



# 2013 Political Contributions and Lobbying Activity Report





**David M. Cordani**  
President and  
Chief Executive Officer

I am pleased to share our annual political contributions report. I would like to start by giving you some insight into both our mission and strategy and how they shape the information presented in this report.

Cigna is a global health services organization with a long history, strong reputation and a well-recognized brand. We have more than 200 years of experience in insurance and another 30 years in services focused on health, wellness and productivity. Our mission is to improve the health, well-being and sense of security of the over 75 million people we serve around the world. This focus on delivering value to those we serve is at the center of what we do every day. We have invested in and will continue to invest in being the preeminent global health service company to meet the emerging needs of our global customers.

Cigna is deepening its leadership in targeted areas and customer segments; expanding into new markets and product lines while maximizing our capabilities in new geographies; and focusing on individual needs and offering highly personalized solutions. Our financial stability and record of success enable us to reinvest in ways that improve customers' lives through new programs, technology, products and services.

We have consistently supported efforts to increase access and promote continuous health care coverage. We continue to work for changes in health care that encourage individual engagement of consumers in their health, which will help improve health care for all and lower costs. We achieve these goals through our commitment to our key beliefs:

### **Access**

- Individuals should have access and the ability to choose quality care at an affordable cost.
- A public and private partnership of health care stakeholders is needed to achieve optimal results.

### **Affordability**

- A viable healthcare system must address affordability for individuals and economic sustainability for public and non-public payers.

## Choice

- Consumer and employer choice in healthcare should be protected to ensure personalized and unique marketplace needs are met.

## Transparency

- Transparent cost and quality information is a key ingredient in driving better healthcare decisions that will support a more sustainable, value-based health care system.

## Individual Accountability

- In the U.S. today, individuals are highly disconnected from, and insensitive to, the underlying cost of healthcare and the role that individual choice plays as a key driver of those costs.

We believe that our competitive business environment and global operations require active engagement in the public policy arena to help shape policies that impact our customers. As part of Cigna's federal and state lobbying and advocacy efforts, the Company makes political contributions, as allowed by law. Attached separately, you will find the 2013 annual report of the Cigna Political Action Committee. Cigna is committed to transparency about these activities and is providing this report to communicate openly with our shareholders.

David M. Cordani  
President and Chief Executive Officer

## Overview and Governance

Cigna takes its engagement in the legislative, regulatory, and public policy areas very seriously, approaching all of its efforts with care and integrity. There are two major components that comprise Cigna's major political activity: (1) political contributions and (2) lobbying efforts. This report is organized to provide information on each of these activities.

As Cigna engages in political activity, it adheres to strict governance standards designed to ensure alignment with Cigna's mission, vision and strategic goals and direction. With respect to political giving activities, all contributions that are made directly by the Company must be made in accordance with Cigna's Political Contributions Policy that requires, among other things, oversight of decisions at the highest corporate level. Political contributions that are made through Cigna's Political Action Committee (PAC) are reviewed and approved by the Cigna PAC board, comprised of executive-level Cigna leadership, and in accordance with the Cigna PAC Contribution Guidelines.

With respect to the Company's lobbying activities, the Vice President of Public Policy and Federal Government Affairs and the Vice President of State Government Affairs report directly to the General Counsel and review lobbying efforts with Cigna's executive leadership, including the Chief Executive Officer, on a regular basis. Additionally, all memberships in trade associations are reviewed by the General Counsel and the Chief Executive Officer.

The Company also maintains an Enterprise Risk Management function that is a company-wide initiative that involves the Board (and its Committees), Cigna's management, Cigna's Chief Risk Officer and General Auditor and Cigna's internal audit function in an integrated effort to (1) identify, assess, prioritize and monitor (as each of their roles dictates) a broad range of risks (e.g., financial, operational, business, compliance, reputational, governance and managerial), and (2) formulate and execute plans to monitor and, to the extent possible, mitigate the effect of those risks. Within this enterprise risk framework, the Corporate Governance Committee of Cigna's Board of Directors has oversight of and evaluates any material financial, legal, reputational or other risks associated with Cigna's corporate political spending and lobbying activities. In addition, the Corporate Governance Committee bi-annually reviews compliance with Cigna's Political Contributions Policy, including the contributions made under that policy by the Company during the previous year, and annually reviews lobbying expenses and trade association memberships.

