





## LOBBYING FIRMS

Ranked by 2019 L.A. County fee income

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income • 2019 • 2018 (in millions)	Clients (partial list)	Entities Lobbied	Profile • registered lobbyists • year founded	Top Local Executive • name • title • phone	
1	 <b>Englander Knabe &amp; Allen</b> 801 S. Figueroa St., Suite 1050 Los Angeles 90017; ekapr.com	<b>\$9.0</b> \$8.7	Unibail-Rodamco-Westfield, Spin, Anthem, Waste Management, CenterCal Development	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro, Orange, Ventura, Riverside and San Bernardino counties	9 2005	Matt Knabe Managing Partner (213) 741-1500	
2	 <b>DLA Piper</b> 550 S. Hope St., Suite 2400 Los Angeles 90071; dlapiper.com	<b>5.9</b> 6.5	NA	L.A. City	8 2005	Jerry Neuman Partner (213) 330-7700	
3	 <b>Armbruster Goldsmith &amp; Devlac</b> 12100 Wilshire Blvd., Suite 1600 Los Angeles 90025; agd-landuse.com	<b>4.7</b> 4.2	USC, Trammell Crow, Onni Group, Brookfield, Sares Regis, Costco, Related California, AEG	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, Metro, Culver City, Pasadena, El Segundo	11 2004	Dale Goldsmith Managing Partner (310) 209-8800	
4	 <b>Sheppard Mullin Richter &amp; Hampton</b> 333 S. Hope St., 43rd Floor Los Angeles 90071; sheppardmullin.com	<b>3.6</b> 3.4	Relevant Group, Angels Landing Partners, LLJ Adler Warner Ventures, Sandstone, Holland Partner Group, Primestor	L.A. City	15 1927	Jack Rubens Partner (213) 620-1780	
5	 <b>Craig Lawson &amp; Co., Land Use Consultants</b> 3221 Hutchison Ave., Suite D Los Angeles 90034; craiglawson.com	<b>3.4</b> 3.4	Jamison Properties, Holland Partner Group, Abode Communities, Weingart Center Association, National Real Estate Development	L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Culver City, Inglewood	6 1999	Craig Lawson President (310) 838-2400	
6	 <b>Glaser Weil</b> 333 S. Hope St., Suite 2610 Los Angeles 90071; glaserweil.com	<b>2.9</b> 2.0	NA	L.A. County, L.A. City, Long Beach, Beverly Hills, Culver City	5 1988	Clare Bronowski Elisa Paster Partners and Co-Chairs of Government & Regulatory Departments (310) 553-3000	
7	 <b>Arnie Berghoff &amp; Associates</b> 801 S. Figueroa St., Suite 1050 Los Angeles 90017; arnieberghoff.com	<b>2.7</b> 3.2	Cisco, Oracle, World Wide Technology Inc., Athens Services, Motorola, Axon/Taser	L.A. County, L.A. City, Metro	2 1998	Arnie Berghoff President (213) 623-3736	

