers make informed decisions. These organizations also depend on interns to assist with research. See the *Global To Go Think Tank Index* for updated rankings on more than 6,000 think tanks ([https://repository.upenn.edu/think\\_tanks/](https://repository.upenn.edu/think_tanks/)), then go to the organization's website to obtain specific internship information. Most of these organizations host formal internship programs, although many are unpaid internships. Nevertheless, there are perks such as meeting notable scholars or decision-makers, contributing to published research, and building a professional network that can lead to graduate school opportunities or jobs. The **American Enterprise Institute (AEI)** offers its interns "Complimentary breakfast and lunch prepared by AEI's own in-house gourmet chef, served in our dining room."<sup>19</sup>

**Table 7. Sample List of Washington, DC-based Think Tanks**

AEI (American Enterprise Institute)
Aspen Institute
Atlantic Council
Bipartisan Policy Center
Brookings Institution
CAP (Center for American Progress)
Carnegie Endowment for International Peace
CATO Institute
Center on Budget and Policy Priorities (CBPP)
Center for Immigration Studies
Center for New American Security
Competitive Enterprise Institute
Council on Foreign Relations
CSIS (Center for Strategic and International Studies)
Economic Policy Institute
Freedom House
Heritage Foundation
Human Rights Watch
Inter-American Dialogue
Lexington Institute
Mercatus Center at George Mason University
New America Foundation
Stimson Center
Third Way
Urban Institute
Woodrow Wilson International Center for Scholars
Worldwatch Institute

<sup>19</sup> See <https://www.aei.org/internships/program-elements/> (Accessed 5/12/21).