## Political Contributions

Cigna regularly supports federal and state officials, candidates, parties and other politically oriented groups and organizations where the Company believes it can advance: its mission, business objectives and goals, including principles or issues that support Cigna's vision for an empowered health care system. As Cigna considers making political contributions, it is always guided by the Company's strategy and mission, demonstrating a willingness to work with officials of various political and philosophical beliefs.

Contributions attributable to Cigna are made in two ways: direct corporate contributions and through the Cigna Political Action Committee (PAC). Cigna has strict standards in place governing its political giving activity, and all of its contributions are made in accordance with applicable state and federal laws. In addition, the Company keeps the work of the Cigna PAC separate from other Company giving. Accordingly, this section of the report provides information specifically regarding Cigna's direct corporate contributions and we have attached a copy of the 2013 Cigna PAC report for information regarding contributions made through the Cigna Political Action Committee.

### Direct Corporate Contributions

In certain states, corporations are permitted to contribute to state election campaigns. The Cigna Political Contributions Policy authorizes the use of corporate funds for state contributions on an exception-only basis, requiring the express approval of the General Counsel of the Company after consultation with the Chief Executive Officer.

In 2013, Cigna made contributions – as detailed in the table on page 6 – to political organizations in the State of California. California is home to a number of important markets for the Company and therefore direct and active political participation at the corporate level continued to be a priority in 2013.

In addition, in limited instances, corporations can support voter referendums and national party committees. In 2013, Cigna made certain non-PAC corporate contributions – as detailed on page 6 – to each of the Republican and Democratic Governors Associations to support advocacy of the Company's priority issues.

## Corporate Political Contributions

### Contributions to the State of California:

Conway for Senate	\$2,000
Adam Gray for Assembly 2013	\$1,500
Beth Gaines for Assembly 2014	\$1,500
Bocanegra for Assembly 2013	\$2,000
Brian Jones for Assembly 2014	\$2,000
Dr. Richard Pan for Senate 2013	\$2,000
Dr. Shirley Weber for Assembly 2014	\$1,500
Gaines for Senate 2016	\$1,500
Hall for Senate 2016	\$3,000
Lara for Senate 2016	\$1,500
Maienschein for Assembly 2014	\$1,500
Major General Richard D. Roth USAF (Ret.) for Senate 2016	\$1,500
Mike Gatto for Assembly 2014	\$3,000
Nora Campos for Assembly 2014	\$1,500
Perea for Assembly 2014	\$3,900
Ron Calderon for Assembly 2014	\$1,900
Sharon Quirk-Silva Democrat for Assembly 2014	\$2,000
Susan Eggman for Assembly 2014	\$1,500
Taxpayers for Rod Wright 2012 Officeholder Account	\$1,500
Wagner for Assembly 2014	\$1,000
Wolk for Senate 2013	\$1,500
Latino Caucus Leadership PAC	\$5,000
Californians for Jobs and a Strong Economy	\$5,000

### Corporate Contributions to the Following National Party Associations

Republican Governors Association	\$100,000
Democratic Governors Association	\$100,000

## Lobbying Activities

### Sustained Lobbying Activity and Priorities

Cigna engages in lobbying activity to support its position on public policy issues within Federal and State political, legislative and regulatory environments. The Company uses both internal and external resources at the Federal and State levels, including memberships in trade associations.

In 2013, Cigna's lobbying efforts focused heavily on implementing federal health care reform consistent with the Company's tenets for an empowered health care system. This vision includes providing access to quality health care at a reasonably affordable cost, providing transparency into costs and quality, using incentives to encourage continuous coverage and better lifestyle choices, offering individuals affordable choices in insurance coverage, and taking a borderless and culturally-sensitive view of health care. The Company also spent considerable time lobbying in the states and at the National Association of Insurance Commissioners (the U.S. standard-setting and regulatory support organization created and governed by the chief insurance regulators from the 50 states, the District of Columbia and five U.S. territories) on priority state healthcare issues.

