

THE LIST

LOBBYING FIRMS

Ranked by 2016 L.A. County fee income

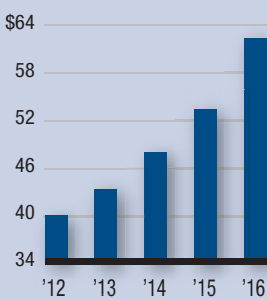
THE PACESETTER: Ek Sunkin Klink & Bai is the top local lobbying firm with \$7.1 million in revenue from lobbying activities in L.A. County last year. The downtown firm works on behalf of clients, lobbying local cities, Metro, LAUSD, and the County of Los Angeles. The firm has nine lobbyists registered in the county.

DOWNTOWN: Craig Lawson & Co. continues work on the \$1.4 billion Metropolis project in downtown.

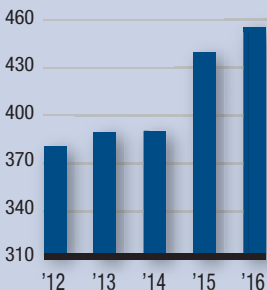
FIRM: The government and regulatory department at Glaser Weil was established in 2013. Partner Timothy McOsker, department co-chairman, has developed the group into a team that is active before all agencies, departments, and officials of municipal and county governments, in addition to special districts throughout California.

HOLLYWOOD: Sheppard Mullin Richter & Hampton represented the Los Angeles LGBT Center to secure entitlements for the Anita May Rosenstein Campus in Hollywood.

Total Dollars
The total payments to lobbying firms from clients for the City of Los Angeles continued to rise. (in millions)



Lobby Count
The number of lobbyists registered with the City of Los Angeles increased last year.



