

THE LIST

LOBBYING FIRMS

Ranked by 2015 L.A. County fee income

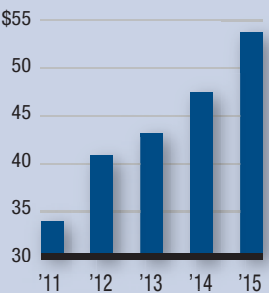
THE PACESETTER: Englander Knabe & Allen posted the most revenue from lobbying activities in L.A. County last year. The downtown L.A. firm lobbies the counties of Los Angeles, Orange, Ventura, San Bernardino, and Riverside counties and many of the cities within them. The firm was founded in 2005 and has 11 lobbyists registered in Los Angeles County.

FIRM: Ek Sunkin Klink & Bai is a new partnership formed from the firms Ek & Ek and Ek & Sunkin. The public affairs, strategic communication, and government advocacy firm represents clients at the local, regional, state, and federal levels.

PARTNER: Ek Torres & Molina was established by John Ek and Mike Molina in 2012. Courtney Torres joined as a partner this year.

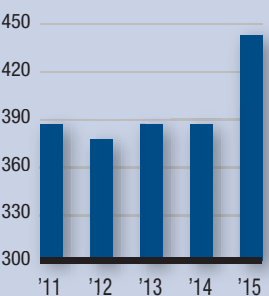
Big Spenders

Payments to lobbying firms from clients for the city of Los Angeles continued their upward trajectory last year. (in millions)



Lobby Count

The number of lobbyists registered with the city of Los Angeles jumped last year.



