



Bloomberg Government

Lead and Succeed: 2019 Top-Performing Lobbying Firms

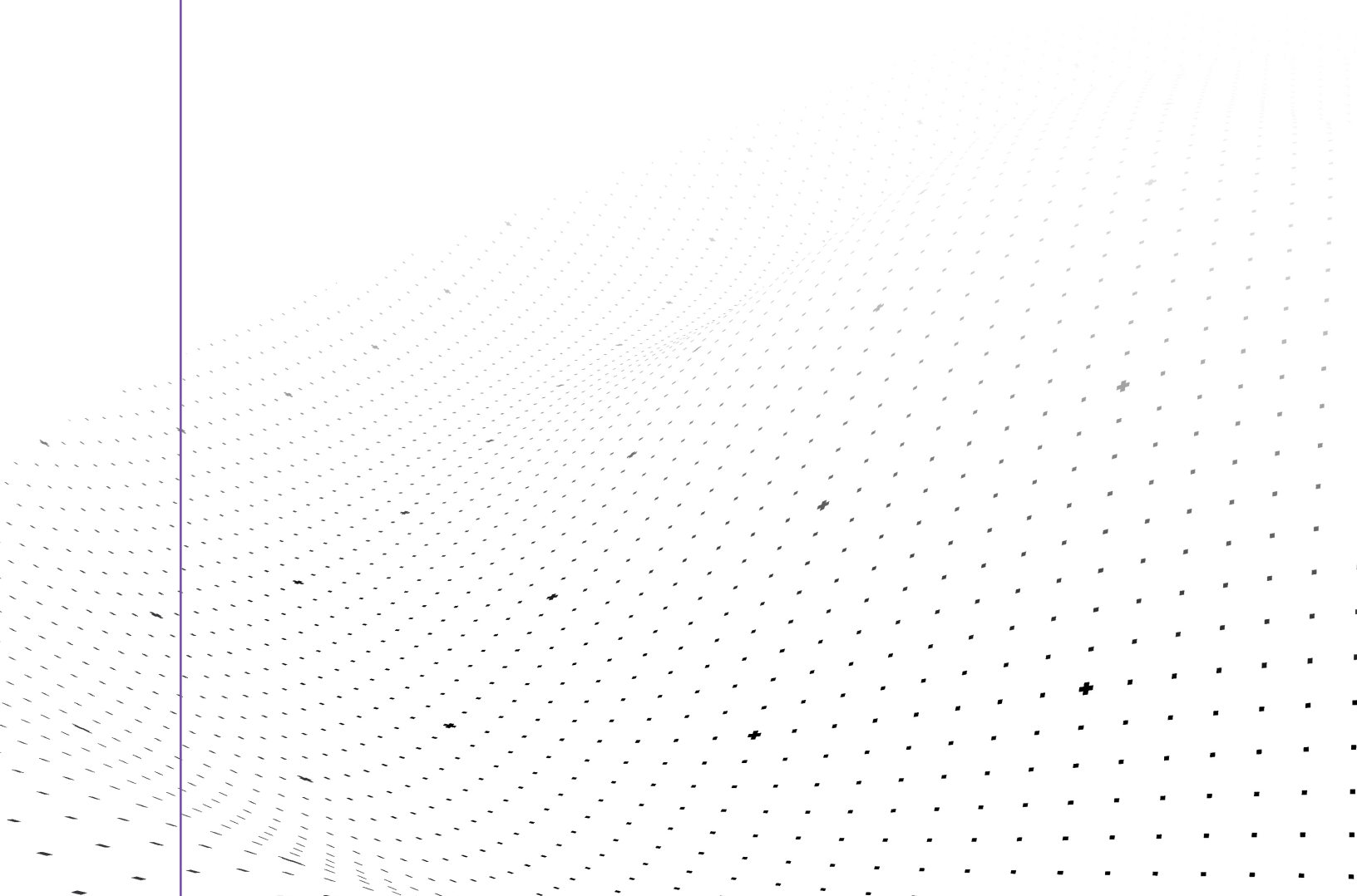


Table of Contents

3	Behind the Data
4	High-Performing Lobbying Firms of 2019
11	Lobbying Industry Overview
12	Firms With Largest Increase in Revenue
13	Firms With Highest Revenue Growth
15	Firms With Perfect Short-Term Client Retention
16	Firms With Perfect Long-Term Client Retention
17	Firms With High Employee Profitability
21	Firm Profile Lookup
22	Appendix

Behind the Data

Bloomberg Government looked at the 2,139 registered lobbying firms that filed Lobbying Disclosure Act reports with the Senate during 2019. This report focuses on lobbying activity of 302 top lobbying firms – those that reported \$1 million or more in revenue in 2019.

Every year, BGOV identifies top-performing firms, measured by five critical business performance metrics. Bloomberg Government's standout firms exhibited growth in revenue and average revenue per client; high short- and long-term customer retention rates; and exceptional revenue per registered lobbyist.

Detailed analysis of fourth-quarter and full-year activity for every registered lobbying firm and lobbying client is currently available on Bloomberg Government.

High-Performing Lobbying Firms of 2019

Standout	Lobbying Firm	2019 Revenue
	Akin Gump Strauss Hauer & Feld LLP	\$43.0M
	Brownstein Hyatt Farber Schreck LLP	\$40.9M
	BGR Government Affairs LLC	\$29.2M
	Holland & Knight LLP	\$24.7M
	Cornerstone Government Affairs Inc.	\$23.3M
	Squire Patton Boggs US LLP	\$22.3M
	Ballard Partners Inc.	\$18.9M
	K&L Gates LLP	\$18.2M
	Capitol Counsel LLC	\$17.9M
	Covington & Burling LLP	\$16.4M
	Invariant LLC	\$16.4M
	Van Scoyoc Associates Inc.	\$15.8M
	Peck Madigan Jones & Stewart Inc.	\$15.6M
	Mehlman Castagnetti Rosen & Thomas Inc.	\$15.4M
	Cassidy & Associates Inc.	\$14.9M
	Forbes Tate LLC	\$14.6M
	Alpine Group Inc.	\$14.3M
	American Continental Group Inc.	\$13.6M
	Williams & Jensen PLLC	\$13.6M
	Crossroads Strategies LLC	\$13.4M
	Fierce Government Relations LLC	\$13.0M
	Capitol Tax Partners LLP	\$12.6M
	Elmendorf Strategies LLC	\$12.6M
	Hogan Lovells US LLP	\$12.5M
	Thorn Run Partners LLC	\$12.1M
	Harbinger Strategies LLC	\$11.7M
	Ogilvy Government Relations	\$11.1M
	Tarplin Downs & Young LLC	\$10.2M
	Mercury Public Affairs LLC	\$9.4M
	CGCN Group LLC	\$9.3M
	Monument Advocacy	\$9.0M
	S-3 Group LLC	\$8.9M
	Step toe & Johnson LLP	\$8.8M
	DLA Piper LLP	\$8.7M
	Greenberg Taurig LLP	\$8.6M
	Alston & Bird LLP	\$8.6M
	Duberstein Group Inc.	\$8.2M
	Miller Strategies LLC	\$8.1M
	Venable LLP	\$7.8M
	Arnold & Porter Kaye Scholer LLP	\$7.7M
	Nickles Group LLC	\$7.6M
	Ernst & Young LLP	\$7.4M



These firms exceeded performance metrics based on the methodology listed on page 18.

