

THE LIST

LOBBYING FIRMS

Ranked by 2014 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 \$5.6 million in revenue from lobbying activities in L.A. County last year. That's up \$600,000 from 2013. The downtown L.A. firm lobbies Los Angeles County and most of its cities as well as Orange, San Bernardino and Riverside counties. The firm was founded in 2005 and has 11 registered lobbyists.

NEW: Ek & Sunkin was founded last year focusing on development, energy and crisis management in Los Angeles County.

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income ¹ • 2014 • 2013	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; ekapr.com	\$5.6 \$5.0	AT&T, Enterprise, Nederlander, Motorola, City of Ontario	65 L.A. County cities, Los Angeles, Orange, Ventura, Riverside, San Bernardino counties	11 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	4.8 4.1	Comcast-NBCUniversal, Motion Picture Association of America, Wal-Mart, Live Nation	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 President (310) 732-7900
3	Armbruster Goldsmith & Deviac 11611 San Vicente Blvd., Suite 900 Los Angeles 90049; agd-landuse.com	3.8 3.3	AEG, USC, Academy of Motion Pictures, Arts & Sciences, Related, Costco	L.A. County, L.A. City, Santa Monica, Beverly Hills, Culver City, Pasadena, El Segundo	11 Los Angeles 2004	Dale Goldsmith Managing Partner (310) 209-8800
4	Craig Lawson & Co., Land Use Consultants 8758 Venice Blvd., Suite 200 Los Angeles 90034; craiglawson.com	2.8 2.4	Greenland US Holding, Hanover Co., Holland Partners, Kaiser Permanente	L.A. City, Beverly Hills, West Hollywood, Culver City	3 Los Angeles 1999	Craig E. Lawson President (310) 838-2400
5	Cerrell Associates Inc. 320 N. Larchmont Blvd. Los Angeles 90004; cerrell.com	2.5 1.9	Alaska Airlines, American Beverage Assn., Angeles, HDR Engineering, Uber Technologies	L.A. County, L.A. City, Long Beach, Beverly Hills, West Hollywood, Metro, SCAQMD	9 Los Angeles 1966	Hal Dash Chairman, CEO (323) 466-3445
6	Arnie Berghoff & Associates 801 S. Figueroa St., Suite 1050 Los Angeles 90017; arnieberghoff.com	2.4 1.8	Cisco Systems, Oracle, WWI, Athens Services, Airbnb	L.A. County, L.A. City, LAUSD, Metro	3 Los Angeles 1998	Arnie S. Berghoff President (213) 623-3736
7	Jeffer Mangels Butler & Mitchell 1900 Avenue of the Stars, Seventh Floor Los Angeles 90067; jmbm.com	2.4 2.2	Essex Realty Trust, Tower Lane Properties Inc., Amalgamated Bank	L.A. City	5 Los Angeles 1982	Benjamin M. Reznik Chairman (310) 203-8080
8	Afriat Consulting Group Inc. 4107 Magnolia Blvd. Burbank 91505; afriat.com	2.1 2.0	Crescent Heights, JMB Realty Corp., Pacific Design Center, Clear Channel Outdoor	L.A. County, L.A. City, West Hollywood, Metro, City of Santa Clarita	4 Burbank 1985	Steven Afriat President (818) 450-2771
9	Latham & Watkins 355 S. Grand Ave. Los Angeles 90071; lw.com	1.6 ² 1.7 ²	NBCUniversal Media, Westfield, Clear Channel Outdoor, Paramount Studios	L.A. County, L.A. City, Metro	15 N/A 1934	Maria Hoyer Partner (213) 485-1234
10	Kindel Gagan 550 S. Hope St., Suite 530 Los Angeles 90071; kindelgagan.com	1.6 ² 1.2	LA Auto Show, AT&T, United Airlines, Hudson Group	L.A. County, L.A. City	6 Los Angeles 2010	Maureen Kindel/ Michael Gagan Principals (213) 624-1550
11	Glaser Weil 333 S. Hope St., Suite 3700 Los Angeles 90071; glaserweil.com	1.4 ³ 0.0	Brookfield Office Properties, Nederlander of California Inc., Sunset Equity Partners	L.A. City	4 Los Angeles 1988	Timothy McOsker Partner (310) 553-3000
12	Ek & Molina 461 W. Sixth St., Suite 233 San Pedro 90731; N/A	1.4 0.9	Parsons Brinkerhoff, Menzies, Park N Fly, JC Decaux, Signature Aviation	L.A. City, Long Beach	2 Los Angeles 2012	John Ek Partner (310) 732-0224
