



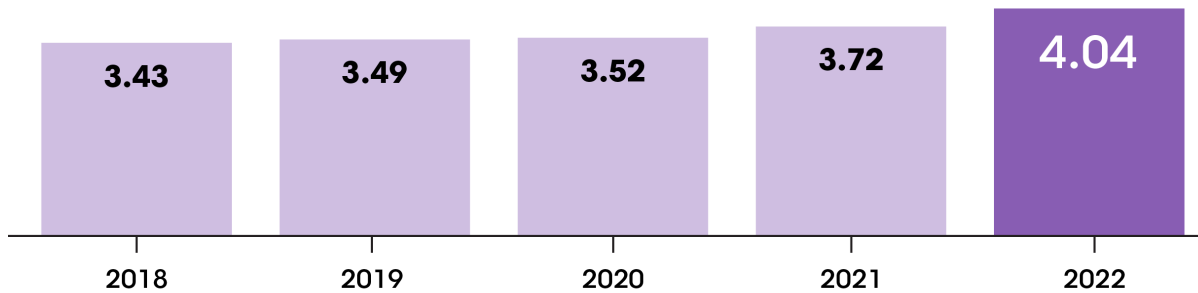
Bloomberg Government

2022

Top-Performing Lobbying Firms

Lobbying Spending Achieves New Record in 2022

Reported federal lobbying spending (in USD billions)



Source: Bloomberg Government analysis

Note: Amounts have been rounded

Lobbying spending in Washington reached a new high of \$4 billion in 2022, continuing a multiyear streak driven by a law aimed at climate change and inflation, plus measures steering tax money into highways and semiconductor manufacturing.

That continued a trend. Advocacy spending has been steadily climbing since the election year of 2016, when years of decline sent spending to a low point of \$3.13 billion.

Bloomberg Government analyzed Lobbying Disclosure Act reports from all 2,105 registered lobbying firms that filed with the Senate during 2022. This report focuses on 363 firms that reported \$1 million or more in revenue and lobbying activity in each quarter of the year.



Year-Over-Year Growth

Lobbying firms of all sizes reported revenue gains in 2022, with No. 1 Brownstein Hyatt Farber Schreck growing its business by more than \$4 million.

The biggest lobbying shops continued to be Brownstein, Akin Gump Strauss Hauer & Feld, and Holland & Knight.

Rounding out the top 10: BGR Government Affairs, Invariant, Cornerstone Government Affairs, Thorn Run Partners, Squire Patton Boggs US, Capitol Counsel, and Forbes Tate.



Akin

Akin Gump Strauss Hauer & Feld LLP

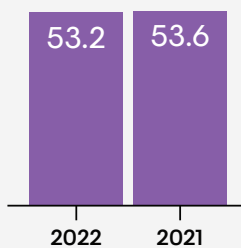
Hunter Bates

A former top aide to Senate Minority Leader Mitch McConnell (R-Ky.). Co-leader of the lobbying practice. The firm's biggest clients include the Gila River Indian Community and the Partnership to Address Global Emissions.

Firm Specialties:

- Energy
- Environmental Issues
- Trade

Revenue in USD Millions



Source: Bloomberg Government analysis



Brownstein

Brownstein Hyatt Farber Schreck LLP

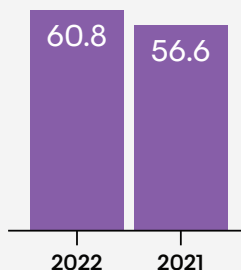
Nadeam A. Elshami

Spent 25 years on Capitol Hill, including as chief of staff to former Speaker Nancy Pelosi (D-Calif.). Co-leads the firm's lobbying practice, which represents such clients as Apollo Global Management and FedEx Corp..

Firm Specialties:

