

THE LIST

LOBBYING FIRMS

Ranked by 2013 L.A. County fee income

► NEXT WEEK

The Largest Residential Developers in L.A. County

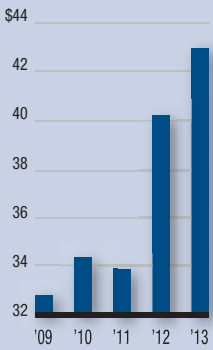
THE PACESETTER:

Englander Knabe & Allen is the top local lobbying firm with \$5 million in revenue from lobbying activities in Los Angeles County last year. The downtown L.A. firm represents the interests of its clients to more than 50 city and county governments in the region. The firm was founded in 2005 and currently has nine lobbyists registered in the county.

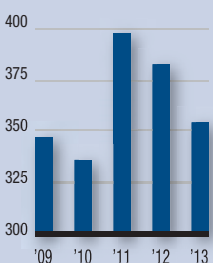
DEVELOPMENTS: Craig Lawson & Co. is working on several large developments in downtown Los Angeles and Hollywood, including the \$1 billion Metropolis project at Eighth Street downtown.

MILESTONE: Urban Solutions will celebrate the company's 10-year anniversary June 1.

More Dollars
Payments to lobbying firms from clients for work in the city of Los Angeles. (in millions)



Fewer Lobbyists
The number of lobbyists registered with the city of Los Angeles, by year.