Standout	Lobbying Firm	2019 Revenue
	Polaris Consulting LLC	\$7.3M
	Glover Park Group LLC	\$7.1M
	Bracewell LLP	\$7.0M
	Venn Strategies LLC	\$6.9M
	McGuireWoods Consulting LLC	\$6.6M
	Federal Advocates Inc.	\$6.2M
	Capitol Hill Consulting Group	\$6.2M
	Kountoupes Denham Carr & Reid LLC	\$6.2M
	Smith-Free Group Inc.	\$6.2M
	Roberti Global LLC	\$6.1M
	Signal Group	\$6.0M
	Polsinelli PC	\$6.0M
	Navigators Global LLC	\$5.9M
	Russell Group Inc.	\$5.8M
	Cypress Advocacy LLC	\$5.7M
	Foley & Lardner LLP	\$5.7M
	FTI Government Affairs	\$5.5M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$5.4M
	Ferguson Group LLC	\$5.4M
	King & Spalding LLP	\$5.4M
	Farragut Partners LLP	\$5.3M
	Alcalde & Fay Ltd.	\$5.3M
	Bockorny Group Inc.	\$5.3M
	Hobart Hallaway & Quayle Ventures LLC	\$5.2M
	Washington Tax & Public Policy Group LLC	\$5.2M
	Wilmer Cutler Pickering Hale & Dorr LLP	\$5.2M
	Avenue Solutions LLC	\$5.1M
	Baker & Hostetler LLP	\$5.1M
	Cavarocchi Ruscio Dennis Associates LLC	\$5.1M
	Kelley Drye & Warren LLP	\$5.1M
	Nelson Mullins Riley & Scarborough LLP	\$5.1M
	Franklin Square Group LLC	\$5.1M
	Barnes & Thornburg LLP	\$5.0M
	Lewis-Burke Associates LLC	\$5.0M
	Porterfield Fettig & Sears LLC	\$4.9M
	Strategic Marketing Innovations Inc.	\$4.9M
	Roosevelt Group LLC	\$4.9M
	Clark Hill PLC	\$4.8M
	Carmen Group Inc.	\$4.7M
	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$4.7M
	Lincoln Policy Group LLC	\$4.7M
	Winning Strategies Washington	\$4.4M
	Van Ness Feldman LLP	\$4.3M
	McManus Group LLC	\$4.3M

Standout	Lobbying Firm	2019 Revenue
	Prime Policy Group LLC	\$4.2M
	Cormac Group LLP	\$4.2M
	Dentons US LLP	\$4.1M
	Rich Feuer Group	\$4.1M
	Jeffrey J Kimbell & Associates Inc.	\$4.1M
	Innovative Federal Strategies LLC	\$4.1M
	Sidley Austin LLP	\$4.0M
	Powers Pyles Sutter & Verville PC	\$4.0M
	Arent Fox LLP	\$3.9M
	McDermott Will & Emery LLP Inc.	\$3.8M
	JA Green & Co.	\$3.8M
	Husch Blackwell Strategies LP	\$3.7M
	Faegre Baker Daniels Consulting LLP	\$3.7M
	NVG LLC	\$3.6M
	Breaux Lott Leadership Group LLC	\$3.6M
	W Strategies LLC	\$3.6M
	Cozen O'Connor Public Strategies	\$3.5M
	Drinker Biddle & Reath LLP	\$3.5M
	GrayRobinson PA	\$3.5M
	O'Brien Gentry & Scott LLC	\$3.5M
	Wiley Rein LLP	\$3.5M
	Livingston Group LLC	\$3.4M
	Cogent Strategies LLC	\$3.4M
	Blank Rome Government Relations LLC	\$3.4M
	Adams and Reese LLP	\$3.4M
	Nathanson & Hauck	\$3.4M
	Todd Strategy LLC	\$3.2M
	McAllister & Quinn LLC	\$3.2M
	VH Strategies	\$3.2M
	Buchanan Ingersoll & Rooney PC	\$3.2M
	West Front Strategies LLC	\$3.1M
	Republic Consulting LLC	\$3.1M
	Alignment Government Strategies	\$3.1M
	Pace LLP	\$3.1M
	Group DC LLC	\$3.1M
	Olsson Frank Weeda Terman Matz PC	\$3.0M
	American Defense International Inc.	\$3.0M
	Simmons & Russell Group LLC	\$3.0M
	Daly Consulting Group LLC	\$3.0M
	Mayer Brown LLP	\$2.9M
	OBC Group LLC	\$2.9M
	Penn Hill Group	\$2.9M
	Federal Hall Policy Advisors LLC	\$2.8M
	Merchant McIntyre & Associates LLC	\$2.8M

Standout	Lobbying Firm	2019 Revenue
	Federal Policy Group LLC	\$2.8M
	Townsend Public Affairs Inc.	\$2.8M
	Bose Public Affairs Group LLC	\$2.8M
	Miller & Chevalier Chartered	\$2.8M
	Jones Walker LLP	\$2.7M
	Davis & Harman LLP	\$2.7M
	TwinLogic Strategies LLP	\$2.7M
	Becker & Poliakoff PA	\$2.6M
	Normandy Group LLC	\$2.6M
	Empire Consulting Group	\$2.5M
	VantageKnight Inc.	\$2.5M
	Carpi & Clay Government Relations	\$2.5M
	Kadesh & Associates LLC	\$2.5M
	Ervin Hill Strategy	\$2.4M
	Owen Evans Ingols Inc.	\$2.4M
	Hart Health Strategies Inc.	\$2.4M
	Public Strategies Washington Inc.	\$2.4M
	Gephardt Group Government Affairs LLC	\$2.4M
	Spirit Rock Consulting Inc.	\$2.4M
	Crowell & Moring LLP	\$2.3M
	Dutko Grayling LLC	\$2.3M
	Klein/Johnson Group LP	\$2.3M
	Raffaniello & Associates LLC	\$2.3M
	Jim Massie & Partners LLC	\$2.3M
	Horizon Government Affairs LLC	\$2.3M
	SBL Strategies LLC	\$2.3M
	Petrizzo Group Inc.	\$2.3M
	Lugar Hellmann Group LLC	\$2.3M
	Vogel Group	\$2.2M
	Summit Strategies Government Affairs LLC	\$2.2M
	Chamber Hill Strategies LLC	\$2.2M
	McDermott+Consulting LLC	\$2.2M
	Federal Street Strategies LLC	\$2.1M
	Fulcrum Public Affairs LLC	\$2.1M
	Groom Law Group Chartered	\$2.1M
	ML Strategies LLC	\$2.1M
	Thorsen French Advocacy LLC	\$2.1M
	Strategic Health Care Co.	\$2.1M
	Kasowitz Benson Torres LLP	\$2.1M
	Liberty Partners Group LLC	\$2.1M
	TeleMedia Policy Corp.	\$2.1M
	Sorini Samet & Associates LLC	\$2.1M
	Michael Best Strategies LLC	\$2.1M
	Chambers Conlon & Hartwell LLC	\$2.0M