- Health Care
- Financial Services
- Cannabis

Revenue in USD Millions



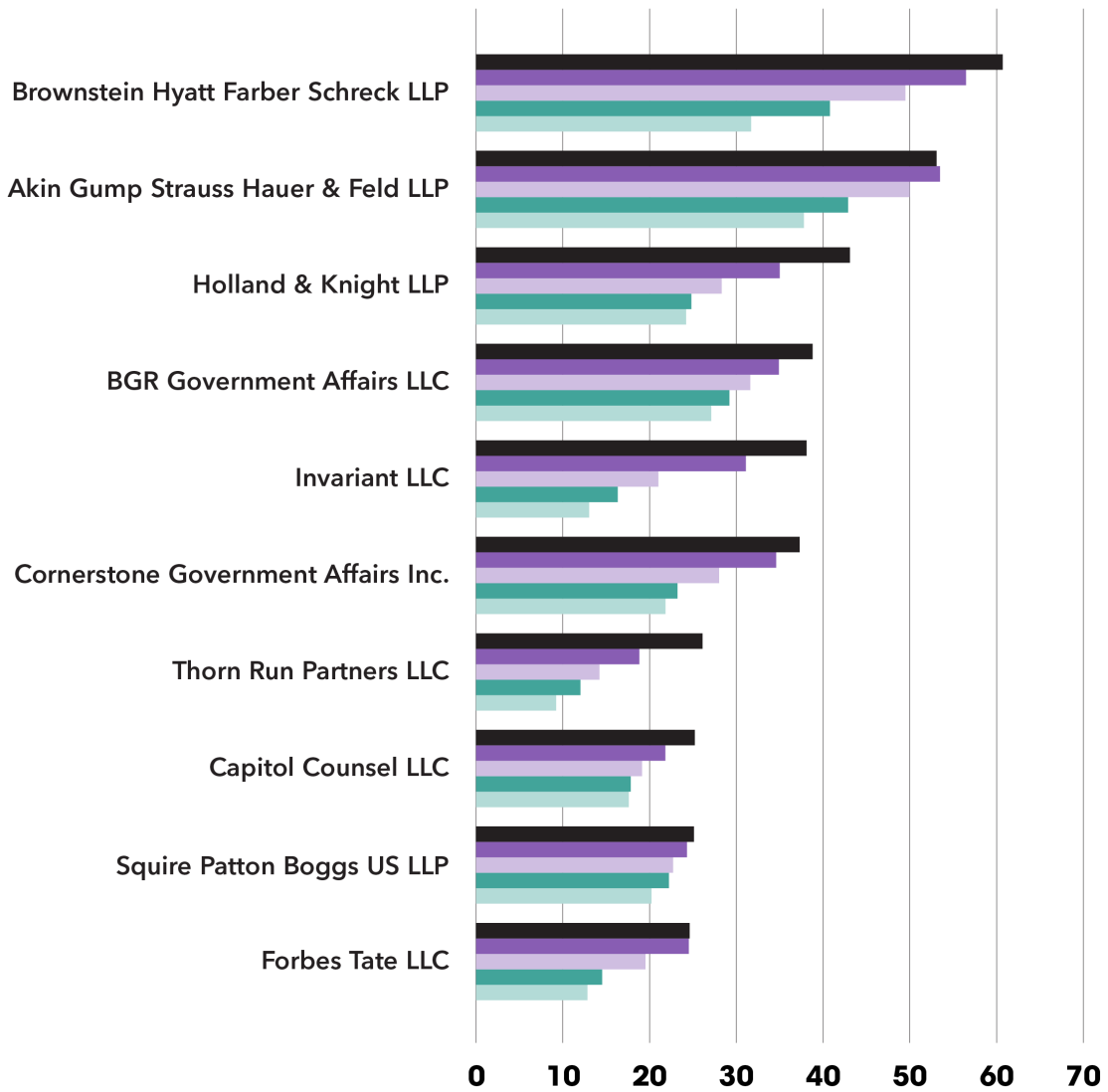
Source: Bloomberg Government analysis



Firms With Largest Revenue

Lobbying firms with the most revenue, 2018 through 2022 (in USD millions)

