

## Federal Regional Leadership List®

who's who in the federal government's departments, agencies, military installations and service academies outside Washington, DC

The Federal Regional Leadership List® provides direct access by mail, telephone, and fax to over 38,000 leaders in the regional offices and installations of the federal government.

The Federal Regional Leadership List® is updated semiannually with information from each newly published edition of the *Federal Regional Yellow Book*. Leadership Directories' editorial staff verifies all information in all listings in the *Federal Regional Yellow Book* directly with each organization listed, prior to publication of each semiannual edition.

The Federal Regional Leadership List® offers a wide range of selections to help you target your mailing or marketing campaign. Consultation with our account executives will help you to select only the names you need.

### The Leadership Lists® Guarantee

We guarantee that the information in our lists is current and accurate, and that the addresses are deliverable up to the date that the list is updated. We will reimburse mailers for postage on returns upon receipt of cancelled mail.

## Federal Regional Yellow Book

Selects	Count
Total (deduped)	36,481
Total with phone (deduped)	36,481
Total with phone and fax (deduped)	31,715
<b>Job Function</b>	
Administration	4950
Administrative Support	1248
Archives, Records	85
Chief of Staff	134
Communications, Public Relations	1269
External Affairs	32
Media Relations	20
Public Affairs	1117
Community Affairs	41
Community Service, National Service, Volunteerism	116
Computers, Information Systems	1466
Network Security	16
Webmaster	276
Consumer Affairs	19
Contract Management	68
Customer Service	34
Diplomat	15
Economic, Community, Rural Development	68
Economist	11

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## Updated Quarterly January, April, July and October

**Total Count of Names** 36,481

### Mailing List . . . . . \$0.19/name

Includes name, title, and complete mailing address. File may be used only once.

**Minimum Order** 4,000 names (\$760)

### Contact List . . . . . \$0.36/name

Includes name, title, complete mailing address, telephone number, and fax number. File may be used for one year.

**Minimum Order** 2,000 names (\$720)

### E-mail List . . . . . \$0.42/name

We'll send your e-mails for you and provide reports on click-through and open rates. Opt-in and CAN-SPAM compliant.

**Minimum Order** 2,000 names (\$840)

Names from all Leadership Lists® can be combined to reach the minimum order.

M=Per thousand names, F=Flat charge, N/C=No charge

### Selection Categories

Job Function	N/C
Job Title	N/C
Job Subject/Area of Expertise	N/C
Organization Type	N/C
Organization Subject	N/C
Book Section	N/C
Gender	N/C
State, SCF, or Zip	N/C

### Services

Key coding . . . . . N/C

### Labels

4-up Cheshire labels . . . . . N/C

### Electronic File Format and Delivery

Electronic file formats available include comma separated text (.txt) or Microsoft Excel (.xls.). Please specify preference.

Diskette, CD-ROM, or cartridge . . . . . \$25/F  
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**Please allow 3-4 business days for your order to be processed.**

### Shipping

Shipping charges apply to purchase of labels, magnetic tape, diskette, CD-ROM, and cartridge. Please specify preference.

FedEx Standard . . . . . \$50/F  
FedEx 2-day . . . . . \$55/F  
FedEx Priority Overnight . . . . . \$65/F

### Requirements

Sample mailing piece or telemarketing script, prepayment for first-time orders, and signed order confirmation and list rental agreement.

### Discounts

50% discount off base price on additional sets of labels. 20% commission to recognized brokers.