Standout	Lobbying Firm	2019 Revenue
	Madison Group Inc.	\$2.0M
	Natural Resource Results LLC	\$2.0M
	Banner Public Affairs LLC	\$2.0M
	Tremont Strategies Group LLC	\$2.0M
	Raben Group LLC	\$2.0M
	Washington 2 Advocates LLC	\$2.0M
	Kilpatrick Townsend & Stockton LLP	\$2.0M
	Hooper Lundy & Bookman PC	\$1.9M
	CJ Lake LLC	\$1.9M
	East End Group LLC	\$1.9M
	McLarty Inbound LLC	\$1.9M
	Hurt Norton & Associates Inc.	\$1.9M
	Pillsbury Winthrop Shaw Pittman LLP	\$1.9M
	Splitoak Strategies LLC	\$1.9M
	North South Government Strategies	\$1.9M
	Hunton Andrews Kurth LLP	\$1.8M
	Atlantic Strategies Group LLC	\$1.8M
	Porter Group LLC	\$1.8M
	Marcus G Faust PC	\$1.8M
	Sternhell Group	\$1.8M
	Marshall & Popp	\$1.8M
	Welsh Rose LLC	\$1.8M
	Maynard Cooper & Gale PC	\$1.8M
	Michael Torrey Associates LLC	\$1.7M
	David Turch & Associates	\$1.7M
	Whitmer & Worrall LLC	\$1.7M
	Meyers & Associates	\$1.7M
	Thompson Coburn LLP	\$1.7M
	A10 Associates	\$1.7M
	Capitol Hill Policy Group LLC	\$1.7M
	Card & Associates LLC	\$1.7M
	Cove Strategies	\$1.7M
	Keller Partners & Co.	\$1.7M
	Capitol Resources LLC	\$1.7M
	Ice Miller LLP	\$1.7M
	Lot Sixteen LLC	\$1.7M
	Timothy R Rupli & Associates Inc.	\$1.7M
	Smith Dawson & Andrews Inc.	\$1.7M
	Wynne Health Group LLC	\$1.6M
	GuidePost Strategies	\$1.6M
	Ferox Strategies LLC	\$1.6M
	JM Burkman & Associates	\$1.6M
	Troutman Sanders LLP	\$1.6M
	Urban Swirski & Associates LLC	\$1.5M

Standout	Lobbying Firm	2019 Revenue
	Capitol Legislative Strategies LLC	\$1.5M
	Tiber Creek Health Strategies Inc.	\$1.5M
	Milne Wiener & Shofe Global Strategies	\$1.5M
	Freemyer & Associates PC	\$1.5M
	Stanton Park Group LLC	\$1.5M
	Hance Scarborough LLP	\$1.5M
	Emergent Strategies LLC	\$1.5M
	American Capitol Group	\$1.4M
	KIT Bond Strategies LLP	\$1.4M
	Robertson Monagle & Eastaugh PC	\$1.4M
	Capitol Hill Strategies LLC	\$1.4M
	O'Rourke & Nappi LLP	\$1.4M
	Keelen Group LLC	\$1.4M
	Akerman LLP	\$1.4M
	Rampy Northrup LLC	\$1.4M
	Locke Lord LLP	\$1.4M
	Corley Consulting LLC	\$1.4M
	Sims Strategies LLC	\$1.4M
	Sonosky Chambers Sachse Endreson & Perry LLP	\$1.3M
	Resolution Public Affairs LLC	\$1.3M
	Lester Health Law PLLC	\$1.3M
	Baker & McKenzie LLP	\$1.3M
	Sirona Strategies LLC	\$1.3M
	Hall Render Killian Heath & Lyman PC	\$1.3M
	O'Keeffe Shahmoradi Strategies	\$1.3M
	LNE Group LLC	\$1.3M
	O'Neill Athy & Casey PC	\$1.3M
	PricewaterhouseCoopers LLP	\$1.3M
	Leavitt Partners LLC	\$1.3M
	Rising Tide Associates LLC	\$1.3M
	Combest Sell & Associates LLC	\$1.3M
	Chartwell Strategy Group LLC	\$1.2M
	Putala Strategies LLC	\$1.2M
	United by Interest LLC	\$1.2M
	Turnberry Solutions Inc.	\$1.2M
	Potomac Partners DC LLC	\$1.2M
	Tauzin Strategic Networks LLC	\$1.2M
	Kyle House Group LLC	\$1.2M
	Siff & Associates PLLC	\$1.2M
	Bryan Cave Leighton Paisner LLP	\$1.2M
	Potomac International Partners Inc.	\$1.2M
	Strategies 360	\$1.2M
	National Environmental Strategies Co.	\$1.2M
	DC Legislative & Regulatory Services Inc.	\$1.2M

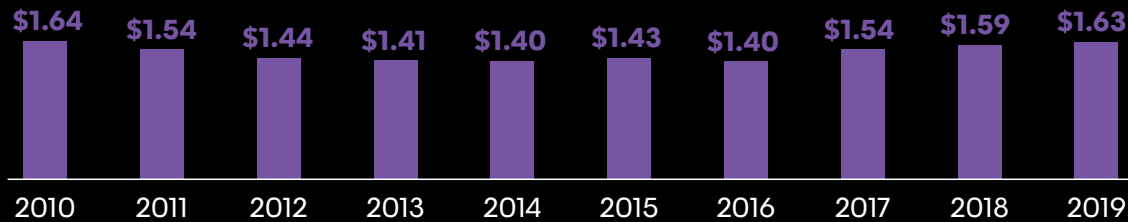
Standout	Lobbying Firm	2019 Revenue
	Ickes & Enright Group Inc.	\$1.2M
	Oldaker & Willison LLP	\$1.2M
	Etherton & Associates Inc.	\$1.2M
	McKeon Group Inc.	\$1.2M
	Health Policy Source Inc.	\$1.2M
	Tai Ginsberg & Associates LLC	\$1.2M
	Rock Creek Counsel LLC	\$1.2M
	Mintz Levin Cohn Ferris Glovsky & Popeo PC	\$1.2M
	Majority Group LLC	\$1.2M
	Capitol Hill Partners	\$1.1M
	Bluestone Strategies LLC	\$1.1M
	Hobbs Group	\$1.1M
	Capitol Decisions Inc.	\$1.1M
	Debrunner & Associates Inc.	\$1.1M
	Robert A Rapoza Associates Inc.	\$1.1M
	Lobbyit.com LLC	\$1.1M
	Jarrard Phillips Cate & Hancock Inc.	\$1.1M
	National Group LLP	\$1.1M
	Bradley Arant Boult Cummings LLP	\$1.1M
	HBW Resources LLC	\$1.1M
	SmithBucklin Corp.	\$1.1M
	CFM Strategic Communication Inc.	\$1.1M
	Plurus Strategies LLC	\$1.1M
	Perry Bayliss Government Relations LLC	\$1.1M
	TCH Group LLC	\$1.1M
	Doerrer Group LLC	\$1.1M
	Emmer Consulting PC	\$1.1M
	Health & Medicine Counsel of Washington Inc.	\$1.1M
	Jochum Shore & Trossevin PC	\$1.1M
	Advanced Policy Consulting LLC	\$1.1M
	Gibson Group LLC	\$1.1M
	Federal Science Partners LLC	\$1.1M
	Twenty-First Century Group Inc.	\$1.1M
	FroqueClark LLC	\$1.1M
	Downs Government Affairs LLC	\$1.0M
	Delta Strategy Group	\$1.0M
	Duane Morris LLP	\$1.0M
	Bridge Public Affairs	\$1.0M
	Envision Strategy LLC	\$1.0M
	Pirro Group LLC	\$1.0M

Lobbying Industry Overview

The lobbying industry had an outstanding 2019, with record performance.