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Researched by Joshua Niv

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8	 <b>Latham &amp; Watkins</b> 355 S. Grand Ave. Los Angeles 90071; lw.com	\$2.6 \$1.8	Westfield, LAFC Sports	L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Malibu	20 1934	Maria Hoyo Partner (213) 485-1234	
9	 <b>Afriat Consulting Group Inc.</b> 4107 Magnolia Blvd. Burbank 91505; afriat.com	2.4 2.4	WS Communities, The Arts Club, Clear Channel Outdoor, Maximus, South Bay Partners Inc.	L.A. County, L.A. City, West Hollywood, Metro	4 1985	Steven Afriat CEO (818) 450-2770	
	 <b>threeSixty</b> 11287 Washington Blvd. Culver City 90230; threeSixty.net	2.4 1.5	Thomas Safran & Associates, Cityview, Decro/Daylight Corporation, CIM Group, Bolour Associates	L.A. County, L.A. City, Long Beach	8 2013	Dana Sayles Managing Member (310) 204-3500	
11	 <b>Psomas</b> 555 S. Flower St., Suite 4300 Los Angeles 90071; psomas.com	2.3 0.8	Tribune Real Estate Holdings, Crown Group Holdings, Carmel Partners, Harridge Development Group, Arts District Development	L.A. County, L.A. City	4 1946	Rose Fistrovic VP (213) 223-1400	
12	 <b>Kindel Gagan</b> 550 S. Hope St., Suite 530 Los Angeles 90071; kindelgagan.com	2.0 <sup>1</sup> 2.0 <sup>1</sup>	Central City East Association, Trammell Crow Residential, Palisades Capital Partners, Cedars-Sinai	L.A. County, L.A. City	NA 2010	Maureen Kindel Michael Gagan Principals (213) 624-1550	
	 <b>Manatt Phelps &amp; Phillips</b> 2049 Century Park East, Suite 1700 Los Angeles 90067; manatt.com	2.0 <sup>1</sup> 2.0 <sup>1</sup>	Mount Saint Mary's University, Kilroy Realty, Cedars-Sinai, Toyota Motor North America	L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Metro, Irwindale, Montebello, Malibu, La Mirada	NA 1965	Donna Wilson CEO, Managing Partner (310) 312-4000	
14	 <b>Marathon Communications</b> 5900 Wilshire Blvd., Suite 1550 Los Angeles 90036; marathon-com.com	1.9 1.7	Millennium Partners, Kaiser Permanente, AvalonBay Communities, Hilton Los Angeles/Universal City, Republic Services	L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Burbank, Calabasas, Culver City, Pasadena, Riverside County, Malibu	NA 1982	Richard Lichtenstein President (323) 655-4660	
	 <b>Svorinich Government Affairs</b> P.O. Box 6418 San Pedro 90734; svorinich.com	1.9 1.3	L.A. Harbor Grain Terminal, Specialty Restaurants Corp., Terranea Resort, Ace Parking Management, Potential Industries Inc., California Yacht Marina	L.A. County, L.A. City, cities in the greater South Bay area of Los Angeles County	1 2001	Rudy Svorinich Jr. CEO, President (310) 517-9920	
	 <b>Kirra Consulting</b> 11100 Santa Monica Blvd., Suite 260 Los Angeles 90025; kirraconsulting.com	1.9 1.7	Live Nation Entertainment, Lyft, American Airlines, HomeAway, Jacobs Engineering Group	L.A. County, L.A. City, Santa Monica, Metro	3 2008	Joshua Perttula President (310) 893-0647	
17	 <b>Cerrell Associates Inc.</b> 320 N. Larchmont Blvd. Los Angeles 90004; cerrell.com	1.7 1.5	Allied Universal, BYD Motors, California Resources Corp., HDR Engineering, Liberty Utilities	L.A. County, L.A. City, Long Beach, Beverly Hills, LAUSD, Metro, South Coast Air Quality Management District	4 1966	Hal Dash CEO, Chairman (323) 466-3445	
18	 <b>M Strategic Communications</b> 1801 E. 7th St., Second Floor Los Angeles 90021; mstrategiccomms.com	1.6 <sup>1</sup> 1.6 <sup>1</sup>	AEG, LAFC Sports, USC, Airbnb, IBEW Local 18	L.A. County, L.A. City, Long Beach	NA 2013	Chris Modrzejewski Shannon Murphy Principals (213) 346-0400	
19	 <b>Rosenheim &amp; Associates Inc.</b> 21600 Oxnard St., Suite 630 Woodland Hills 91367; raa-inc.com	1.3 1.2	Keyes Automotive, Warner Center Association, Sandstone Properties Inc., South Bay Partners, Carmel Partners	L.A. City	9 1995	Brad Rosenheim CEO, President (818) 716-2689	
20	 <b>Gonzales Law Group</b> 800 Wilshire Blvd., Suite 860 Los Angeles 90017; gonzaleslawgroup.com	1.1 1.3	926 James M. Wood Blvd., CIM Group, Music Box Building Co. WPDTLA, J&J Properties	L.A. City	1 2011	Michael Gonzales Shareholder, Founder (213) 279-6965	
21	 <b>Veronica Perez &amp; Associates</b> 611 Wilshire Blvd., Suite 1107 Los Angeles 90017; veronicaperez.com	0.9 0.9	Verizon, Arcadis US Inc., McDonald's Corp., Fox Corp., Outfront Media	L.A. County, L.A. City, LAUSD, Metro, L.A. Community College District	2 2013	Veronica Perez CEO, President (213) 221-7161	
	 <b>Urban Solutions</b> 555 S. Flower St., 51st Floor, Box #1-A Los Angeles 90071; urbansolutionsla.com	0.9 1.5	Clear Channel Outdoor, Related Cos., Holland Partner Group, Watt Communities, PayLock IPT	L.A. County, L.A. City	2 2004	Morrie Goldman Principal (213) 689-4745	
23	 <b>Jeffer Mangels Butler &amp; Mitchell</b> 1900 Avenue of the Stars, Seventh Floor Los Angeles 90067; jmbm.com	0.8 <sup>1</sup> 0.8	Legado Co., Simms Commercial, Cecil Hotel, 900 Hilgard, Stockdale Capital, The Parking Spot	L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Culver City, Burbank, Glendale, Claremont, Malibu, California Coastal Commission	NA 1982	Benjamin Reznik Department Chairman (310) 203-8080	
24	 <b>Handelman Consulting Inc.</b> 16633 Ventura Blvd., Suite 1220 Encino 91436; N/A	0.6 0.9	CitizenM Hotels, Mount St. Mary's University, Shopcore Properties, Core Campus Investment Partners	L.A. City, West Hollywood	1 1999	Ira Handelman President (818) 990-0559	

<sup>1</sup> Business Journal estimate.  
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