















## LOBBYING FIRMS

Ranked by 2020 L.A. County fee income

| Rank | Firm<br>• name<br>• address<br>• website   | L.A. County Lobbying Fee Income<br>• 2020<br>• 2019<br>(in millions) | Clients (partial list)  | Entities Lobbied  | Profile<br>• registered lobbyists<br>• year founded | Top Local Executive<br>• name<br>• title<br>• phone  |   |
|------|--|--|---|---|---|--|---|
| 1    | <br><b>Englander Knabe &amp; Allen</b><br>801 S. Figueroa St., Suite 1050<br>Los Angeles 90017; ekapr.com                     | <b>\$9.1</b><br>\$9.0  | Unibail-Rodamco-Westfield, Spin, Anthem, Waste Management, Onni Consulting  | L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro, Orange, Ventura, Riverside and San Bernardino counties | 8<br>2005   | Matt Knabe<br>Managing Partner<br>(213) 741-1500     |    |
| 2    | <br><b>DLA Piper</b><br>550 S. Hope St., Suite 2400<br>Los Angeles 90071; dlapipe.com   | <b>7.2</b><br>5.9  | Atlas Capital Group, Watermark Westwood Village, Harridge Development Group, Champion Real Estate Co.   | L.A. City   | 7<br>2005   | Jerry Neuman<br>Partner<br>(213) 330-7700            |    |
| 3    | <br><b>Sheppard Mullin Richter &amp; Hampton</b><br>333 S. Hope St., 43rd Floor<br>Los Angeles 90071;<br>sheppardmullin.com   | <b>5.3</b><br>3.6  | Relevant Group, Angels Landing Partners, LLJ Adler Warner Ventures, Automobile Club of Southern California, Holland Partner Group, 9712 Oak Pass Road | L.A. City   | 17<br>1927  | Jack Rubens<br>Partner<br>(213) 620-1780             |    |
| 4    | <br><b>Armbruster Goldsmith &amp; Deviac</b><br>12100 Wilshire Blvd., Suite 1600<br>Los Angeles 90025; agd-landuse.com        | <b>4.2</b><br>4.7  | 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, Gardena, Malibu            | 13<br>2004  | Dale Goldsmith<br>Managing Partner<br>(310) 209-8800 |    |
| 5    | <br><b>Craig Lawson &amp; Co., Land Use Consultants</b><br>3221 Hutchison Ave., Suite D<br>Los Angeles 90034; craiglawson.com | <b>3.6</b><br>3.4  | Jamison Properties, Abode Communities, Weingart Center Association, National Real Estate Development, Museum Associates dba LACMA                     | L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Culver City, Downey, Garden Grove  | 6<br>1999   | Craig Lawson<br>President<br>(310) 838-2400          |    |
| 6    | <br><b>three6ixty</b><br>11287 Washington Blvd.<br>Culver City 90230; three6ixty.net   | <b>2.6</b><br>2.4  | Thomas Safran & Associates, Cityview, Decro/Daylight Corp., Black Equities Group, Domus/Newport Partners  | L.A. County, L.A. City, Long Beach  | 7<br>2013   | Dana Sayles<br>Managing Member<br>(310) 204-3500     |   |
| 7    | <br><b>Marathon Communications</b><br>5900 Wilshire Blvd., Suite 1550<br>Los Angeles 90036; marathon-com.com                | <b>2.5</b><br>1.9  | Millennium Partners, Kaiser Permanente, AvalonBay Communities, Continuum Partners, Republic Services  | L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Burbank, Calabasas, Culver City, Pasadena, Riverside County, Malibu                     | 7<br>1982   | Richard Lichtenstein<br>President<br>(323) 655-4660  |  |