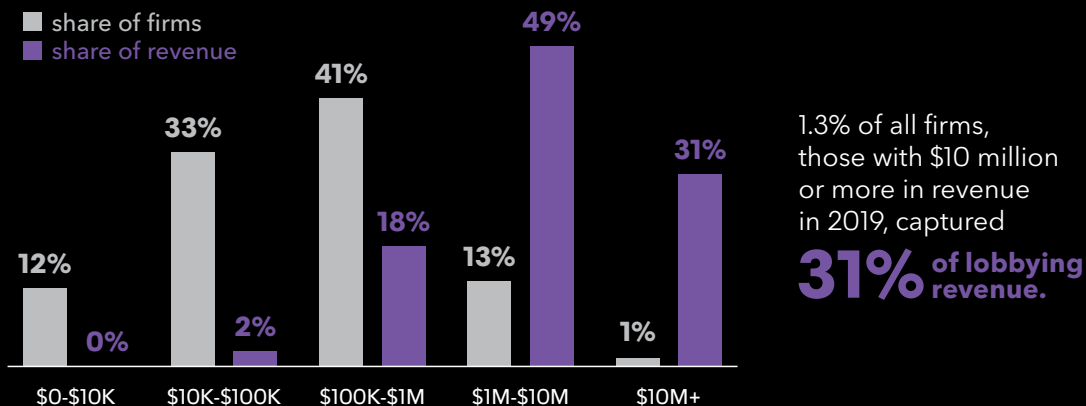
Lobbying Firm Revenue Rebounds, Close to an All-Time High

Revenue in billions of dollars



Share of Lobbying Revenue

Percentage share of firms, revenue by firm size (based on 2019 revenue)



In 2019, the 302 major lobbying firms accounted for:

- 14%** of all lobbying firms
- 51%** of all registered lobbyists
- 67%** of all lobbying clients
- 80%** of all lobbying revenue

Firms With Largest Increase in Revenue

Year-over-year change in revenue

Standout	Lobbying Firm	2019 Revenue	2018 Revenue	Change in Revenue
	Brownstein Hyatt Farber Schreck LLP	\$40.9M	\$31.8M	\$9.2M
	Akin Gump Strauss Hauer & Feld LLP	\$43.0M	\$37.9M	\$5.1M
	Elmendorf Strategies LLC	\$12.6M	\$9.1M	\$3.5M
	Invariant LLC	\$16.4M	\$13.1M	\$3.2M
	Miller Strategies LLC	\$8.1M	\$5.2M	\$2.9M
	Thorn Run Partners LLC	\$12.1M	\$9.3M	\$2.8M
	DLA Piper LLP	\$8.7M	\$6.7M	\$2.1M
	BGR Government Affairs LLC	\$29.2M	\$27.2M	\$2.0M
	Squire Patton Boggs US LLP	\$22.3M	\$20.3M	\$2.0M
	Republic Consulting LLC	\$3.1M	\$1.2M	\$2.0M

Note: Includes only firms with at least two years of reported lobbying activity.



Only 24 firms had
seven-figure increases
 in lobbying revenue.

Firms With Highest Revenue Growth

Year-over-year percentage change in revenue

Standout	Lobbying Firm	2019 Revenue	2018 Revenue	Percentage Change in Revenue
	Republic Consulting LLC	\$3.1M	\$1.2M	168%
	Potomac International Partners Inc.	\$1.2M	\$0.5M	156%
	Group DC LLC	\$3.1M	\$1.4M	124%
	Ferox Strategies LLC	\$1.6M	\$0.8M	98%
	Kasowitz Benson Torres LLP	\$2.1M	\$1.1M	95%
	Federal Hall Policy Advisors LLC	\$2.8M	\$1.5M	87%
	Ickes & Enright Group Inc.	\$1.2M	\$0.6M	84%
	VH Strategies	\$3.2M	\$1.7M	84%
	Lot Sixteen LLC	\$1.7M	\$1.0M	76%
	Tai Ginsberg & Associates LLC	\$1.2M	\$0.7M	74%

Note: Includes only firms with at least two years of reported lobbying activity.

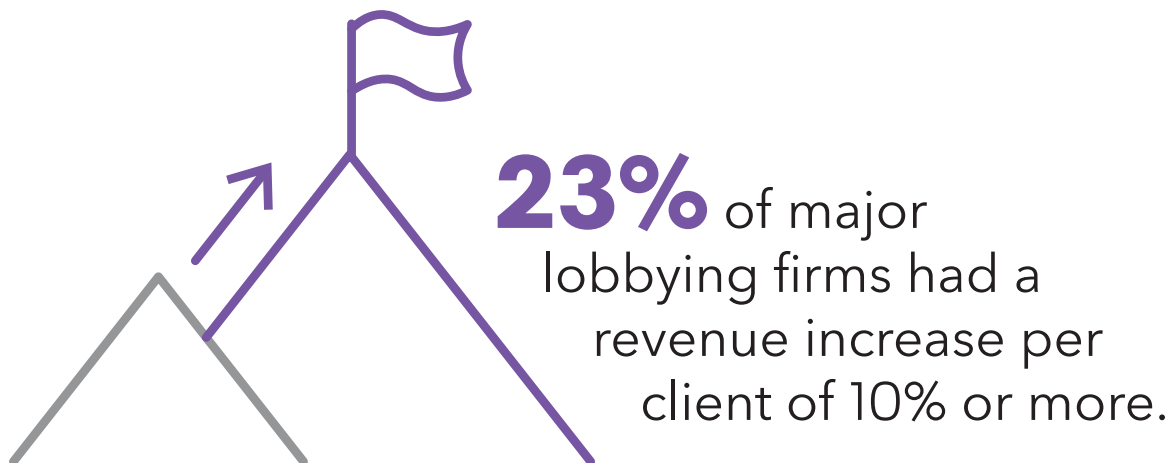


58% of major lobbying firms reported an increase in lobbying revenue in 2019.

Firms With Highest Accretive Growth

Percentage change in average revenue per client in 2019 compared to 2018

Standout	Lobbying Firm	Percentage Change in Average Revenue Per Client
	Ickes & Enright Group Inc.	191%
	VH Strategies	76%
	Leavitt Partners LLC	51%
	Kilpatrick Townsend & Stockton LLP	51%
	Potomac International Partners Inc.	41%
	Ferox Strategies LLC	34%
	Chamber Hill Strategies LLC	33%
	Republic Consulting LLC	30%
	O'Rourke & Nappi LLP	29%
	Roosevelt Group LLC	28%



Firms With Perfect Short-Term Client Retention

One-year retention rate as of the fourth quarter of 2019, listed alphabetically

Standout	Lobbying Firm	One-Year Retention
	Baker & McKenzie LLP	100%
	Capitol Legislative Strategies LLC	100%
	Capitol Resources	100%
	CFM Strategic Communication Inc.	100%
	Corley Consulting LLC	100%
	Cove Strategies	100%
	Delta Strategy Group	100%
	Doerrer Group LLC	100%
	Emmer Consulting PC	100%
	Empire Consulting Group	100%
	Federal Science Partners LLC	100%
	Gibson Group LLC	100%
	Groom Law Group Chartered	100%
	Group DC LLC	100%
	Hobbs Group	100%
	Jim Massie & Partners LLC	100%
	Kountoupes Denham Carr & Reid LLC	100%
	Lewis Burke Associates LLC	100%
	Locke Lord LLP	100%
	Lot Sixteen LLC	100%
	Majority Group LLC	100%
	Marcus G Faust PC	100%
	North South Government Strategies	100%
	O'Neill Athy & Casey PC	100%
	Public Strategies Washington Inc.	100%
	Putala Strategies LLC	100%
	Rampy Northrup LLC	100%
	Robert A Rapoza Associates Inc.	100%
	Robertson Monagle & Eastaugh PC	100%
	Siff & Associates PLLC	100%
	Simmons & Russell Group LLC	100%
	Sims Strategies LLC	100%
	SmithBucklin Corp.	100%
	Sonosky Chambers Sachse Endreson & Perry LLP	100%
	Spirit Rock Consulting Inc.	100%
	Tarplin Downs & Young LLC	100%
	Thorsen French Advocacy LLC	100%
	Timothy R Rupli & Associates Inc.	100%

Firms With Perfect Long-Term Client Retention

Three-year retention rate in the fourth quarter of 2019, listed alphabetically

Standout	Lobbying Firm	Three-Year Retention
	CFM Strategic Communication Inc.	100%
	Doerrer Group LLC	100%
	Emmer Consulting PC	100%
	Hobbs Group	100%
	Robert A Rapoza Associates Inc.	100%
	Siff & Associates PLLC	100%
	Simmons & Russell Group LLC	100%
	Sonosky Chambers Sachse Endreson & Perry LLP	100%
	Spirit Rock Consulting Inc.	100%
	TeleMedia Policy Corp.	100%



On average, major lobbying firms retained
4^{out of} 5
 clients year over year.