In 2013, Cigna spent \$1.53 million on federal lobbying expenses and approximately \$2 million on state lobbying expenses. Cigna complies with the requirements of the Lobbying Disclosure Act of 1995 (the "LDA") that govern disclosure of federal lobbying expenses. Cigna's LDA filings with the Clerk of the House of Representatives and the Secretary of the Senate are available at <http://disclosures.house.gov/ld/ldsearch.aspx> and [http://www.senate.gov/legislative/Public\\_Disclosure/LDA\\_reports.htm](http://www.senate.gov/legislative/Public_Disclosure/LDA_reports.htm). Cigna also complies with the requirements of state laws relevant to state lobbying expenses.

## Trade Association Memberships

Cigna views its memberships in trade association as an extension of its internal and sustained lobbying efforts. While Cigna recognizes that many of the groups it participates in have broad membership with sometimes differing views, the Company believes that such organizations can encourage dialogue on important policy issues, ultimately helping to move important issues forward. Cigna also believes that in order to be effective and informed, it is important to be exposed to many differing perspectives whether ultimately we agree on all points, the ultimate solutions, or the appropriate pathway to pursue on a wide variety of issues. Because of this breadth and depth of views on key healthcare issues, Cigna believes memberships in these organizations are generally consistent with the Company's interests, including those of its shareholders and customers.

In addition to trade associations, Cigna may also participate in coalitions or other affinity groups with common interests. The Company relies on these industry trade associations and other business organizations to address issues relevant to Cigna and/or its clients and to provide educational and other benefits. Cigna evaluates the benefits of membership in any particular trade or business organization by considering a number of factors, including:

- Breadth and relevance of issues they cover;
- Composition of membership; and
- Effectiveness in communicating and advocating issues.

Certain dues paid to these organizations may be used to support federal lobbying activity.

In 2013, Cigna belonged to the following industry trade associations to which the Company paid \$50,000 or more in annual dues:

Trade Association	Dues Paid in 2013*	Portion Allocated to Non-Deductible Lobbying Expense
America's Health Insurance Plans (AHIP)	1,623,126	38.6%
Association of CA Life & Health Insurance Companies (ACLHIC)	\$154,160	23.3%
CT Association of Health Plans	\$109,000	57%
NJ Association of Health Plans	\$113,000	16%
Pharmaceutical Care Management Association	\$225,000	28%
The Business Roundtable	\$235,560	44%
VA Association of Health Plans	\$55,995	30%

\* This includes any special assessments paid to the trade association for this year.



# 2013 Cigna PAC Report





**As President, Regional & Operations for Cigna and Chair of the Cigna Political Action Committee (“Cigna PAC”),** I am pleased to share our annual report, which provides information about political contributions made by the Cigna PAC in 2013.

### **What is a PAC?**

PAC stands for “Political Action Committee.” A PAC is an organization regulated by Federal and/or State government that is formed to raise money for political campaign contributions. A PAC can be formed by an individual, a non-profit organization, or a corporation.

### **About Cigna PAC**

Cigna PAC is Cigna’s Political Action Committee. Cigna PAC solicits and accepts voluntary contributions to support the nomination and the election of candidates for Federal, State and local elective public office who it believes are in general agreement with Cigna’s mission to improve the health, well-being, and sense of security of the individuals and employers we serve. Most of Cigna’s political contributions are made via the Cigna PAC. Through the PAC, Cigna employees are able to stand together as a strong, unified voice, contributing to public debates on issues critical to our business, customers, and our country. Cigna PAC contributes to candidates from both political parties, and we are committed to transparency regarding its activities.

Cigna PAC is a non-partisan and issues-oriented PAC that supports the campaigns of candidates for state and federal office, other PACs, and party campaign committees. Cigna PAC rises above politics to support candidates of all political points of view who share our urgency and passion for improving the health care system and who see a role for private-public partnerships to achieve that goal.

Cigna obeys all laws in promoting its positions to government authorities, and all contributions made by the Cigna PAC comply with the limits approved by law, to national, state and local political committees and candidates.