2022 2021 2020 2019 2018



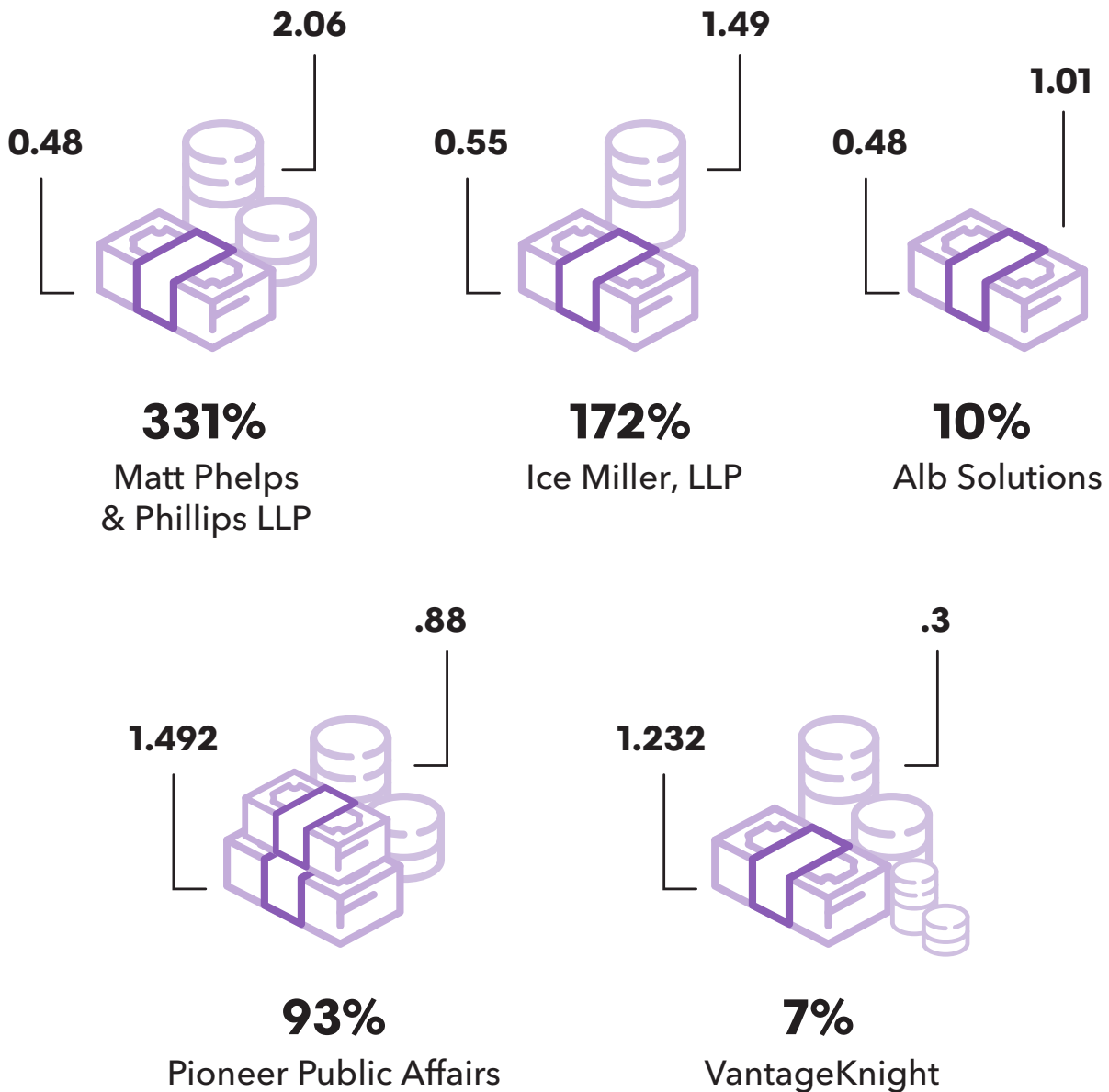
Source: Bloomberg Government analysis

Note: Amounts have been rounded

Firms With Largest Increase in Revenue

Year-over-year change in revenue (USD millions)

● 2021 revenue ● 2022 revenue % percent change in revenue



Source: Bloomberg Government analysis
Note: Amounts have been rounded

Standout Firms of 2022

The BGOV analysis found that 82 of the 363 firms with \$1 million or more in revenue also achieved high scores on other metrics:

They retained 80% or more of their clients from 2021 and 60% or more of their clients over three years. They also posted figures showing revenue-per-lobbyist of \$550,000 or more.

BGR Government Affairs hit all of those metrics and was one of the top-grossing lobbying shops of the year. Todd Strategy LLC made the list of standout firms for the sixth consecutive year. Bracewell LLP also is on the list for a sixth time.

On the list for the first time: 23 firms. The lobbying shops that met the standards for the “standout” designation are identified in the chart on the following eleven pages.



BGR Group

BGR | GROUP

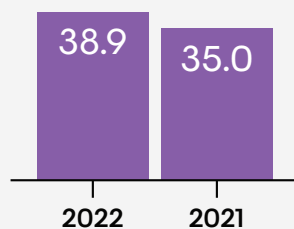
Erskine Wells

Worked on Capitol Hill for Sen. Roger Wicker (R-Miss.) and other Republicans. Leads the firm’s defense and aerospace practice and serves as its new president.

Firm Specialties:

- State Lobbying
- Health
- Commerce Issues

Revenue in USD Millions



Source: Bloomberg Government analysis



High-Performing Lobbying Firms of 2022

List of lobbying firms that reported \$1 million or more in revenue in 2022, sorted by revenue.

