

THE LIST

LOBBYING FIRMS

Ranked by 2023 L.A. County fee income

▶ NEXT WEEK

Hospitals, Health Insurers

Rank	Firm • name • address • website	L.A. County Lobbying Fee Income • 2023 • 2022 (in millions)	Clients (partial list)	Entities Lobbied	Profile • registered lobbyists • year founded	Top Local Executive • name • title • phone	
1	 EKA 801 S. Figueroa St., Suite 1050 Los Angeles 90017; ekapr.com	\$10.4 \$10.5 ¹	Unibail-Rodamco-Westfield, Nike, Anthem, Waste Management, Onni	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, LAUSD, Metro, Orange, Ventura, Riverside and San Bernardino counties	14 2005	Matt Knabe Managing Partner (213) 741-1500	
2	 DLA Piper LLP 2000 Avenue of the Stars, Suite 400N Tower Los Angeles 90067; dlapiper.com	4.8 5.1 ¹	Atlas Capital Group, LLC, Harridge Development Group, LLC, BARDAS Investment Group, Rising Realty Partners, Ventus Group	L.A. City	7 2005	Jerry Neuman Partner (310) 595-3000	
3	 Craig Lawson & Co., Land Use Consultants 3221 Hutchison Ave., Suite D Los Angeles 90034; craiglawson.com	3.5 3.5	Jamison Properties, Weingart Center, Rexford Industrial, National Real Estate Development, Linc Housing	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, Culver City, Burbank, Inglewood, Long Beach, Carson, Indio	6 1999	Craig Lawson President (310) 838-2400	
4	 three6ixty 11287 Washington Blvd. Culver City 90230; three6ixty.net	3.2 2.9	Raising Canes, Cityview, Grubb Properties, Domus/Newport Partners, Bolour Associates	L.A. County, L.A. City, Long Beach	9 2012	Dana A. Sayles Managing Member (310) 204-3500	
5	 Marathon Communications 5900 Wilshire Blvd., Suite 2350 Los Angeles 90036; marathon-com.com	2.8 2.8	AvalonBay Communities, Continuum Partners, Hines, Sentinel Peak Resources, Universal Hilton, Arevon	L.A. County, L.A. City, Beverly Hills, West Hollywood, Metro, Burbank, Calabasas, Carson, Culver City, Pasadena, Riverside County, Malibu, Aliso Viejo	8 1982	Richard Lichtenstein President (323) 655-4660	
6	 Armbruster Goldsmith & Delvac 12100 Wilshire Blvd., Suite 1600 Los Angeles 90025; agd-landuse.com	2.7 3.4	Culver Crossings, USC, Trammell Crow, Onni Group, Sares Regis, Costco, Related California, AEG	L.A. County, L.A. City, Long Beach, Santa Monica, Beverly Hills, West Hollywood, Culver City, Pasadena, El Segundo, Gardena, Malibu, Compton	7 2004	Dale Goldsmith Managing Partner (310) 209-8800	
7	 Arnie Berghoff & Associates 523 W. 6th St., Suite 1002 Los Angeles 90014; arnieberghoff.com	2.6 2.6	Cisco, Oracle, Athens Services, Motorola, Axon/Taser	L.A. County, L.A. City, Long Beach, West Hollywood, Metro, Various small cities in LA County	4 1998	Arnie Berghoff Founder and President (213) 623-3736	
8	 Kirra Consulting 11100 Santa Monica Blvd., Suite 260 Los Angeles 90025; kirraconsulting.com	2.2 2.2	Live Nation Entertainment, Uber, American Airlines, Jacobs Solutions, New Flyer, Flatiron	L.A. County, L.A. City, Long Beach, Santa Monica, LAUSD, Metro	3 2008	Joshua Perttula President (310) 893-0647	
9	 Afriat Consulting Group Inc. 4107 Magnolia Blvd. Burbank 91505; afriat.com	2.1 2.1	Orange Barrel Media / IKE, Molina Healthcare, Northwood Investors, Mani Brothers Real Estate Group, Six Peak Capital LLC	L.A. County, L.A. City, Long Beach, West Hollywood, Metro, Burbank	4 1985	Aaron Green President (818) 450-2770	
10	 Sheppard Mullin Richter & Hampton LLP 333 S. Hope St., 43rd Floor Los Angeles 90071-1422; sheppardmullin.com	1.7 5.4 ¹	Holland Partner Group, Hudson Pacific Properties, All Vision, LLC, Los Angeles County Metropolitan Transportation Authority, Lightstone Group	L.A. City	13 1927	Jack Rubens Partner (213) 620-1780	
	 Chief Strategies 714 W. Olympic Blvd. Suite 711 Los Angeles 90015; www.chiefstrat.com	1.7 1.5	Verizon, Aypa Energy, Tesla, SunRun, Tranzito-Vector	L.A. County, L.A. City, Santa Monica, LAUSD, Metro, Glendale	3 2022	Areen Ibranossian CEO (818) 968-8534	
12	 Rosenheim & Associates, Inc. 21600 Oxnard St., Suite 630 Woodland Hills 91367; www.raa-inc.com	1.5 1.0	Hollywood Park Development LLC, Spieker Senior Development, SRM Development LLC, Decurion Corporation, Midwood Investment & Development	L.A. City	7 1995	Brad Rosenheim CEO, President (818) 716-2689	
	 Svorinich Government Affairs P.O. Box 6418 San Pedro 90734; svorinich.com	1.5 1.6	Los Angeles Off-Airport Parking Shuttle Association, Pence Investment Corporation, Balfour Beatty Rail, Regency Properties, Long Point Development, LLC	L.A. County, L.A. City, Long Beach, LAUSD, Metro, Cities and Agencies in Los Angeles & Orange Counties	1 2001	Rudy Svorinich Jr. CEO, President (310) 517-9920	

¹ Business Journal estimate.
NA - Not Available N/A - Not Applicable Note: The information on this list was supplied by representatives of the firms 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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Researched by Deepanjali Batra