## Board Oversight

Cigna PAC is governed by the Cigna PAC Board of Directors, which oversees contributions made with PAC funds. Cigna PAC has also established a separate but related state PAC in New York, and it is referenced collectively in this report as the Cigna PAC. Cigna's PAC makes political contributions on behalf of Cigna's business interests pursuant to the approval process for PAC contributions approved by the Cigna PAC Board of Directors and in accordance with the Contributions Guidelines described below. Members of the Cigna PAC Board are as follows:

## Cigna PAC Board of Directors

Matthew G. Manders, Chair	David D. Guilmette
David M. Cordani	Nicole S. Jones
Mark L. Boxer	John M. Murabito
Lisa R. Bacus	Thomas A. McCarthy
Herbert A. Fritch	

## Cigna PAC Contributions Guidelines and Process

Cigna PAC directs contributions largely to candidates based on a variety of criteria, including:

- Voting records on key issues of business concern;
- Committee assignments and leadership positions;
- Geographic concentration of Cigna employees in a district or state;
- Candidates' views on specific or emerging business issue(s); and
- Candidates' viability.

Contributions to state candidates are concentrated in key business states as determined by market share, health plan customer base, and business revenues. Contributions are made to campaigns or initiatives consistent with Cigna's mission.

Party affiliation does not determine support. Cigna PAC will support challengers over incumbents if incumbents regularly support legislation inconsistent with Cigna positions. Cigna PAC does not participate in presidential primary or general election contests.

Proposed Cigna PAC contributions are reviewed in advance and approved by the PAC Board.

Set forth on the following pages are the political contributions made by the Cigna PAC in 2013.

## 2013 Cigna PAC Federal Contributions

### U.S. House of Representatives Candidates

<b>Recipient</b>	<b>Amount</b>
Rep. Charles Bass (R - NH)	\$2,000.00
Andy Tobin for Congress (R-AZ)	\$500.00
Ann Wagner for Congress (R-MO)	\$1000.00
Bera for Congress (D-CA)	\$2500.00
Cantor for Congress (R-VA)	\$5000.00
Coffman for Congress (R-CO)	\$8000.00
Courtney for Congress (D-CT)	\$1000.00
Dave Camp for Congress (R-MI)	\$2500.00
Devin Nunes Campaign Committee (R-CA)	\$2500.00
Every Republican Is Crucial (ERICPAC) (R-VA)	\$2500.00
Fitzpatrick for Congress (R-PA)	\$1000.00
Freedom Project; the (R-OH)	\$3750.00
Friends of David Schweikert (R-AZ)	\$3000.00
Friends of Joe Pitts (R-PA)	\$1000.00
Friends of John Boehner (R-OH)	\$3750.00
Friends of Sam Johnson (R-TX)	\$1000.00
Hall for Congress Committee	\$1000.00
Hoyer for Congress (D-MD)	\$6000.00
Jim Gerlach for Congress Committee (R-PA)	\$3500.00
Jim Renacci for Congress (R-OH)	\$2000.00
John Carney for Congress (D-DE)	\$2500.00
Kevin McCarthy for Congress (R-CA)	\$5000.00
Kind for Congress Committee (D-WI)	\$5000.00
Kirkpatrick for Arizona (D-AZ)	\$1000.00
Kyrsten Sinema for Congress (D-AZ)	\$5000.00
Larson for Congress (D-CT)	\$2500.00
Lou Barletta for Congress (R-PA)	\$1000.00
Marsha Blackburn for Congress, Inc. (R-TN)	\$2500.00
Matheson for Congress (D-UT)	\$2500.00
Michael Burgess for Congress (R-TX)	\$1000.00
Mike Kelly for Congress (R-PA)	\$2000.00
Pat Meehan for Congress (R-PA)	\$2000.00
Price for Congress (R-GA)	\$3500.00
Ron Barber for Congress (D-AZ)	\$3500.00
Ryan for Congress, Inc. (R-WI)	\$10000.00
Tiberi for Congress (R-OH)	\$2500.00
Tim Murphy for Congress (R-PA)	\$1000.00
<b>Total</b>	<b>\$104,000.00</b>