Job Function - continued

Education . . . . .	111
Academic Affairs . . . . .	78
Emergency Services, Public Safety . . . . .	911
Law Enforcement . . . . .	862
Engineering . . . . .	577
Federal Administrators . . . . .	219
Federal Grants . . . . .	29
Federal Program Manager . . . . .	553
Finance . . . . .	875
Accounting . . . . .	84
Auditing . . . . .	273
Budget . . . . .	225
Government Affairs . . . . .	103
Legislative Affairs . . . . .	13
Homeland Security, Emergency Preparedness . . . . .	347
Human Resources . . . . .	899
Professional Development, Training . . . . .	323
Recruitment . . . . .	18
Inspections, Investigations . . . . .	1239
Insurance . . . . .	16
International . . . . .	140
Labor Relations . . . . .	34
Legal Affairs . . . . .	5280
Attorney . . . . .	694
Judge . . . . .	21
Librarian, Information Services . . . . .	415
Library Administration . . . . .	19
Logistics, Supply Chain Management . . . . .	19
Management Analysis . . . . .	37
Marketing, Sales . . . . .	122
Medical Affairs . . . . .	117
Meetings, Events, Conferences . . . . .	35
Military, Defense . . . . .	2664
Museums . . . . .	16
Curator, Curatorial Affairs . . . . .	11
Occupational Health, Safety . . . . .	32
Operations . . . . .	606
Policy, Planning . . . . .	184
Federal Policy-Maker . . . . .	15
Political Appointee . . . . .	1046
Career Senior Executive Service (SES)	
Appointee . . . . .	639
Non-Career Senior Executive Service (SES)	
Appointee . . . . .	42
Presidential Appointee Requiring Senate	
Confirmation . . . . .	241
Schedule C Appointee . . . . .	112
Public Policy . . . . .	15
Purchasing, Procurement . . . . .	587
Quality Control . . . . .	76
Real Estate . . . . .	384
Facilities, Building Management . . . . .	356
Regulation, Oversight, Enforcement . . . . .	899
Research and Development . . . . .	604
Researcher . . . . .	152
Security . . . . .	336
Statistics . . . . .	143
Technology . . . . .	157
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. . . . .	
<b>Leadership Status</b> . . . . .	<b>Count</b>
Head of Main Organization . . . . .	24
Senior Management . . . . .	400
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<b>Job Subject/Area of Expertise</b>	<b>Count</b>
Administration . . . . .	21
Aerospace . . . . .	730
Space . . . . .	74
Aging, Senior Citizens . . . . .	12
Agriculture . . . . .	593
Agricultural Marketing, Inspection . . . . .	25
Alcohol, Tobacco and Firearms . . . . .	256
Animals . . . . .	46
Veterinary Medicine . . . . .	24
Arts, Culture, Entertainment . . . . .	60
Aviation . . . . .	249
Banking . . . . .	345
Business . . . . .	261
Management . . . . .	11
Small Business . . . . .	194
Census . . . . .	83
Civil Rights . . . . .	300
Commerce, Business Affairs, Economics . . . . .	349
Community Development . . . . .	173
Computers, Technology . . . . .	179
Information Management . . . . .	21
Technology . . . . .	71
Construction . . . . .	56
Engineering . . . . .	30
Consumer Affairs . . . . .	20
Corrections . . . . .	717
Defense . . . . .	1522
Intelligence . . . . .	44
National Security . . . . .	35
Disabilities . . . . .	28
Drug Enforcement . . . . .	254
Economic Development . . . . .	62
Education . . . . .	362
Education, Training Services . . . . .	24
Employment, Labor . . . . .	1123
Labor . . . . .	480
Retirement . . . . .	65
Workers' Compensation . . . . .	41
Workplace, Career Issues . . . . .	421
Occupational Safety and Health (OSHA) . . . . .	410
Energy . . . . .	633
Nuclear Power, Energy . . . . .	187
Oil and Gas . . . . .	21
Environment . . . . .	2449
Clean Air . . . . .	14
Conservation . . . . .	228
Land Management . . . . .	117
Natural Resources . . . . .	664
Mineral Resources . . . . .	13
Pollution . . . . .	24
Air Pollution . . . . .	11
Waste Management . . . . .	22
Water . . . . .	48
Wildlife and Parks . . . . .	513
Fish and Game . . . . .	237
Parks . . . . .	29
Wildlife . . . . .	49
Equal Employment, Affirmative Action, Diversity . . . . .	176
Facilities Management . . . . .	20
Family . . . . .	25
Children, Teenagers . . . . .	24