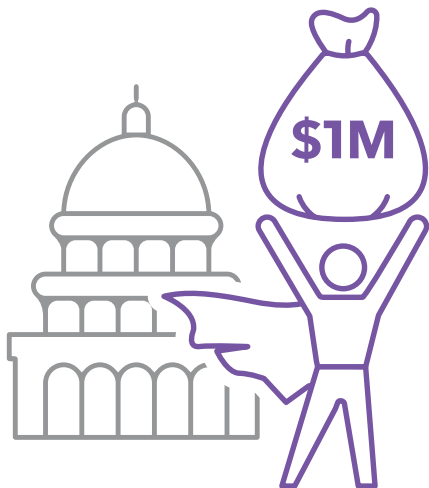


Two-thirds of major lobbying firms retained
at least 50%
 of their clients after three years.

Firms With High Employee Profitability

Reported revenue in 2019 per number of registered lobbyists in the fourth quarter of 2019

Standout	Lobbying Firm	Revenue Per Lobbyist
	W Strategies LLC	\$3.6M
	Ballard Partners Inc.	\$2.7M
	Harbinger Strategies LLC	\$2.3M
	TeleMedia Policy Corp.	\$2.1M
	Polaris Consulting LLC	\$1.8M
	Hobart Hallaway & Quayle Ventures LLC	\$1.7M
	A10 Associates	\$1.7M
	Nathanson & Hauck	\$1.7M
	Duberstein Group Inc.	\$1.6M
	Fierce Government Relations LLC	\$1.6M



46 firms reported
\$1 million ^{or more}
 in revenue per lobbyist.
 Of these, a third were
 single-lobbyist firms.

Standout Lobbying Firms of 2019

Bloomberg Government identified 43 major lobbying firms that exceeded thresholds in several key business metrics in 2019. Criteria focus on growth, customer satisfaction, and profitability.

These firms met the following specific criteria:

Revenue growth

- Positive percentage change in revenue, compared with 2018

Growth in average revenue per client

- Positive percentage change in average revenue per client, compared with 2018

Client retention as of the fourth quarter of 2019

- One-year client retention rate of 80% or more
- Three-year retention rate of 55% or more

Employee profitability

- Revenue per registered lobbyist (number of lobbyists as of the fourth quarter of 2019) of \$450,000 or more

Bracewell LLP and **Nathanson & Hauck** are on BGOV's standout firm list for the fourth time since 2015. **Seven** other firms are on the list for the third time.



20 lobbying firms

are **new** to BGOV's standout list.

Standout Lobbying Firms of 2019

Here are the lobbying firms that displayed impressive performance in 2019 by exceeding thresholds in key metrics: **revenue growth**, **growth in average revenue per client**, **client retention**, and **employee profitability**.

Lobbying Firm	2019 Revenue
Brownstein Hyatt Farber Schreck LLP	\$40.9M
Invariant LLC	\$16.4M
Peck Madigan Jones & Stewart Inc.	\$15.6M
Mehlman Castagnetti Rosen & Thomas Inc.	\$15.4M
Alpine Group Inc.	\$14.3M
American Continental Group Inc.	\$13.6M
Elmendorf Strategies LLC	\$12.6M
Harbinger Strategies LLC	\$11.7M
Tarplin Downs & Young LLC	\$10.2M
Monument Advocacy	\$9.0M
S-3 Group LLC	\$8.9M
Bracewell LLP	\$7.0M
Federal Advocates Inc.	\$6.2M
Capitol Hill Consulting Group	\$6.2M
Kountoupes Denham Carr & Reid LLC	\$6.2M
Smith-Free Group Inc.	\$6.2M
Avenue Solutions LLC	\$5.1M
Franklin Square Group LLC	\$5.1M
Roosevelt Group LLC	\$4.9M
McManus Group LLC	\$4.3M
Rich Feuer Group	\$4.1M
Innovative Federal Strategies LLC	\$4.1M
JA Green & Co.	\$3.8M
O'Brien Gentry & Scott LLC	\$3.5M
Adams and Reese LLP	\$3.4M
Nathanson & Hauck	\$3.4M
Todd Strategy LLC	\$3.2M
VH Strategies	\$3.2M
Group DC LLC	\$3.1M
TwinLogic Strategies LLP	\$2.7M
Empire Consulting Group	\$2.5M
Carpi & Clay Government Relations	\$2.5M
Spirit Rock Consulting Inc.	\$2.4M
Dutko Grayling LLC	\$2.3M
Strategic Health Care Co.	\$2.1M
TeleMedia Policy Corp.	\$2.1M
Kilpatrick Townsend & Stockton LLP	\$2.0M
Marcus G Faust PC	\$1.8M
Capitol Legislative Strategies LLC	\$1.5M
O'Keeffe Shahmoradi Strategies	\$1.3M
Rising Tide Associates LLC	\$1.3M
Potomac Partners DC LLC	\$1.2M
Rock Creek Counsel LLC	\$1.2M

Standout Firm Analysis

- **2,139** lobbying firms were active in 2019.
- **302** firms were selected for the 2019 top-performer analysis because each had \$1 million or more in revenue, at least two years of reported lobbying activity, and two or more clients.
- **43** lobbying firms were selected as Bloomberg Government's standout firms based on their performance in five business metrics.



Standout firms represent
\$278M
in 2019 aggregate revenue.



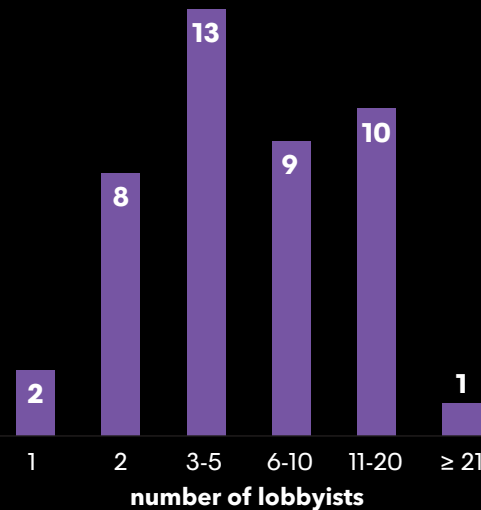
Aggregate revenue by
standout firms increased
in 2019 by
16.7%.



BGOV's standout firms
accounted for
9.3% of registrations
by lobbying firms in 2019.