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Researched by Joshua Niv

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|------|---|--|--|--|---|---|---|
| 8    |  <b>Psomas</b><br>555 S. Flower St., Suite 4300<br>Los Angeles 90071; psomas.com   | \$2.3<br>\$2.3   | SoCal San Pedro SPVI, Harridge Development Group, Tribune Real Estate Holdings, Carmel Partners, Crown Group   | L.A. County, L.A. City   | 4<br>1946   | Rose Fistrovic<br>VP<br>(213) 223-1400  |    |
| 9    |  <b>Arnie Berghoff &amp; Associates</b><br>162 N. Willaman Drive<br>Beverly Hills 90211; arnieberghoff.com               | 2.2<br>2.7   | Cisco, Oracle, Athens Services, Motorola, Axon/Taser   | L.A. County, L.A. City, Metro  | 2<br>1998   | Arnie Berghoff<br>President<br>(213) 623-3736   |    |
|      |  <b>Latham &amp; Watkins</b><br>355 S. Grand Ave.<br>Los Angeles 90071; lw.com   | 2.2<br>2.6   | Westfield  | L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Carson, Malibu, Santa Monica   | 21<br>1934  | Maria Hoyer<br>Partner<br>(213) 485-1234  |    |
| 11   |  <b>Mercury</b><br>800 Wilshire Blvd., Suite 750<br>Los Angeles 90017; mercuryllc.com                                    | 2.0<br>1.4   | Starbucks Coffee Co., Charter Communications, CGI Technology Solutions, AECOM, SoCal Gas   | L.A. County, L.A. City, Long Beach, LAUSD, Metro   | 8<br>1999   | Fabian Nunez<br>Glenn Gritzner<br>John Ek<br>Antonio Villaraigosa<br>Partners<br>(213) 624-1380 |   |
|      |  <b>Afriat Consulting Group Inc.</b><br>4107 Magnolia Blvd.<br>Burbank 91505; afriat.com                                | 2.0<br>2.4   | Etco Homes Inc., Molina Healthcare Inc., Clear Channel Outdoor, Maximus, South Bay Partners Inc.   | L.A. County, L.A. City, West Hollywood, Metro  | 3<br>1985   | Aaron Green<br>President<br>(818) 450-2770  |   |
|      |  <b>Kirra Consulting</b><br>11100 Santa Monica Blvd., Suite 260<br>Los Angeles 90025; kirraconsulting.com              | 2.0<br>1.9   | Live Nation Entertainment, Uber, American Airlines, Jacobs Engineering Group, ChargePoint, Palo Alto Networks  | L.A. County, L.A. City, Santa Monica, Metro  | 3<br>2008   | Joshua Perttula<br>President<br>(310) 893-0647  |  |
| 14   |  <b>Kindel Gagan</b><br>550 S. Hope St., Suite 530<br>Los Angeles 90071; kindelgagan.com                               | 1.8'<br>2.0'   | NA   | L.A. County, L.A. City   | NA<br>2010  | Maureen Kindel<br>Michael Gagan<br>Principals<br>(213) 624-1550                                 |   |
|      |  <b>Manatt Phelps &amp; Phillips</b><br>2049 Century Park East, Suite 1700<br>Los Angeles 90067; manatt.com            | 1.8'<br>2.0'   | 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<br>1965  | Donna Wilson<br>CEO, Managing Partner<br>(310) 312-4000   |  |
| 16   |  <b>Glaser Weil</b><br>333 S. Hope St., Suite 2610<br>Los Angeles 90071; glaserweil.com                                | 1.6<br>2.9   | Richman Group, Century Housing, Thomas Safran & Associates, Taubman, and RBM of California   | L.A. County, L.A. City, Long Beach, Beverly Hills, Culver City   | 5<br>1988   | Elisa Paster<br>Partner, Co-Chair of<br>Government &<br>Regulatory Department<br>(310) 553-3000 |  |
| 17   |  <b>M Strategic Communications</b><br>1801 E. 7th St., Second Floor<br>Los Angeles 90021; mstrategiccomms.com          | 1.5'<br>1.6'   | NA   | L.A. County, L.A. City, Long Beach   | NA<br>2013  | Chris Modrzejewski<br>Shannon Murphy<br>Principals<br>(213) 346-0400                            |   |
| 18   |  <b>Svorinich Government Affairs</b><br>P.O. Box 6418<br>San Pedro 90734; svorinich.com                                | 1.4<br>1.9   | 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<br>2001   | Rudy Svorinich Jr.<br>CEO, President<br>(310) 517-9920  |  |
| 19   |  <b>Jeffer Mangels Butler &amp; Mitchell</b><br>1900 Avenue of the Stars, Seventh Floor<br>Los Angeles 90067; jmbm.com | 1.3<br>0.8'  | Stockdale Capital, Urban Commons, Simms Commercial, Park La Brea, Hackman Capital Partners   | L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Culver City, Burbank, Glendale, Claremont, Malibu, California Coastal Commission, Ventura County | 7<br>1982   | Benjamin Reznik<br>Department Chairman<br>(310) 203-8080  |  |
| 20   |  <b>Rosenheim &amp; Associates Inc.</b><br>21600 Oxnard St., Suite 630<br>Woodland Hills 91367; raa-inc.com            | 1.2<br>1.3   | LLJ Adler Warner Ventures, Spieker Senior Development Partners, SRM Development, Sandstone Properties Inc., Paragon Commercial Group                 | L.A. City  | 8<br>1995   | Brad Rosenheim<br>CEO, President<br>(818) 716-2689  |  |
| 21   |  <b>Veronica Perez &amp; Associates</b><br>PO Box 26188<br>Los Angeles 90026; veronicaperez.com                        | 1.0<br>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<br>2013   | Veronica Perez<br>CEO, President<br>(213) 221-7161  |  |
|      |  <b>Gonzales Law Group</b><br>800 Wilshire Blvd., Suite 860<br>Los Angeles 90017; gonzaleslawgroup.com                 | 1.0<br>1.1   | 926 James M. Wood Blvd., CIM Group, California Food Managers, Cadence Capital Investments Inc., GH Hollywood Investors                               | L.A. County, L.A. City   | 2<br>2011   | Michael Gonzales<br>Shareholder, Founder<br>(213) 279-6965                                      |  |
| 23   |  <b>Cerrell Associates Inc.</b><br>320 N. Larchmont Blvd.<br>Los Angeles 90004; cerrell.com                            | 0.8<br>1.7   | Allied Universal, HDR Engineering, Kiewit, Calif Water Association, TopGolf  | L.A. County, L.A. City, Long Beach, LAUSD, Metro, South Coast Air Quality Management District  | 4<br>1966   | Trevor Daley<br>President<br>(323) 466-3445   |  |
| 24   |  <b>Handelman Consulting Inc.</b><br>16633 Ventura Blvd., Suite 1220<br>Encino 91436; N/A                              | 0.4<br>0.6   | Cadence Development, Mount St. Mary's University, Shopcore Properties, Core Campus Investment Partners   | L.A. City, West Hollywood  | 1<br>1999   | Ira Handelman<br>President<br>(818) 990-0559  |  |

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