Source: City of Los Angeles

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income • 2016 • 2015 (in millions)	Clients (partial list)	Entities Lobbied	Profile • registered lobbyists • year founded	Top Executive • name • title • phone
1	Ek Sunkin Klink & Bai 300 S. Grand Ave., Suite 2750 Los Angeles 90071; ek-sunkin.com	\$7.1 \$6.0	American Airlines, MPAA, Comcast-NBC, Live Nation, the Reef, Clear Channel, City Century	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro	9 2003	John Ek Founding Patner (310) 732-7900
2	Englander Knabe & Allen 801 S. Figueroa St., Suite 1050 Los Angeles 90017; ekapr.com	7.1 6.3	AT&T, Enterprise, HNTB, Motorola, UCBA Trade Association	all L.A. County cities, LAUSD, Metro, L.A., Orange, Ventura, Riverside, San Bernardino counties	14 2005	Matt Knabe Managing Partner (213) 741-1500
3	Liner 633 W. Fifth St., Suite 3200 Los Angeles 90071; linerlaw.com	5.3 2.9	Jia Yuan USA Co. Inc., Harridge Development Group, Champion Real Estate, Atlas Capital Group	L.A. City	11 1996	Jerry Neuman Partner (213) 694-3100
4	Armbruster Goldsmith & Devlac 12100 Wilshire Blvd., Suite 1600 Los Angeles 90025; agd-landuse.com	3.8 ¹ 4.0	AEG, Spectrum Group Real Estate, LeFrak, Brentwood School, Caruso Affiliated	L.A. County, L.A. City, Santa Monica, Beverly Hills, Culver City, Pasadena, El Segundo	11 2004	Dale Goldsmith Managing Partner (310) 209-8800
5	Craig Lawson & Co., Land Use Consultants 3221 Hutchison Ave., Suite D Los Angeles 90034; craiglawson.com	3.5 2.9	Greenland US Holding, CityView, Caruso, Jamison Properties, Abode Communities	L.A. County, L.A. City, Beverly Hills, West Hollywood, Culver City, Inglewood	3 1999	Craig E. Lawson President (310) 838-2400
6	Jeffer Mangels Butler & Mitchell 1900 Avenue of the Stars, Seventh Floor Los Angeles 90067; jmbm.com	3.5 2.4	Jia Yuan USA Co. Inc., Essex Property Trust, Legado Cos., SB Hotel	L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Culver City, Burbank, Glendale, Claremont	7 1982	Benjamin M. Reznik Chairman (310) 203-8080
7	Arnie Berghoff & Associates 801 S. Figueroa St., Suite 1050 Los Angeles 90017; arnieberghoff.com	2.8 2.7	Cisco, Oracle, WWT, Airbnb, Taser	L.A. County, L.A. City, Metro	3 1998	Arnie S. Berghoff President (213) 623-3736
8	Cerrell Associates Inc. 320 N. Larchmont Blvd. Los Angeles 90004; cerrell.com	2.7 3.4	Alaska Airlines, American Beverage Assn, Bombardier, PBF Energy, HDR Engineering	L.A. County, L.A. City, Long Beach, Beverly Hills, West Hollywood, Metro, SCAQMD	5 1966	Hal Dash Chairman, CEO (323) 466-3445
9	Afriat Consulting Group Inc. 4107 Magnolia Blvd. Burbank 91505; afriat.com	2.4 2.0	Martin Expo Town Center, Pacific Design Center, Crescent Heights, Clear Channel Outdoor, Maximus	L.A. County, L.A. City, West Hollywood, Metro, City of Santa Clarita	4 1985	Steven Afriat, CEO Aaron Green, President (818) 450-2770
10	Kindel Gagan 550 S. Hope St., Suite 530 Los Angeles 90071; kindelgagan.com	2.0 ¹ 2.1 ¹	Central City East Association, Trammell Crow Residential, Palisades Capital Partners, AT&T	L.A. County, L.A. City	6 2010	Maureen Kindel Michael Gagan Principals (213) 624-1550
11	Ek Torres & Molina 461 W. Sixth St., Suite 233 San Pedro 90731; ektorresmolina.com	2.0 1.7	Parsons Brinkerhoff, Park N Fly, JC Decaux, Big Belly Solar, Swissair, San Pedro Fish Market	L.A. County, L.A. City, Long Beach, LAWA, Port of Los Angeles	3 2012	John Ek Partner (310) 732-0224
12	Glaser Weil 333 S. Hope St., Suite 2610 Los Angeles 90071; glaserweil.com	2.0 ¹ 1.5 ²	Merlone Geier Partners, Bob and Dolores Hope Foundation, Blue Shield of California, Taubman Co.	L.A. City, Beverly Hills, West Hollywood	5 1988 ³	Timothy B. McOsker Partner (310) 553-3000
13	Sheppard Mullin Richter & Hampton 333 S. Hope St., 43rd Floor Los Angeles 90071; sheppardmullin.com	1.8 ² 0.7 ²	Hudson Pacific Properties, Hollywood International Regional Center, Los Angeles LGBT Center	L.A. City	8 1927	Jack Rubens Partner (213) 620-1780
14	Marathon Communications 5900 Wilshire Blvd., Suite 1550 Los Angeles 90036; marathon-com.com	1.7 ¹ 1.1 ¹	Townscape Partners, PHR LA Mart, AvalonBay Communities, Republic Services, Taubman Co.	L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Burbank, Pasadena, Riverside County, Malibu	7 1982	Richard Lichtenstein President (323) 655-4660
15	M Strategic Communications 550 S. Hope St., Suite 1910 Los Angeles 90071; mstrategiccomms.com	1.6 ¹ 0.9 ²	AEG, First Solar Inc., LAFC Sports, Regency, IBEW Local 18	L.A. City	4 2013	Chris Modrzejewski Principal (213) 346-0400
16	Latham & Watkins 355 S. Grand Ave. Los Angeles 90071; lw.com	1.5 ¹ 1.5 ¹	LAFC Sports, Providence Tarzana Medical Center, Westfield, Clear Channel Outdoor	L.A. County, L.A. City, Metro	19 1934	Cindy Starrett Partner (213) 485-1234
17	Rosenheim & Associates Inc. 21600 Oxnard St., Suite 630 Woodland Hills 91367; raa-inc.com	1.3 1.0	Carmel Partners, Boething Treeland Nursery, Strategic Development Advisors	L.A. City	9 1995	Brad M. Rosenheim CEO, President (818) 716-2689
18	Manatt Phelps & Phillips 11355 W. Olympic Blvd. Los Angeles 90064; manatt.com	1.2 0.9	Mount Saint Mary's University, Regency Outdoor Advertising, Athens Services, Kilroy Realty	L.A. County, L.A. City, Long Beach, Santa Monica, West Hollywood, Metro, Malibu, Montebello, Whittier	12 1965	William Quicksilver CEO, Managing Partner (310) 312-4000
19	Urban Solutions 200 S. Los Angeles St., Suite 311 Los Angeles 90012; urbansolutionsla.com	1.1 0.8	Clear Channel Outdoor, Mitsui Fudosan America, Carmel Partners, Lightstone, PayLock IPT	L.A. County, L.A. City	1 2004	Morrie R. Goldman Principal (213) 689-4745
20	Kirra Consulting 11100 Santa Monica Blvd., Suite 260 Los Angeles 90025; kirraconsulting.com	1.1 ² 0.9 ²	Live Nation Entertainment Inc., Lyft, Philips North America, American Airlines	L.A. County, L.A. City, Santa Monica, Metro	3 2008	Joshua Perttula President (877) 651-6672
21	Svorinich Government Affairs P.O. Box 6418 San Pedro 90734; svorinich.com	1.1 1.6	Rancho LPG Holdings, LA Harbor Grain Terminal, L.A. Off-Airport Private Parking Assn.	L.A. County, L.A. City, Metro, cities in the Greater South Bay area	1 2001	Rudy Svorinich Jr. CEO, President (310) 547-9404
22	Psomas 555 S. Flower St., Suite 4300 Los Angeles 90071; psomas.com	1.1 0.8	NBCUniversal Media, Five Point Holdings, Tribune Real Estate Holdings, L&R Group	L.A. County, L.A. City	5 1946	Joel B. Miller Vice President, Principal (213) 223-1400
23	Mayer Brown 350 S. Grand Ave., 25th Floor Los Angeles 90071; mayerbrown.com	1.0 ² 0.5 ²	Harvard-Westlake School, PHR LA Mart, Celebrity Realty Holdings, Rescore Hollywood	L.A. City	5 1985	Philip Recht Partner in Charge (213) 229-9500
24	Handelman Consulting Inc. 16633 Ventura Blvd., Suite 1220 Encino 91436; N/A	1.0 0.7	IMT Capital, Merlone Geier Partners, Cadence Development, Hanover Co.	L.A. City	1 1999	Ira Handelman President (818) 990-0559
25	three6ixty 4309 Overland Ave. Culver City 90230; three6ixty.net	1.0 1.0	Bolour Associates, Aragon, UrbanBlox, Hollywood IRC, CGI Strategies	L.A. City	1 2013	Dana A. Sayles Managing Partner (310) 204-3500

¹ Information for city of L.A. and L.A. County only.

² Information for city of L.A. only.

³ Government group established in 2013.

N/A - Not Available Note: The information on this list was supplied by representatives of the firms themselves as well as the City of Los Angeles, Los Angeles County and Metro. Firms are ranked by L.A. County net fee income. To the best of our knowledge, this information is

accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2017 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

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