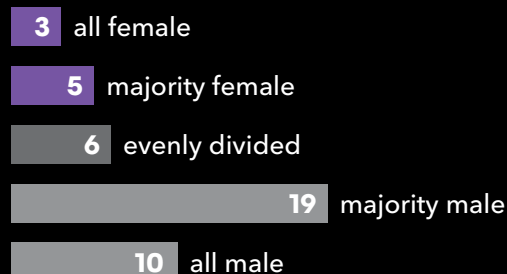
Big Firms / Small Firms

Number of firms by number
of lobbyists listed in Q4 2019



Women in Lobbying

Gender breakdown of lobbyists
at top-performing firms



Four-Time Winners



- Bracewell LLP
- Nathanson & Hauck

Three-Time Winners

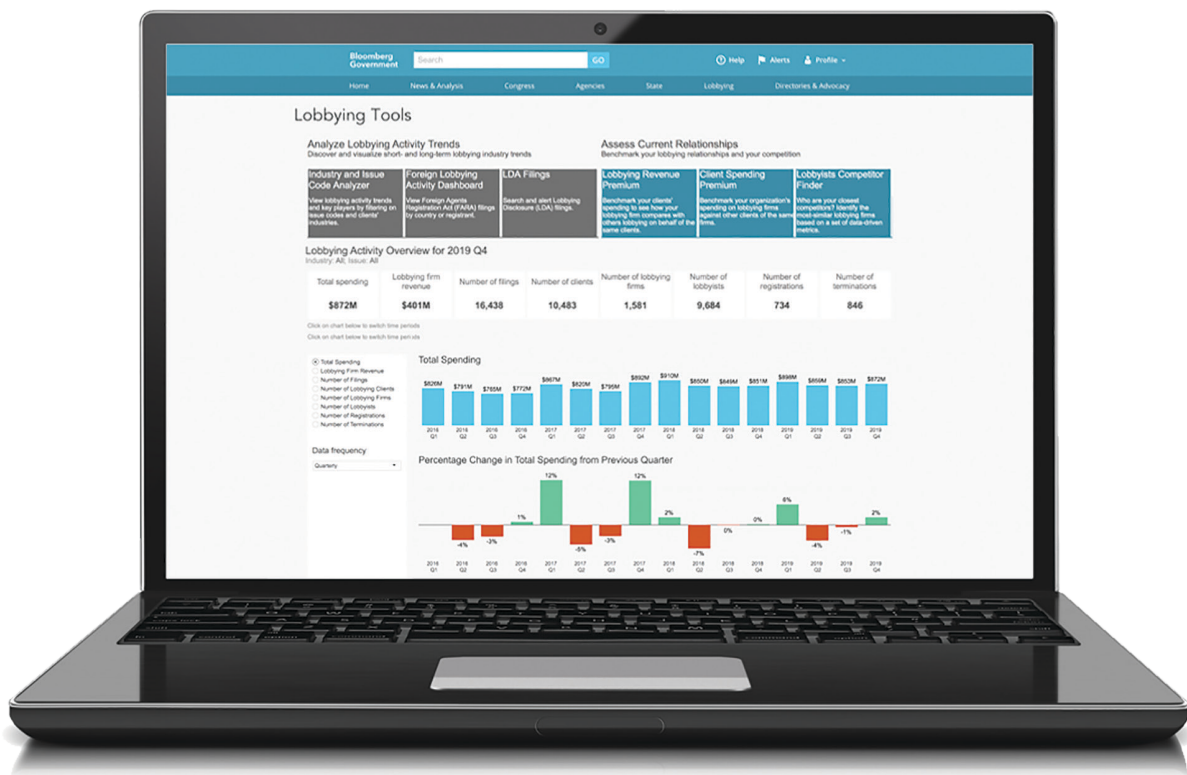


- Adams and Reese LLP
- Innovative Federal Strategies LLC
- Monument Advocacy
- Roosevelt Group LLC
- S-3 Group LLC
- Tarplin Downs & Young LLC
- Todd Strategy LLC

Firm Profile Lookup

Discover top lobbying firms

Bloomberg Government provides analysis of 2019's major players in the lobbying space - with individual company profiles highlighting 2019 performance metrics, LDA filings, client lists, spending, and more. Check out our firm profile tool to search top-performing lobbyists, and explore more client-exclusive content on BGOV.com.



Appendix

High-Performing Lobbying Firms of 2019

Standout	Lobbying Firm	2019 Revenue
	A10 Associates	\$1.7M
	Adams and Reese LLP	\$3.4M
	Advanced Policy Consulting LLC	\$1.1M
	Akerman LLP	\$1.4M
	Akin Gump Strauss Hauer & Feld LLP	\$43.0M
	Alcalde & Fay Ltd.	\$5.3M
	Alignment Government Strategies	\$3.1M
	Alpine Group Inc.	\$14.3M
	Alston & Bird LLP	\$8.6M
	American Capitol Group	\$1.4M
	American Continental Group Inc.	\$13.6M
	American Defense International Inc.	\$3.0M
	Arent Fox LLP	\$3.9M
	Arnold & Porter Kaye Scholer LLP	\$7.7M
	Atlantic Strategies Group LLC	\$1.8M
	Avenue Solutions LLC	\$5.1M
	Baker & Hostetler LLP	\$5.1M
	Baker & McKenzie LLP	\$1.3M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$5.4M
	Ballard Partners Inc.	\$18.9M
	Banner Public Affairs LLC	\$2.0M
	Barnes & Thornburg LLP	\$5.0M
	Becker & Poliakoff PA	\$2.6M
	BGR Government Affairs LLC	\$29.2M
	Blank Rome Government Relations LLC	\$3.4M
	Bluestone Strategies LLC	\$1.1M
	Bockorny Group Inc.	\$5.3M
	Bose Public Affairs Group LLC	\$2.8M
	Bracewell LLP	\$7.0M
	Bradley Arant Boult Cummings LLP	\$1.1M
	Breaux Lott Leadership Group LLC	\$3.6M
	Bridge Public Affairs	\$1.0M
	Brownstein Hyatt Farber Schreck LLP	\$40.9M
	Bryan Cave Leighton Paisner LLP	\$1.2M
	Buchanan Ingersoll & Rooney PC	\$3.2M
	Capitol Counsel LLC	\$17.9M
	Capitol Decisions Inc.	\$1.1M
	Capitol Hill Consulting Group	\$6.2M
	Capitol Hill Partners	\$1.1M
	Capitol Hill Policy Group LLC	\$1.7M
	Capitol Hill Strategies LLC	\$1.4M
	Capitol Legislative Strategies LLC	\$1.5M



These firms exceeded performance metrics based on the methodology listed on page 18.

Standout	Lobbying Firm	2019 Revenue
	Capitol Resources LLC	\$1.7M
	Capitol Tax Partners LLP	\$12.6M
	Card & Associates LLC	\$1.7M
	Carmen Group Inc.	\$4.7M
	Carpi & Clay Government Relations	\$2.5M
	Cassidy & Associates Inc.	\$14.9M
	Cavarocchi Ruscio Dennis Associates LLC	\$5.1M
	CFM Strategic Communication Inc.	\$1.1M
	CGCN Group LLC	\$9.3M
	Chamber Hill Strategies LLC	\$2.2M
	Chambers Conlon & Hartwell LLC	\$2.0M
	Chartwell Strategy Group LLC	\$1.2M
	CJ Lake LLC	\$1.9M
	Clark Hill PLC	\$4.8M
	Cogent Strategies LLC	\$3.4M
	Combest Sell & Associates LLC	\$1.3M
	Corley Consulting LLC	\$1.4M
	Cormac Group LLP	\$4.2M
	Cornerstone Government Affairs Inc.	\$23.3M
	Cove Strategies	\$1.7M
	Covington & Burling LLP	\$16.4M
	Cozen O'Connor Public Strategies	\$3.5M
	Crossroads Strategies LLC	\$13.4M
	Crowell & Moring LLP	\$2.3M
	Cypress Advocacy LLC	\$5.7M
	Daly Consulting Group LLC	\$3.0M
	David Turch & Associates	\$1.7M
	Davis & Harman LLP	\$2.7M
	DC Legislative & Regulatory Services Inc.	\$1.2M
	Debrunner & Associates Inc.	\$1.1M
	Delta Strategy Group	\$1.0M
	Dentons US LLP	\$4.1M
	DLA Piper LLP	\$8.7M
	Doerrer Group LLC	\$1.1M
	Downs Government Affairs LLC	\$1.0M
	Drinker Biddle & Reath LLP	\$3.5M
	Duane Morris LLP	\$1.0M
	Duberstein Group Inc.	\$8.2M
	Dutko Grayling LLC	\$2.3M
	East End Group LLC	\$1.9M
	Elmendorf Strategies LLC	\$12.6M
	Emergent Strategies LLC	\$1.5M
	Emmer Consulting PC	\$1.1M
	Empire Consulting Group	\$2.5M