Source: City of Los Angeles

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income ¹ • 2015 • 2014	Clients (partial list)	Entities Lobbied	Profile • registered lobbyists • headquarters • year founded	Top Executive • name • title • phone
1	Englander Knabe & Allen 801 S. Figueroa St., Suite 1050 Los Angeles 90017; ekapr.com	\$6.3 \$5.6	AT&T, Enterprise, HNTB, Motorola, UCBA Trade Association	all L.A. County cities, LAUSD, Metro, L.A., Orange, Ventura, Riverside, San Bernardino counties	11 Los Angeles 2005	Harvey A. Englander Founding Partner (213) 741-1500
2	Ek Sunkin Klink & Bai 300 S. Grand Ave., Suite 2750 Los Angeles 90071; ek-sunkin.com	6.0 1.1	American Airlines, MPAA, Comcast-NBC, Live Nation, Wal-Mart, Clear Channel	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro	8 Los Angeles 2003	John Ek Founding Partner (310) 732-7900
3	Armbruster Goldsmith & Devlac 12100 Wilshire Blvd., Suite 1600 Los Angeles 90025; agd-landuse.com	4.0 3.8	AEG, USC, Academy of Motion Pictures Arts and Sciences, Related, Costco	L.A. County, L.A. City, Santa Monica, Beverly Hills, Culver City, Pasadena, El Segundo	12 Los Angeles 2004	Dale Goldsmith Managing Partner (310) 209-8800
4	Cerrell Associates Inc. 320 N. Larchmont Blvd. Los Angeles 90004; cerrell.com	3.4 2.5	Alaska Airlines, Calif. Apartment Association of L.A., HDR Engineering, Microsoft	L.A. County, L.A. City, Long Beach, Beverly Hills, West Hollywood, Metro, SCAQMD	7 Los Angeles 1966	Hal Dash Chairman, CEO (323) 466-3445
5	Craig Lawson & Co., Land Use Consultants 3221 Hutchison Ave., Suite D Los Angeles 90034; craiglawson.com	2.9 2.8	Greenland US Holding, Hanover Co., Holland Partners, Carmel Partners, Kaiser Permanente	L.A. City, Beverly Hills, West Hollywood, Culver City, Inglewood	3 Los Angeles 1999	Craig E. Lawson President (310) 838-2400
6	Liner 633 W. Fifth St., 32nd Floor Los Angeles 90071; linerlaw.com	2.9 1.4	Jia Yuan USA Co. Inc., Harridge Development Group, Champion Real Estate, Atlas Capital Group	L.A. City	9 Los Angeles 1996	Jerry Neuman Partner (213) 694-3100
7	Arnie Berghoff & Associates 801 S. Figueroa St., Suite 1050 Los Angeles 90017; arnieberghoff.com	2.7 2.4	Cisco Systems, Oracle, WWT, Airbnb, Uber	L.A. County, L.A. City, Metro	2 Los Angeles 1998	Arnie S. Berghoff President (213) 623-3736
8	Jeffer Mangels Butler & Mitchell 1900 Avenue of the Stars, Seventh Floor Los Angeles 90067; jmbm.com	2.4 2.4	Jia Yuan USA Co. Inc., Essex Property Trust, Legado Cos.	L.A. City	6 Los Angeles 1982	Benjamin M. Reznik Chairman (310) 203-8080
9	Kindel Gagan 550 S. Hope St., Suite 530 Los Angeles 90071; kindelgagan.com	2.1 ² 1.6 ²	LA Auto Show, AT&T, United Airlines, Central City East Association	L.A. County, L.A. City	6 Los Angeles 2010	Maureen Kindel Michael Gagan Principals (213) 624-1550
10	Afriat Consulting Group Inc. 4107 Magnolia Blvd. Burbank 91505; afriat.com	2.0 2.1	Crescent Heights, Pacific Design Center, Clear Channel Outdoor, Faring Capital	L.A. County, L.A. City, West Hollywood, Metro, City of Santa Clarita	3 Burbank 1985	Steven Afriat President (818) 450-2771
11	Ek Torres & Molina 461 W. Sixth St., Suite 233 San Pedro 90731; ektorresmolina.com	1.7 1.4	Parsons Brinkerhoff, Park N Fly, JC Decaux, Big Belly Solar, Swissair, San Pedro Fish Market	L.A. County, L.A. City, Long Beach, LAWA, Port of Los Angeles	3 Los Angeles 2012	John Ek Partner (310) 732-0224
12	Svorinich Government Affairs P.O. Box 6418 San Pedro 90734; svorinich.com	1.6 0.9	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
13	Glaser Weil 333 S. Hope St., Suite 3700 Los Angeles 90071; glaserweil.com	1.5 ³ 1.4 ³	Niederlander of California Inc., LA Taxi Cooperative, Merlone Geier Partners	L.A. City	5 Los Angeles 1988	Timothy McOsker Partner (310) 553-3000
14	Latham & Watkins 355 S. Grand Ave. Los Angeles 90071; lw.com	1.3 ³ 1.6 ²	NBCUniversal Media, Westfield, Clear Channel Outdoor, Paramount Studios	L.A. County, L.A. City, Metro	15 N/A 1934	Jeffrey B. Greenberg Managing Partner (213) 485-1234
15	Marathon Communications 5900 Wilshire Blvd., Suite 1550 Los Angeles 90036; marathon-com.com	1.1 ³ 1.0 ³	Academy of Motion Picture Arts and Sciences, Townscape Partners, iStar Financial	L.A. County, L.A. City, Metro	8 Los Angeles 1982	Richard Lichtenstein President (323) 655-4660
16	Rosenheim & Associates Inc. 21600 Oxnard St., Suite 630 Woodland Hills 91367; raa-inc.com	1.0 0.7	Daniel Bernstein & Associates Inc., Line 204, Majestic Asset Management, Carmel Partners	L.A. City	8 Los Angeles 1995	Brad M. Rosenheim CEO, President (818) 716-2689
17	three6ixty 4309 Overland Ave. Culver City 90230; three6ixty.net	1.0 ³ 0.5 ³	Bolour Associates, CIM Group, UrbanBlox, Wiseman Residential	L.A. City	2 Culver City 2007	Dana Sayles Managing Partner (310) 204-3500
18	Kirra Consulting 11100 Santa Monica Blvd., Suite 260 Los Angeles 90025; kirraconsulting.com	0.9 ³ 0.6 ³	Live Nation Entertainment Inc., Lyft, Philips North America, American Airlines, CH2M Hill	L.A. County, L.A. City, Santa Monica, Metro	2 Los Angeles 2008	Joshua Perttula President (877) 651-6672
19	M Strategic Communications 550 S. Hope St., Suite 1910 Los Angeles 90071; mstrategiccomms.com	0.9 ³ 0.9 ³	AEG, LAFC Sports, IBEW Local 11, Tesoro Corp.	L.A. City	1 Los Angeles 2013	Chris Modrzejewski Principal (213) 346-0400
20	Psomas 555 S. Flower St., Suite 4400 Los Angeles 90071; psomas.com	0.8 ² 0.7 ²	DTLA South Park Properties, NBCUniversal Media, Reliable Properties Inc.	L.A. County, L.A. City	4 Los Angeles 1946	Joel Miller V.P., Principal (213) 223-1400
21	Urban Solutions 200 S. Los Angeles St., Suite 311 Los Angeles 90012; urbansolutionsla.com	0.8 0.7	Clear Channel Outdoor, Related California, Carmel Partners, Lightstone, PayLock IPT	L.A. City	1 Los Angeles 2004	Morrie R. Goldman Principal (213) 689-4745
22	Manatt Phelps & Phillips 11355 W. Olympic Blvd. Los Angeles 90064; manatt.com	0.8 ³ 0.5 ²	Live Nation Entertainment Inc., Regency Outdoor Advertising, Horacek, Bonnis Properties	L.A. County, L.A. City	11 Los Angeles 1965	William Quicksilver CEO, Managing Partner (310) 312-4000
23	Handelman Consulting 16633 Ventura Blvd., Suite 1220 Encino 91436; N/A	0.7 ³ 0.6 ³	IMT Capital, Robertson Properties Group, Essex Property Trust	L.A. City	1 Encino 2003	Ira Handelman President (818) 990-0559
24	Sheppard Mullin 333 S. Hope St., 43rd Floor Los Angeles 90071; sheppardmullin.com	0.7 ² 1.0 ²	Hudson Capital, McCadden Plaza	L.A. County, L.A. City	7 Los Angeles 1927	Jack Rubens Partner (213) 620-1780
25	Veronica Perez & Associates 655 S. Hope St., Suite 1208 Los Angeles 90017; veronicaperez.com	0.6 0.6	Arcadis US Inc., Outfront Media, McDonald's Corp., Fox Entertainment, Dart Container	L.A. County, L.A. City, Metro, LACCD	1 Los Angeles 2013	Veronica Perez CEO, President (213) 221-7161

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

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