13	Liner 633 W. Fifth St., 32nd Floor Los Angeles 90071; linerlaw.com	1.4 ³ 0.0	Champion Real Estate Co., Millennium Partners, Jia Yuan USA Co. Inc., Tatsu Ramen	L.A. City	5 Los Angeles 1996	Jerry Neuman Partner (213) 694-3100
14	Ek & Sunkin 1201 W. Fifth St., Suite M-250 Los Angeles 90017; N/A	1.1 0.0	Pacific Maritime Association, Tribune Co., Breitburn, McCourt Global, Interstate-Decaux	L.A. County, L.A. City, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro	2 Los Angeles 2014	John Ek Partner (213) 534-3110
15	Marathon Communications 5900 Wilshire Blvd., Suite 1550 Los Angeles 90036; marathon-com.com	1.0 ³ 1.4 ³	Millennium Partners, iStar Financial, DFS North America, Ratkovich Co.	L.A. County, L.A. City, Metro	8 Los Angeles 1982	Richard Lichtenstein President (323) 655-4660
16	Sheppard Mullin 333 S. Hope St., 43rd Floor Los Angeles 90071; sheppardmullin.com	1.0 ² 3.0 ²	Millennium Partners, Champion Real Estate Co., Chinese Theatre	L.A. County, L.A. City	7 Los Angeles 1927	Jack Rubens Partner (213) 620-1780
17	Svorinich Government Affairs P.O. Box 6418 San Pedro 90734; svorinich.com	0.9 0.5	Rancho LPG Holdings, LA Harbor Grain Terminal, L.A. Off-Airport Private Parking Assn.	L.A. County, L.A. City, Long Beach, Metro, cities in the Greater South Bay area	1 San Pedro 2001	Rudy Svorinich Jr. CEO, President (310) 547-9404
18	M Strategic Communications 550 S. Hope St., Suite 1910 Los Angeles 90071; mstrategiccomms.com	0.9 ³ 0.5 ³	AEG, Emerson College, Health Net Inc., Airbus Americas Inc.	L.A. City	1 Los Angeles 2013	Chris Modrzejewski Principal (213) 346-0400
19	Urban Solutions 200 S. Los Angeles St., Suite 311 Los Angeles 90012; urbansolutionsla.com	0.7 0.7	Clear Channel Outdoor, Grand Avenue L.A., Chrysler Group Realty Co., Carmel Partners	L.A. City	1 Los Angeles 2004	Morrie R. Goldman Principal (213) 689-4745
20	Psomas 555 S. Flower St., Suite 4400 Los Angeles 90071; psomas.com	0.7 ² 0.2 ²	Greenland US Consulting Group, NBCUniversal Media, Brookfield Residential	L.A. City	4 Los Angeles 1946	Joel Miller V.P., Principal (213) 223-1400
21	Rosenheim & Associates Inc. 21600 Oxnard St., Suite 630 Woodland Hills 91367; raa-inc.com	0.7 0.4	El Cortez Motel, Metric Holdings Inc., Gonzales Goodale Architects, Warner Center Assn.	L.A. City	8 Los Angeles 1995	Brad M. Rosenheim CEO, President (818) 716-2689
22	Kirra Consulting 11100 Santa Monica Blvd., Suite 260 Los Angeles 90025; kirraconsulting.com	0.6 ³ 0.1 ³	Live Nation Entertainment Inc., San Pedro Waterfront, Herbalife	L.A. City	2 Los Angeles 2008	Joshua Perttula President (877) 651-6672
23	Handelman Consulting 16633 Ventura Blvd., Suite 1220 Encino 91436; N/A	0.6 ³ 0.4 ³	IMT Capital, Robertson Properties Group, Essex Property Trust	L.A. City	1 Encino 2003	Ira Handelman President (818) 990-0559
24	Veronica Perez & Associates 655 S. Hope St., Suite 1208 Los Angeles 90017; veronicaperez.com	0.6 ³ 0.3 ³	Arcadis US Inc., Outfront Media, McDonald's Corp.	L.A. City	1 Los Angeles 2013	Veronica Perez CEO, President (213) 221-7161
25	McCarty Co. 800 W. Sixth St., Suite 1020 Los Angeles 90017; mccartycompanyllc.com	0.4 0.6	AvalonBay, GH Palmer, Associated Estates, Wolff Company, L&R Auto Parks	L.A. City	1 Los Angeles 1996	Tom McCarty President (213) 614-0960

¹ In millions.

² Information for city of L.A. and L.A. County only.

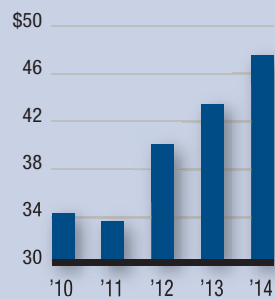
³ Information for city of L.A. only.

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. ©2015 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.

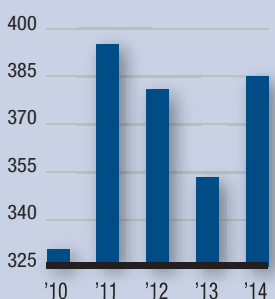
Lobby Hobby

Fees to Los Angeles lobbying firms are on the rise. (in millions)



It Registers

After a dip, the number of lobbyists registered with the City of Los Angeles rebounded last year.



Source: City of Los Angeles

Researched by David Nusbaum