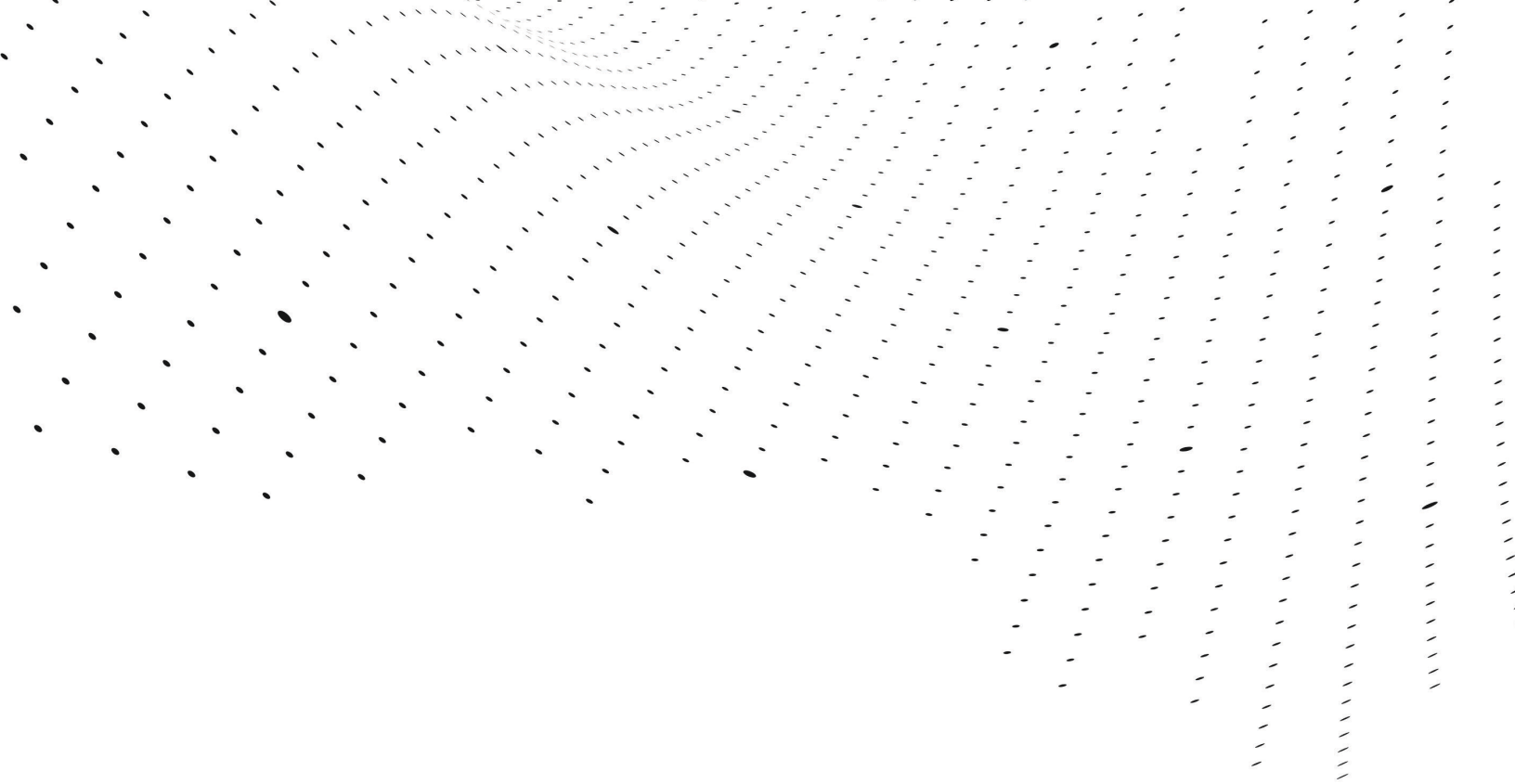
Standout	Lobbying Firm	2019 Revenue
	Envision Strategy LLC	\$1.0M
	Ernst & Young LLP	\$7.4M
	Ervin Hill Strategy	\$2.4M
	Etherton & Associates Inc.	\$1.2M
	Faegre Baker Daniels Consulting LLP	\$3.7M
	Farragut Partners LLP	\$5.3M
	Federal Advocates Inc.	\$6.2M
	Federal Hall Policy Advisors LLC	\$2.8M
	Federal Policy Group LLC	\$2.8M
	Federal Science Partners LLC	\$1.1M
	Federal Street Strategies LLC	\$2.1M
	Ferguson Group LLC	\$5.4M
	Ferox Strategies LLC	\$1.6M
	Fierce Government Relations LLC	\$13.0M
	Foley & Lardner LLP	\$5.7M
	Forbes Tate LLC	\$14.6M
	Franklin Square Group LLC	\$5.1M
	Freemyer & Associates PC	\$1.5M
	FroqueClark LLC	\$1.1M
	FTI Government Affairs	\$5.5M
	Fulcrum Public Affairs LLC	\$2.1M
	Gephardt Group Government Affairs LLC	\$2.4M
	Gibson Group LLC	\$1.1M
	Glover Park Group LLC	\$7.1M
	GrayRobinson PA	\$3.5M
	Greenberg Traurig LLP	\$8.6M
	Groom Law Group Chartered	\$2.1M
	Group DC LLC	\$3.1M
	GuidePost Strategies	\$1.6M
	Hall Render Killian Heath & Lyman PC	\$1.3M
	Hance Scarborough LLP	\$1.5M
	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$4.7M
	Harbinger Strategies LLC	\$11.7M
	Hart Health Strategies Inc.	\$2.4M
	HBW Resources LLC	\$1.1M
	Health & Medicine Counsel of Washington Inc.	\$1.1M
	Health Policy Source Inc.	\$1.2M
	Hobart Hallaway & Quayle Ventures LLC	\$5.2M
	Hobbs Group	\$1.1M
	Hogan Lovells US LLP	\$12.5M
	Holland & Knight LLP	\$24.7M
	Hooper Lundy & Bookman PC	\$1.9M
	Horizon Government Affairs LLC	\$2.3M
	Hunton Andrews Kurth LLP	\$1.8M

Standout	Lobbying Firm	2019 Revenue
	Hurt Norton & Associates Inc.	\$1.9M
	Husch Blackwell Strategies LP	\$3.7M
	Ice Miller LLP	\$1.7M
	Ickes & Enright Group Inc.	\$1.2M
	Innovative Federal Strategies LLC	\$4.1M
	Invariant LLC	\$16.4M
	JA Green & Co.	\$3.8M
	Jarrard Phillips Cate & Hancock Inc.	\$1.1M
	Jeffrey J Kimbell & Associates Inc.	\$4.1M
	Jim Massie & Partners LLC	\$2.3M
	JM Burkman & Associates	\$1.6M
	Jochum Shore & Trossevin PC	\$1.1M
	Jones Walker LLP	\$2.7M
	K&L Gates LLP	\$18.2M
	Kadesh & Associates LLC	\$2.5M
	Kasowitz Benson Torres LLP	\$2.1M
	Keelen Group LLC	\$1.4M
	Keller Partners & Co.	\$1.7M
	Kelley Drye & Warren LLP	\$5.1M
	Kilpatrick Townsend & Stockton LLP	\$2.0M
	King & Spalding LLP	\$5.4M
	KIT Bond Strategies LLP	\$1.4M
	Klein/Johnson Group LP	\$2.3M
	Kountoupes Denham Carr & Reid LLC	\$6.2M
	Kyle House Group LLC	\$1.2M
	Leavitt Partners LLC	\$1.3M
	Lester Health Law PLLC	\$1.3M
	Lewis-Burke Associates LLC	\$5.0M
	Liberty Partners Group LLC	\$2.1M
	Lincoln Policy Group LLC	\$4.7M
	Livingston Group LLC	\$3.4M
	LNE Group LLC	\$1.3M
	Lobbyit.com LLC	\$1.1M
	Locke Lord LLP	\$1.4M
	Lot Sixteen LLC	\$1.7M
	Lugar Hellmann Group LLC	\$2.3M
	Madison Group Inc.	\$2.0M
	Majority Group LLC	\$1.2M
	Marcus G Faust PC	\$1.8M
	Marshall & Popp	\$1.8M
	Mayer Brown LLP	\$2.9M
	Maynard Cooper & Gale PC	\$1.8M
	McAllister & Quinn LLC	\$3.2M
	McDermott Will & Emery LLP Inc.	\$3.8M

