# THE LIST

## LOBBYING FIRMS

Ranked by 2017 L.A. County fee income

| Rank | | Firm • name • address • website | L.A. County Lobbying Fee Income • 2017 • 2016 (in millions) | Clients (partial list) | Entities Lobbied | Profile • registered lobbyists • year founded | Top Local Executive • name • title • phone |
|---|---|---|---|---|---|---|---|
| 1 | EKA | **Englander Knabe & Allen**<br>801 S. Figueroa St., Suite 1050<br>Los Angeles 90017; ekapr.com | **$8.3**<br>$7.1 | AT&T, Enterprise, Motorola, UCBA Trade Association, Waste Management Inc. | L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, LAUSD, Metro, Orange, Ventura, Riverside, San Bernardino counties | 14<br>2005 | Matt Knabe<br>Managing Partner<br>(213) 741-1500 |
| 2 | EK, SUNKIN & BAI | **Ek Sunkin & Bai**<br>300 S. Grand Ave., Suite 2750<br>Los Angeles 90071; ek-sunkin.com | **8.2**<br>7.1 | American Airlines, MPAA, Comcast-NBC, Live Nation, Clear Channel, Coca-Cola, Aecom, Public Storage | L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro | 9<br>2003 | John Ek<br>Managing Partner<br>(310) 732-7900 |
| 3 | DLA PIPER | **DLA Piper**[1]<br>633 W. 5th St., Suite 3200<br>Los Angeles 90071; dlapiper.com | **6.5**<br>5.2 | N/A | L.A. City, West Hollywood, Metro | 10<br>2005 | Jerry Neuman<br>Partner<br>(213) 694-3100 |
| 4 | JMBM | **Jeffer Mangels Butler & Mitchell**<br>1900 Avenue of the Stars, Seventh Floor<br>Los Angeles 90067; jmbm.com | **5.0**<br>3.5 | Jia Yuan USA Co. Inc., Essex Property Trust, Legado Co., Cecil Hotel, Yamashiro | L.A. County, L.A. City, Santa Monica, Culver City, Burbank, Glendale, Claremont, Malibu | 8<br>1982 | Benjamin M. Reznik<br>Chairman<br>(310) 203-8080 |
| 5 | ARMBRUSTER GOLDSMITH & DELVAC LLP | **Armbruster Goldsmith & Devlac**<br>12100 Wilshire Blvd., Suite 1600<br>Los Angeles 90025; agd-landuse.com | **4.1**<br>3.8[2] | USC, Lucas Museum, Trammell Crow, Suncal, Onni Group | L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, Metro, Culver City, Pasadena, El Segundo | 12<br>2004 | Dale Goldsmith<br>Managing Partner<br>(310) 209-8800 |
| 6 | | **Craig Lawson & Co., Land Use Consultants**<br>3221 Hutchison Ave., Suite D<br>Los Angeles 90034; craiglawson.com | **3.5**<br>3.5 | Greenland US Holding, Caruso, Jamison Properties, Mitsui Fudosan America, Lincoln Property Co. | L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Culver City, Inglewood | 3<br>1999 | Craig E. Lawson<br>President<br>(310) 838-2400 |
| 7 | arnie berghoff & associates | **Arnie Berghoff & Associates**<br>801 S. Figueroa St., Suite 1050<br>Los Angeles 90017; arnieberghoff.com | **3.3**<br>2.8 | Cisco, Oracle, World Wide Technology Inc., Airbnb, Motorola, Axon/Taser | L.A. County, L.A. City, Metro | 3<br>1998 | Arnie S. Berghoff<br>President<br>(213) 623-3736 |
| 8 | SheppardMullin | **Sheppard Mullin Richter & Hampton**<br>333 S. Hope St., 43rd Floor<br>Los Angeles 90071; sheppardmullin.com | **2.5**<br>1.8[3] | Lightstone DTLA, Hollywood International Regional Center, LLJ Adler Warner Ventures, Hudson Pacific Properties, Habita Arts District | L.A. City | 10<br>1927 | Jack Rubens<br>Partner<br>(213) 620-1780 |