Source: City of Los Angeles

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income ¹ • 2013 • 2012	Clients (partial list)	Entities Lobbied	Profile • registered lobbyists • headquarters • year founded	Top Local Executive • name • title • phone
1	Englander Knabe & Allen 801 S. Figueroa St., Suite 1050 Los Angeles 90017 englanderpr.com	\$5.0 \$4.7	AT&T, Enterprise, Motorola, Waste Management, Westfield	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro, 50 local cities	9 Los Angeles 2005	Harvey A. Englander Managing Partner (213) 741-1500
2	Ek & Ek 461 W. Sixth St., Suite 233 San Pedro 90731 ek-ek.com	4.1 3.3	Comcast-NBCUniversal, Motion Picture Association of America, Wal-Mart, Farmers Insurance, American Airlines	L.A. County, L.A. City, Long Beach, Santa Monica, LAUSD, Metro, all other cities in L.A. County	6 Los Angeles 2003	John Ek/ Esther Espinoza-Ek President/Vice President (310) 732-7900
3	Armbruster Goldsmith & Devlac LLP 11611 San Vicente Blvd., Suite 900 Los Angeles 90049 agd-landuse.com	3.3 5.3 ²	AEG, USC, Academy of Motion Pictures, Arts & Sciences, Target, Trammell Crow	L.A. County, L.A. City, Santa Monica, Beverly Hills, Culver City, Pasadena, Glendale	11 Los Angeles 2004	Dale Goldsmith Managing Partner (310) 209-8800
4	Sheppard Mullin Richter & Hampton LLP 333 S. Hope St., 48th Floor Los Angeles 90071 sheppardmullin.com	3.0 ² 2.6 ²	Millennium Partners, Champion Real Estate Co., Forest City Residential West Inc., Chinese Theatre LLC	L.A. County, L.A. City	11 Los Angeles 1927	Jack Rubens Partner (213) 620-1780
5	Craig Lawson & Co. LLC, Land Use Consultants 8758 Venice Blvd., Suite 200 Los Angeles 90034; craiglawson.com	2.4 1.6	Caruso Affiliated Holdings, Greenland US Holding (Metropolis), CIM Group, Hanover Co., Holland Partners	L.A. City, Beverly Hills, West Hollywood, Culver City	3 Los Angeles 1999	Craig E. Lawson President (310) 838-2400
6	Jeffer Mangels Butler & Mitchell LLP 1900 Avenue of the Stars, Seventh Floor Los Angeles 90067 jmbm.com	2.2 1.9	Tower Lane Properties Inc., Decron Properties Corp., Ronald A. Simms, iPic Entertainment	L.A. City	7 Los Angeles 1982	Benjamin M. Reznik Chairman of Government, Land Use, Environment & Energy Department (310) 203-8080
7	Afriat Consulting Group Inc. 4107 Magnolia Blvd. Burbank 91505 afriat.com	2.0 1.8	Wal-Mart, Pacific Design Center, Clear Channel Outdoor, IAC, Maximus Inc.	L.A. County, L.A. City, West Hollywood, Metro	4 Burbank 1985	Steven Afriat President (818) 450-2771
8	Correll Associates Inc. 320 N. Larchmont Blvd. Los Angeles 90004 correll.com	1.9 2.1	Alaska Airlines, American Beverage Association, Calif. Apartment Association of Los Angeles, Microsoft Corp.	L.A. County, L.A. City, Long Beach, Beverly Hills, West Hollywood, Metro, South Coast Air Quality Management District	9 Los Angeles 1966	Hal Dash Chairman, CEO (323) 466-3445
9	Arnie Berghoff & Associates 801 S. Figueroa St., Suite 1050 Los Angeles 90017 arnieberghoff.com	1.8 2.2	Cisco Systems, Oracle, WWT, Athens Services, Airbnb	L.A. County, L.A. City, LAUSD, Metro	3 Los Angeles 1998	Arnie S. Berghoff President (213) 623-3736
10	Latham & Watkins LLP 355 S. Grand Ave. Los Angeles 90071 lw.com	1.7 ² 1.8 ³	NBCUniversal Media LLC, Westfield LLC, Clear Channel Outdoor, Paramount Studios	L.A. County, L.A. City, Metro	20 N/A 1934	James Beaubien Office Managing Partner (213) 485-1234
11	Marathon Communications 8436 W. Third St., Suite 700 Los Angeles 90048 marathon-com.com	1.4 ¹ 1.1 ³	Casden Properties LLC, iStar Financial, DFS North America, Millennium Partners	L.A. County, L.A. City, Metro	5 Los Angeles 1982	Richard Lichtenstein President (323) 655-4660
12	Mayer Brown LLP 350 S. Grand Ave., 25th Floor Los Angeles 90071 mayerbrown.com	1.3 ¹ 0.7 ⁵	La Caze Development Co., Vopak Terminal Los Angeles Inc., Bloom Energy, Summit Media LLC	L.A. City	3 Chicago 1985	Philip Recht Partner in Charge (213) 229-9500
13	Kindel Gagan 550 S. Hope St., Suite 530 Los Angeles 90071 kindelgagan.com	1.2 1.6	Veolia Transportation, LA Auto Show, AT&T, United Airlines, Exelon Corp.	L.A. County, L.A. City	5 Los Angeles 2010	Maureen Kindel/ Michael Gagan Principals (213) 624-1550
14	Sage Advisors Inc. 550 S. Hope St., Suite 1910 Los Angeles 90071 sageadvisorsinc.com	0.9 ² 2.3 ³	AEG, Emerson College, Health Net Inc., Airbus Americas Inc.	L.A. County, L.A. City, Metro	3 Los Angeles 2003	Chris Modrzejewski Partner (213) 346-0400
15	Consensus Inc. 626 Wilshire Blvd., Suite 1000 Los Angeles 90017 consensusinc.com	0.7 ⁴ 1.4	M. David Paul & Associates, Burlington Northern and Santa Fe Railway, Philena Properties	L.A. City	1 Los Angeles 1986	Josh Gertler President (213) 438-1755
16	Urban Solutions LLC 235 S. San Pedro St., Suite 657 Los Angeles 90012 urbansolutionsla.com	0.7 0.6	Clear Channel Outdoor, NBCUniversal Media, Chrysler Group Realty Co., Forest City Residential	L.A. City	1 Los Angeles 2004	Morrie R. Goldman Principal (213) 689-4745
17	McCarty Co. LLC 700 S. Flower St., Suite 1100 Los Angeles 90017 mccartycompanyllc.com	0.6 0.5	AvalonBay, GH Palmer, Sares Regis, L&R Auto Parks	L.A. City	1 Los Angeles 1996	Tom McCarty President (213) 614-0960
18	Svorinich Government Affairs P.O. Box 6418 San Pedro 90734 svorinich.com	0.5 0.6	Rancho LPG Holdings LLP, LA Harbor Grain Terminal, Los Angeles Off-Airport Private Parking Association	L.A. County, L.A. City, Long Beach, cities in the Greater South Bay area	1 San Pedro 2001	Rudy Svorinich Jr. CEO, President (310) 547-9404
19	Mercury Public Affairs 444 S. Flower St., Suite 1530 Los Angeles 90071 mercurypublicaffairs.com	0.5 ² 0.6 ³	American Progressive Bag Alliance, California Restaurant Association	L.A. County, L.A. City, Metro	1 N/A N/A	Vanessa Rodriguez Sr. Vice President (213) 624-1380
20	Rosenheim & Associates Inc. 21550 Oxnard St., Suite 780 Woodland Hills 91367 raa-inc.com	0.4 0.3	El Cortez Motel, Warner Center Association, Los Angeles Jewish Home for the Aging	L.A. County, L.A. City	7 Los Angeles 1995	Brad M. Rosenheim CEO, President (818) 716-2689

¹ In millions.
² Information for city of L.A. and L.A. County only.
³ Information for city of L.A., L.A. County and Metro only.
⁴ Information for city of L.A. only.
⁵ Information for city of L.A. and Metro only.
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. ©2014 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 the YGS Group, (800) 290-5460 ext. 100.

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