## 2013 Cigna PAC Federal Contributions

### U.S. Senate Candidates

<b>Recipient</b>	<b>Amount</b>
Alexander for Senate 2014 Inc (R-TN)	\$5000.00
Bennet for Colorado (D-CO)	\$2000.00
Bill Cassidy for US Senate (R-LA)	\$1000.00
Chris Coons for Delaware (D-DE)	\$6000.00
Friends of Max Baucus (D-MT)	\$2000.00
Friends of Schumer (D-NY)	\$1000.00
Heartland Values PAC (R-SD)	\$1000.00
Heidi for Senate (D-ND)	\$2000.00
Jim Risch for U S Senate Committee (R-ID)	\$1000.00
Marco Rubio for US Senate (R-FL)	\$1250.00
Mark Pryor for US Senate (D-AR)	\$3000.00
People for Patty Murray (D-WA)	\$2500.00
Portman for Senate Committee (R-OH)	\$1000.00
Reclaim America PAC (R-FL)	\$1250.00
Texans for Senator John Cornyn Inc (R-TX)	\$5000.00
Udall for Colorado (D-CO)	\$3500.00
Wyden for Senate (D-OR)	\$5000.00
<b>Total</b>	<b>\$43,500.00</b>

### Contributions to Party Committees

January 1, 2013 – December 31, 2013

Arizona Republican Party (Non-Federal)	\$2500.00
Blue Dog Political Action Committee	\$5000.00
Building Arizona's Future	\$2500.00
Colorado Republican Leadership Fund	\$550.00
Connecticut Democratic State Central Committee	\$5000.00
Democratic Congressional Campaign Committee	\$5000.00
Democratic Executive Committee of Florida	\$5000.00
House Democratic Campaign Committee	\$500.00
House Republican Majority Fund	\$500.00
Maine Senate Republican Majority	\$500.00
National Republican Congressional Committee	\$15000.00
National Republican Senatorial Committee	\$15000.00
Republican Party of Florida	\$5000.00
Republican Party of Kentucky	\$2600.00
Senate Democratic Campaign Committee	\$500.00
Senate Majority Fund	\$550.00
<b>Total</b>	<b>\$65,700.00</b>

## 2013 Cigna PAC State Contributions

### Arizona

Rep.	Ducey 2014	\$912.00
Dem.	Fred for Arizona – Primary	\$912.00
Rep.	Vote Reagan 2014	\$250.00
Rep.	BoyerAZ.com	\$250.00
Dem.	Elect Eric Meyer – Primary	\$250.00
Rep.	Elect J.D. Mesnard – Primary	\$250.00
Dem.	Friends of Ruben Gallego	\$250.00
Rep.	Gowan for AZ	\$440.00
Rep.	Lovas for Arizona – Primary	\$250.00
Dem.	McCune Davis House Campaign	\$250.00
Rep.	Robson 2014	\$250.00
Rep.	Vote Heather Carter	\$250.00
Rep.	Vote Rick Gray-General – General	\$250.00
Dem.	Wheeler 2014	\$250.00
Dem.	Anna Tovar for Senate – Primary	\$250.00
Rep.	Biggs2014	\$440.00
Rep.	Bob Worsley for State Senate	\$250.00
Dem.	Bradley for Arizona	\$250.00
Rep.	Friends of Adam Driggs – Primary	\$440.00
Rep.	Friends of John McComish - Primary	\$440.00
Dem.	Lynne Pancrazi for the Senate	\$250.00
Rep.	Nancy Barto for Senate – Primary	\$250.00
Dem.	Robert Meza for State Senate 2014 – Primary	\$250.00
Rep.	Yarbrough/Senate – General	\$440.00

### Colorado

Dem.	Hickenlooper for Colorado	\$550.00
Dem.	Hickenlooper for Colorado	\$550.00
Dem.	Angela Williams Leadership Fund	\$550.00
Dem.	McCann Leadership PAC	\$550.00
Dem.	Guzman Green Fund for a Better Colorado	\$550.00
Dem.	Wolf PAC	\$550.00

### Georgia

Rep.	Casey Cagle for Lt. Governor	\$1500.00
Rep.	Committee To Elect Richard H. Smith	\$1000.00
Rep.	Friends of Jan Jones	\$750.00
Rep.	Ralston for Representative Committee	\$1000.00
Rep.	The Committee to Elect John Meadows	\$1000.00
Rep.	Chance for Senate	\$750.00
Rep.	Committee to Elect Jeff Mullis	\$750.00
Rep.	Committee to Elect Renee Unterman	\$1000.00
Rep.	David Shafer Senate Committee	\$1000.00

### Louisiana

Rep.	Friends of Bobby Jindal	\$2000.00
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### North Carolina