| | ACG | **Afriat Consulting Group Inc.**<br>4107 Magnolia Blvd.<br>Burbank 91505; afriat.com | **2.5**<br>2.4 | Equity Residential, Arts Club, IMT Capital, Clear Channel Outdoor, Maximus | L.A. County, L.A. City, West Hollywood, Metro, City of Santa Clarita | 3<br>1985 | Steven Afriat<br>CEO<br>(818) 450-2770 |
| 10 | EK, TORRES & MOLINA | **Ek Torres & Molina**<br>461 W. Sixth St., Suite 233<br>San Pedro 90731; ektorresmolina.com | **2.3**<br>2.0 | Park N Fly, JC Decaux, Big Belly Solar, San Pedro Fish Market | L.A. County, L.A. City, Long Beach | 3<br>2012 | John Ek<br>Partner<br>(310) 732-0224 |
| 11 | Glaser Weil | **Glaser Weil**<br>333 S. Hope St., Suite 2610<br>Los Angeles 90071; glaserweil.com | **2.0**<br>2.0[3] | California Hotel & Lodging Association, Enwave Energy Corp., Los Angeles Police Protective League, Merlone Geier Partners, Taubman Co. | L.A. City, Beverly Hills, West Hollywood | 5<br>1988 | Timothy B. McOsker<br>Partner<br>(310) 553-3000 |
| | KINDEL GAGAN | **Kindel Gagan**<br>550 S. Hope St., Suite 530<br>Los Angeles 90071; kindelgagan.com | **2.0**[4]<br>2.0[3] | Central City East Association, Trammell Crow Residential, Palisades Capital Partners, AT&T | L.A. County, L.A. City | N/A<br>2010 | Maureen Kindel<br>Michael Gagan<br>Principals<br>(213) 624-1550 |
| | manatt | **Manatt Phelps & Phillips**<br>11355 W. Olympic Blvd.<br>Los Angeles 90064; manatt.com | **2.0**<br>1.2 | Mount Saint Mary's University, Kilroy Realty Corp., Public Storage, Regency Outdoor Advertising Inc., Athens Services | L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, Metro, City of Irwindale, City of Montebello, City of Malibu, City of La Mirada | 12<br>1965 | William Quicksilver<br>CEO, Managing Partner<br>(310) 312-4000 |
| | CERRELL | **Cerrell Associates Inc.**<br>320 N. Larchmont Blvd.<br>Los Angeles 90004; cerrell.com | **2.0**<br>2.7 | Allied Universal, ABM Parking Services, Bombardier, PBF Energy, HDR Engineering | L.A. County, L.A. City, Long Beach, Beverly Hills, LAUSD, Metro, SCAQMD | 3<br>1966 | Hal Dash<br>CEO, Chairman<br>(323) 466-3445 |
| 15 | LATHAM&WATKINS LLP | **Latham & Watkins**<br>355 S. Grand Ave.<br>Los Angeles 90071; lw.com | **1.7**<br>1.5[2] | Westfield Corp., LAFC Sports, Providence Tarzana Medical Center, CORE/Related Grand Ave. | L.A. County, L.A. City, Metro | 21<br>1934 | Maria Hoye<br>Partner<br>(213) 485-1234 |
| | M | **Marathon Communications**<br>5900 Wilshire Blvd., Suite 1550<br>Los Angeles 90036; marathon-com.com | **1.7**<br>1.7[2] | Millennium Partners, Kaiser Permanente, AvalonBay Communities, Republic Services, Trammell Crow Co. | L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Burbank, Pasadena | 7<br>1982 | Richard Lichtenstein<br>President<br>(323) 655-4660 |
| 17 | M | **M Strategic Communications**<br>550 S. Hope St., Suite 1910<br>Los Angeles 90071; mstrategiccomms.com | **1.6**[4]<br>1.6[3] | AEG, First Solar Inc., LAFC Sports, Regency, IBEW Local 18 | L.A. City | N/A<br>2013 | Chris Modrzejewski<br>Principal<br>(213) 346-0400 |