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Job Subject/Area of Expertise - continued

Finance	453
Exchanges and Markets	17
Securities	13
Taxes	187
Food	52
Food and Drugs	262
Forestry	456
Freedom of Information, Privacy Act	172
Hazardous Materials	59
Health	1345
Alcohol, Drug Abuse	34
Health Care	31
Nutrition	23
Public Health	11
Homeland Security	444
Housing	509
Human Resources	26
Immigration	294
Information Systems	24
Insurance	50
International Affairs, Foreign Affairs	30
Law	204
Law Enforcement	1470
Marketing	11
Medicaid	62
Medicare	75
Metals, Mining	44
Minority Affairs	375
Native American Affairs	353
Policy, Planning	10
Postal Service	54
Printing	11
Privacy	149
Public Administration	14
Publishing	11
Purchasing, Procurement	22
Recreation	32
Regulatory Affairs, Compliance	12
Rural Development	152
Science	846
Agricultural Sciences	22
Biological Sciences	243
Botany, Plant Sciences	52
Geology	25
Marine Science	17
Physical Sciences	166
Social Security	66
Social Services, Human Services	223
Telecommunications	93
Trade	291
Imports, Exports	29
International Trade	253
Transportation	962
Airports	126
Highways, Roads	149
Maritime	30
Motor Vehicles	144
Railroads	116
Veterans' Affairs	598
Water Resources, Oceanography	362
Women's Issues	38

Job Title	Count
Chairman	18
Chief Administrative Officer	11
Chief Executive Officer	64
Chief Financial Officer	71
Chief Information Officer	99
Chief Medical Officer	28
Chief Operating Officer	33
Controller	128
General Counsel	156
Inspector General	132
Judge Advocate General	134

Organization Type	Count
Financial Institutions	87
Government Financial Institutions	87
Government Institutions	38054
Federal Government	38054
Federal Executive Branch	38054
Federal Cabinet Departments	32020
Federal Independent Agencies	6034
Federal Programs	3534
Military Bases, Installations	1414
Air Force Bases, Installations	676
Army Bases, Installations	496
Navy Bases, Installations	222
Military Commands	2252
Laboratories	1224
Nonprofit Sector	396
Colleges and Universities	308
Libraries	73

Organization Subject	Count
Administration	2164
Aerospace	1236
Aging, Senior Citizens	28
Agriculture	3347
Agricultural Marketing, Inspection	636
Farms, Farming	3341
Alcohol, Tobacco and Firearms	376
Animals	387
Livestock	60
Poultry	39
Veterinary Medicine	62
Archives, Records	145
Arts, Culture, Entertainment	117
Aviation	781
Banking	482
Business	735
Management	51
Small Business	593
Census	123
Civil Rights	265
Commerce, Business Affairs, Economics	1297
Communications, Public Relations	152
Public Affairs	90
Community Affairs	49
Computers, Technology	1147
Information Management	196
Technology	887

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Organization Subject - continued