Standout	Lobbying firm name	2022 Revenue
	Brownstein Hyatt Farber Schreck LLP	\$60.8M
	Akin Gump Strauss Hauer & Feld LLP	\$53.2M
	Holland & Knight LLP	\$43.2M
✓	BGR Government Affairs LLC	\$38.9M
	Invariant LLC	\$38.2M
✓	Cornerstone Government Affairs Inc.	\$37.4M
✓	Thorn Run Partners LLC	\$26.2M
✓	Capitol Counsel LLC	\$25.3M
	Squire Patton Boggs US LLP	\$25.2M
	Forbes Tate LLC	\$24.7M
✓	Tiber Creek Group Inc.	\$24.7M
✓	Mehlman Consulting Inc.	\$23.8M
✓	Crossroads Strategies LLC	\$23.7M
	K&L Gates LLP	\$21.7M
	Cassidy & Associates Inc.	\$21.5M
✓	Van Scoyoc Associates Inc.	\$20.0M
✓	Elmendorf Strategies LLC	\$19.5M
	Alpine Group Inc.	\$18.1M
	Ballard Partners Inc.	\$18.0M
✓	Tarplin Downs & Young LLC	\$15.2M
✓	Williams & Jensen PLLC	\$15.1M
	Capitol Tax Partners LLP	\$14.6M
	Covington & Burling LLP	\$13.9M
✓	Monument Advocacy	\$13.6M
	Fierce Government Relations LLC	\$12.7M
	DLA Piper LLP US	\$12.4M
✓	Ogilvy Government Relations	\$12.4M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$12.3M
	S-3 Group LLC	\$12.3M

✓ These firms exceeded performance metrics based on the methodology listed on page 5.