Standout	Lobbying Firm	2019 Revenue
	McDermott+Consulting LLC	\$2.2M
	McGuireWoods Consulting LLC	\$6.6M
	McKeon Group Inc.	\$1.2M
	McLarty Inbound LLC	\$1.9M
	McManus Group LLC	\$4.3M
	Mehlman Castagnetti Rosen & Thomas Inc.	\$15.4M
	Merchant McIntyre & Associates LLC	\$2.8M
	Mercury Public Affairs LLC	\$9.4M
	Meyers & Associates	\$1.7M
	Michael Best Strategies LLC	\$2.1M
	Michael Torrey Associates LLC	\$1.7M
	Miller & Chevalier Chartered	\$2.8M
	Miller Strategies LLC	\$8.1M
	Milne Wiener & Shofe Global Strategies	\$1.5M
	Mintz Levin Cohn Ferris Glovsky & Popeo PC	\$1.2M
	ML Strategies LLC	\$2.1M
	Monument Advocacy	\$9.0M
	Nathanson & Hauck	\$3.4M
	National Environmental Strategies Co.	\$1.2M
	National Group LLP	\$1.1M
	Natural Resource Results LLC	\$2.0M
	Navigators Global LLC	\$5.9M
	Nelson Mullins Riley & Scarborough LLP	\$5.1M
	Nickles Group LLC	\$7.6M
	Normandy Group LLC	\$2.6M
	North South Government Strategies	\$1.9M
	NVG LLC	\$3.6M
	O'Brien Gentry & Scott LLC	\$3.5M
	O'Keeffe Shahmoradi Strategies	\$1.3M
	O'Neill Athy & Casey PC	\$1.3M
	O'Rourke & Nappi LLP	\$1.4M
	OBC Group LLC	\$2.9M
	Ogilvy Government Relations	\$11.1M
	Oldaker & Willison LLP	\$1.2M
	Olsson Frank Weeda Terman Matz PC	\$3.0M
	Owen Evans Ingols Inc.	\$2.4M
	Pace LLP	\$3.1M
	Peck Madigan Jones & Stewart Inc.	\$15.6M
	Penn Hill Group	\$2.9M
	Perry Bayliss Government Relations LLC	\$1.1M
	Petrizzo Group Inc.	\$2.3M
	Pillsbury Winthrop Shaw Pittman LLP	\$1.9M
	Pirro Group LLC	\$1.0M
	Plurus Strategies LLC	\$1.1M

Standout	Lobbying Firm	2019 Revenue
	Polaris Consulting LLC	\$7.3M
	Polsinelli PC	\$6.0M
	Porter Group LLC	\$1.8M
	Porterfield Fettig & Sears LLC	\$4.9M
	Potomac International Partners Inc.	\$1.2M
	Potomac Partners DC LLC	\$1.2M
	Powers Pyles Sutter & Verville PC	\$4.0M
	PricewaterhouseCoopers LLP	\$1.3M
	Prime Policy Group LLC	\$4.2M
	Public Strategies Washington Inc.	\$2.4M
	Putala Strategies LLC	\$1.2M
	Raben Group LLC	\$2.0M
	Raffaniello & Associates LLC	\$2.3M
	Rampy Northrup LLC	\$1.4M
	Republic Consulting LLC	\$3.1M
	Resolution Public Affairs LLC	\$1.3M
	Rich Feuer Group	\$4.1M
	Rising Tide Associates LLC	\$1.3M
	Robert A Rapoza Associates Inc.	\$1.1M
	Roberti Global LLC	\$6.1M
	Robertson Monagle & Eastaugh PC	\$1.4M
	Rock Creek Counsel LLC	\$1.2M
	Roosevelt Group LLC	\$4.9M
	Russell Group Inc.	\$5.8M
	S-3 Group LLC	\$8.9M
	SBL Strategies LLC	\$2.3M
	Sidley Austin LLP	\$4.0M
	Siff & Associates PLLC	\$1.2M
	Signal Group	\$6.0M
	Simmons & Russell Group LLC	\$3.0M
	Sims Strategies LLC	\$1.4M
	Sirona Strategies LLC	\$1.3M
	Smith Dawson & Andrews Inc.	\$1.7M
	Smith-Free Group Inc.	\$6.2M
	SmithBucklin Corp.	\$1.1M
	Sonosky Chambers Sachse Endreson & Perry LLP	\$1.3M
	Sorini Samet & Associates LLC	\$2.1M
	Spirit Rock Consulting Inc.	\$2.4M
	Splitoak Strategies LLC	\$1.9M
	Squire Patton Boggs US LLP	\$22.3M
	Stanton Park Group LLC	\$1.5M
	Steptoe & Johnson LLP	\$8.8M
	Sternhell Group	\$1.8M
	Strategic Health Care Co.	\$2.1M

Standout	Lobbying Firm	2019 Revenue
	Strategic Marketing Innovations Inc.	\$4.9M
	Strategies 360	\$1.2M
	Summit Strategies Government Affairs LLC	\$2.2M
	Tai Ginsberg & Associates LLC	\$1.2M
	Tarplin Downs & Young LLC	\$10.2M
	Tauzin Strategic Networks LLC	\$1.2M
	TCH Group LLC	\$1.1M
	TeleMedia Policy Corp.	\$2.1M
	Thompson Coburn LLP	\$1.7M
	Thorn Run Partners LLC	\$12.1M
	Thorsen French Advocacy LLC	\$2.1M
	Tiber Creek Health Strategies Inc.	\$1.5M
	Timothy R Rupli & Associates Inc.	\$1.7M
	Todd Strategy LLC	\$3.2M
	Townsend Public Affairs Inc.	\$2.8M
	Tremont Strategies Group LLC	\$2.0M
	Troutman Sanders LLP	\$1.6M
	Turnberry Solutions Inc.	\$1.2M
	Twenty-First Century Group Inc.	\$1.1M
	TwinLogic Strategies LLP	\$2.7M
	United by Interest LLC	\$1.2M
	Urban Swirski & Associates LLC	\$1.5M
	Van Ness Feldman LLP	\$4.3M
	Van Scoyoc Associates Inc.	\$15.8M
	VantageKnight Inc.	\$2.5M
	Venable LLP	\$7.8M
	Venn Strategies LLC	\$6.9M
	VH Strategies	\$3.2M
	Vogel Group	\$2.2M
	W Strategies LLC	\$3.6M
	Washington Tax & Public Policy Group LLC	\$5.2M
	Washington 2 Advocates LLC	\$2.0M
	Welsh Rose LLC	\$1.8M
	West Front Strategies LLC	\$3.1M
	Whitmer & Worrall LLC	\$1.7M
	Wiley Rein LLP	\$3.5M
	Williams & Jensen PLLC	\$13.6M
	Wilmer Cutler Pickering Hale & Dorr LLP	\$5.2M
	Winning Strategies Washington	\$4.4M
	Wynne Health Group LLC	\$1.6M



About Bloomberg Government

Delivering rich data, sophisticated tools, and breaking news alongside original, in-depth analysis from policy and contracting experts, BGOV solutions help government relations and government contracting professionals perform at the top of their game.

For more information about Bloomberg Government, visit about.bgov.com/info.

Bloomberg Government