Conciliation, Conflict Resolution, Mediation . . . . .	16	Agricultural Products . . . . .	66
Construction . . . . .	772	Grains, Breads, Cereals . . . . .	62
Engineering . . . . .	762	Food and Drugs . . . . .	214
Consular Affairs . . . . .	52	Forestry . . . . .	3699
Consumer Affairs . . . . .	160	Government Affairs . . . . .	33
Consumer Services . . . . .	101	Legislative Affairs . . . . .	10
Corrections . . . . .	1496	Hazardous Materials . . . . .	127
Prisons . . . . .	1492	Health . . . . .	3565
Currency, Coinage . . . . .	47	Alcohol, Drug Abuse . . . . .	11
Customs . . . . .	129	Nutrition . . . . .	113
Defense . . . . .	7059	Public Health . . . . .	36
Armed Services, Military . . . . .	6610	Historic Preservation . . . . .	333
Intelligence . . . . .	100	Homeland Security . . . . .	1371
National Security . . . . .	4891	Emergency Services . . . . .	1308
Weapons . . . . .	225	Housing . . . . .	863
Drug Enforcement . . . . .	318	Human Resources . . . . .	710
Economic Development . . . . .	1072	Human Rights . . . . .	207
Economics . . . . .	951	Immigration . . . . .	448
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Education, Training Services . . . . .	550	Insurance . . . . .	109
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Emergency Preparedness . . . . .	179	International Affairs, Foreign Affairs . . . . .	504
Employment, Labor . . . . .	2165	International Development . . . . .	34
Benefits . . . . .	74	Country Development . . . . .	34
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Retirement . . . . .	50	Investigative . . . . .	70
Workers' Compensation . . . . .	443	Law . . . . .	9782
Workplace, Career Issues . . . . .	409	Administrative Law . . . . .	35
Occupational Safety and Health (OSHA) . . . . .	409	Appellate Law . . . . .	27
Energy . . . . .	2245	Liability . . . . .	27
Fossil Fuels . . . . .	84	Product Safety, Liability . . . . .	27
Nuclear Power, Energy . . . . .	703	Law Enforcement . . . . .	10191
Oil and Gas . . . . .	142	Crime . . . . .	66
Oil and Gas Pipelines and Storage . . . . .	114	Library . . . . .	30
Environment . . . . .	6193	Marketing . . . . .	238
Clean Air . . . . .	21	Medicaid . . . . .	137
Conservation . . . . .	3297	Medicare . . . . .	137
Land Management . . . . .	646	Medicine . . . . .	78
Natural Resources . . . . .	3298	Metals, Mining . . . . .	642
Mineral Resources . . . . .	640	Minority Affairs . . . . .	828
Oceans . . . . .	518	Native American Affairs . . . . .	776
Waste Management . . . . .	33	Natural Disasters . . . . .	534
Water . . . . .	1040	Pharmaceuticals . . . . .	264
Wildlife and Parks . . . . .	3899	Policy, Planning . . . . .	530
Fish and Game . . . . .	3735	Postal Service . . . . .	221
National Parks . . . . .	636	Printing . . . . .	12
Parks . . . . .	1054	Public Administration . . . . .	154
Wildlife . . . . .	1204	Public Safety . . . . .	145
Equal Employment, Affirmative Action, Diversity . . . . .	200	Purchasing, Procurement . . . . .	1195
Facilities Management . . . . .	318	Quality Control . . . . .	13
Family . . . . .	95	Recreation . . . . .	975
Children, Teenagers . . . . .	92	Regulatory Affairs, Compliance . . . . .	2934
Federal Grants . . . . .	39	Inspections . . . . .	1021
Finance . . . . .	1433	Research and Development . . . . .	1586
Accounting . . . . .	57	Rural Development . . . . .	266
Actuarial . . . . .	58	Science . . . . .	3672
Budget . . . . .	70	Biological Sciences . . . . .	693
Exchanges and Markets . . . . .	141	Botany, Plant Sciences . . . . .	15
Securities . . . . .	139	Geology . . . . .	605
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Organization Subject - continued

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Telecommunications . . . . .	105
Trade . . . . .	346
Imports, Exports . . . . .	65
International Trade . . . . .	293
Transportation . . . . .	2916
Airports . . . . .	608
Airlines . . . . .	17
Highways, Roads . . . . .	313
Maritime . . . . .	129
Motor Vehicles . . . . .	341
Motor Vehicle Safety . . . . .	324
Railroads . . . . .	472
Shipping, Logistics . . . . .	216
Veterans' Affairs . . . . .	2148
Water Resources, Oceanography . . . . .	878
Weather . . . . .	539
Welfare . . . . .	167
Women's Issues . . . . .	27
. . . . .	

<b>Book Section</b>	<b>Count</b>
Departments . . . . .	30,707
Independent Agencies . . . . .	5,796
. . . . .	

<b>Gender</b>	<b>Count</b>
Female (deduped) . . . . .	12,164
Male (deduped) . . . . .	23,901