Rep.	Committee to Elect Jeff Collins	\$500.00
Rep.	NC Healthy Leadership Committee	\$500.00
Rep.	Apodaca for NC Senate Committee	\$750.00
Rep.	Harry Brown for NC Senate	\$500.00
Dem.	Josh Stein for NC Senate Committee	\$500.00
Rep.	Phil E. Berger Committee	\$750.00
Dem.	The Joel Ford Committee	\$500.00
Rep.	Wesley Meredith for Senate	\$500.00

### Pennsylvania

Rep.	Tom Corbett for Governor	\$2000.00
Dem.	Committee to Reelect Mike Stack	\$2000.00

*(continued on next page)*

## 2013 Cigna PAC State Contributions

### Tennessee

Rep.	Bill Haslam for Governor	\$2500.00
Rep.	RAAMPAC	\$500.00
Rep.	Beth Harwell Committee	\$500.00
Rep.	Committee to Elect Charles Sargent	\$500.00
Rep.	Committee to Elect Gerald McCormick	\$250.00
Rep.	Committee to Elect Ragan	\$200.00
Dem.	Committee to Re-Elect Mike Turner	\$250.00
Rep.	Committee to Re-elect Steve McDaniel	\$400.00
Rep.	Committee to Reelect Glen Casada	\$250.00
Dem.	Craig Fitzhugh for State Representative	\$250.00
Rep.	Friends of Curtis Johnson	\$250.00
Dem.	Friends of David Shepard	\$250.00
Dem.	Friends of JoAnne Favors	\$200.00
Dem.	Friends of Joe Pitts	\$250.00
Rep.	Friends of Mike Harrison	\$400.00
Rep.	Friends of Ryan Haynes	\$250.00
Rep.	Friends of Steve McManus	\$500.00
Rep.	Jeremy Durham Campaign Fund	\$200.00
Rep.	Keisling for State Representative	\$200.00
Rep.	Lundberg for House Committee	\$250.00
Rep.	Powers for the People	\$200.00
Dem.	Representative Harold Love	\$200.00
Rep.	Representative Jimmy Matlock	\$250.00
Rep.	Representative Roger Kane	\$200.00
Rep.	Representative Ron Travis	\$200.00
Rep.	Representative Susan Lynn	\$200.00
Rep.	Bill Ketron for State Senate	\$500.00
Rep.	Friends of Bo Watson	\$500.00
Rep.	Friends of Dolores Gresham	\$500.00
Rep.	Friends of Ken Yager	\$500.00
Rep.	Friends to Elect Steve Southerland	\$500.00
Rep.	Mark Green for Tennessee State Senate	\$500.00
Dem.	Reginald Tate for State Senate	\$500.00
Rep.	Senator Mark Norris	\$500.00
Rep.	Senator Randy McNally	\$500.00

### Texas

Rep.	Texans for Rick Perry	\$2000.00
Rep.	Angie Chen Button Campaign	\$500.00
Rep.	Drew Darby Campaign	\$500.00
Rep.	Friends of Ed Thompson	\$500.00
Rep.	Jodie Laubenberg Campaign	\$1000.00
Rep.	John Frullo Campaign	\$500.00
Rep.	John Kuempel Campaign	\$1000.00
Rep.	Kenneth F. Sheets for State Representative	\$1000.00
Rep.	Rep. Kelly Hancock Campaign	\$2500.00
Dem.	Representative Eddie Lucio III Campaign	\$1000.00
Dem.	Representative Richard Pena Raymond Future of Texas Fund	\$1000.00
Rep.	Ron Simmons Campaign	\$500.00
Rep.	Texans for Joe Straus	\$1500.00
Rep.	Todd Hunter Campaign	\$1000.00
Rep.	Larry Taylor for Texas Senate	\$2500.00
Rep.	Sen. Kevin P. Eltife Campaign	\$1000.00
Dem.	Sen. Leticia Van de Putte Campaign	\$1000.00
Rep.	Senator Jane Nelson	\$1000.00

### Virginia

Dem.	Terry McAuliffe for Governor	\$3000.00
Rep.	McWaters for Senate	\$1000.00

<b>Total</b>		<b>\$68,924.00</b>
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