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Kountoupes Denham Carr & Reid LLC	\$11.6M
	ACG Advocacy LLC	\$11.4M
	Arnold & Porter Kaye Scholer LLP	\$11.4M
	Venable LLP	\$11.3M
	Hogan Lovells US LLP	\$11.2M
✓	Strategic Marketing Innovations Inc.	\$10.8M
	FGS Global US LLC	\$10.5M
	Venn Strategies LLC	\$10.4M
	Vogel Group	\$10.0M
	Harbinger Strategies LLC	\$10.0M
✓	Cypress Advocacy LLC	\$9.9M
	Alston & Bird LLP	\$9.8M
✓	TheGROUP DC LLC	\$9.4M
✓	Bracewell LLP	\$9.1M
	Miller Strategies LLC	\$8.7M
✓	Avenue Solutions LLC	\$8.6M
	Step toe & Johnson LLP	\$8.4M
	The Duberstein Group Inc.	\$8.3M
✓	Todd Strategy LLC	\$7.8M
	Polaris Consulting LLC	\$7.7M
	Greenberg Traurig LLP	\$7.6M
	Prime Policy Group LLC	\$7.6M
	Nickles Group LLC	\$7.5M
✓	JA Green & Co.	\$7.3M
✓	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$7.3M
	Cozen O'Connor Public Strategies	\$7.1M
	The Russell Group Inc.	\$7.1M
	Elevate Government Affairs LLC	\$7.1M
✓	Rich Feuer Anderson	\$7.0M
✓	The Ferguson Group LLC	\$6.9M
	Hobart Hallaway & Quayle Ventures LLC	\$6.9M
✓	NVG LLC	\$6.9M
	Clark Hill PLC	\$6.8M
	Mercury Public Affairs LLC	\$6.8M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Boundary Stone Partners	\$6.7M
✓	CGCN Group LLC	\$6.7M
	Lewis-Burke Associates LLC	\$6.6M
✓	Farragut Partners LLP	\$6.5M
	Franklin Square Group LLC	\$6.4M
✓	Innovative Federal Strategies LLC	\$6.3M
✓	Porterfield Fettig & Sears LLC	\$6.2M
	Ervin Graves Strategy Group LLC	\$6.2M
✓	American Defense International Inc.	\$6.1M
	Dentons US LLP	\$6.1M
	King & Spalding LLP	\$6.0M
	Nelson Mullins Riley & Scarborough LLP	\$5.9M
	The Roosevelt Group LLC	\$5.8M
✓	Washington Tax & Public Policy Group LLC	\$5.8M
	Madison Group Inc.	\$5.7M
	Federal Hall Policy Advisors LLC	\$5.6M
	Fulcrum Public Affairs LLC	\$5.6M
	The Smith-Free Group LLC	\$5.5M
	Michael Best Strategies LLC	\$5.4M
	Roberti Global LLC	\$5.3M
	Husch Blackwell Strategies LLC	\$5.2M
	Ernst & Young LLP	\$5.2M
	Capitol Hill Consulting Group	\$5.2M
✓	The McManus Group LLC	\$5.2M
	FTI Government Affairs	\$5.1M
✓	Sternhell Group	\$5.0M
	Sidley Austin LLP	\$5.0M
	McDermott+Consulting LLC	\$5.0M
✓	Wilmer Cutler Pickering Hale and Dorr LLP	\$5.0M
	Navigators Global LLC	\$4.9M
	Blank Rome Government Relations LLC	\$4.9M
✓	Ferox Strategies LLC	\$4.8M
✓	West Front Strategies LLC	\$4.8M
	ArentFox Schiff LLP	\$4.7M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Klein/Johnson Group	\$4.7M
	Becker & Poliakoff PA	\$4.6M
	Townsend Public Affairs Inc.	\$4.6M
	Baker & Hostetler LLP	\$4.5M
	McAllister & Quinn LLC	\$4.5M
	McGuireWoods Consulting LLC	\$4.5M
	Putala Strategies LLC	\$4.5M
✓	W Strategies LLC	\$4.4M
	The Majority Group LLC	\$4.4M
	Cavarocchi Ruscio Dennis Associates LLC	\$4.4M
✓	Federal Street Strategies LLC	\$4.4M
	Winning Strategies Washington	\$4.3M
	Public Strategies Washington Inc.	\$4.3M
	Jeffrey J. Kimbell & Associates Inc.	\$4.3M
	Powers Pyles Sutter & Verville PC	\$4.3M
	Bockorny Group Inc.	\$4.2M
✓	Lot Sixteen LLC	\$4.2M
	Faegre Drinker Biddle & Reath LLP	\$4.1M
	Foley & Lardner LLP	\$4.1M
	Adams and Reese LLP	\$4.0M
	Merchant McIntyre & Associates LLC	\$4.0M
✓	Marshall & Popp LLC	\$4.0M
	The Cormac Group LLP	\$3.9M
✓	Empire Consulting Group	\$3.9M
	Platinum Advisors DC	\$3.9M
	O'Brien Gentry & Scott LLC	\$3.8M
✓	Owen Evans Ingols	\$3.8M
✓	Resolution Public Affairs LLC	\$3.8M
	Bose Public Affairs Group LLC	\$3.8M
	Cogent Strategies LLC	\$3.8M
	Carmen Group Inc.	\$3.8M
	ML Strategies LLC	\$3.8M
	Polsinelli PC	\$3.7M
	Strategies 360	\$3.6M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Miller & Chevalier Chartered	\$3.6M
	Penn Hill Group	\$3.6M
✓	Jim Massie & Partners LLC	\$3.6M
	Signal Group	\$3.6M
	Buchanan Ingersoll & Rooney PC	\$3.6M
	Kelley Drye & Warren LLP	\$3.5M
	GuidePost Strategies	\$3.5M
	Taft Stettinius & Hollister LLP	\$3.5M
	The Picard Group LLC	\$3.5M
	Pace LLP	\$3.4M
	Tributary LLP	\$3.4M
✓	Salt Point Strategies LLC	\$3.4M
✓	Carpi & Clay Government Relations	\$3.3M
	The Normandy Group LLC	\$3.3M
✓	Natural Resource Results LLC	\$3.3M
	Van Ness Feldman LLP	\$3.3M
	Nathanson & Hauck	\$3.3M
	Michael Torrey Associates LLC	\$3.2M
	Kadesh & Associates LLC	\$3.2M
	Ricchetti Inc.	\$3.2M
	Alcalde & Fay Ltd.	\$3.2M
	Summit Strategies Government Affairs LLC	\$3.1M
	Barnes & Thornburg LLP	\$3.1M
	Mayer Brown LLP	\$3.0M
	Hance Scarborough LLP	\$3.0M
	Keller Partners & Co.	\$3.0M
	Livingston Group LLC	\$3.0M
	McLarty Inbound LLC	\$3.0M
	FS Vector LLC	\$3.0M
	Smith Dawson & Andrews Inc.	\$3.0M
	Alignment Government Strategies	\$2.9M
	Pioneer Public Affairs	\$2.9M
	SBL Strategies LLC	\$2.9M
✓	Daly Consulting Group LLC	\$2.8M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Hart Health Strategies Inc.	\$2.8M
✓	Strategic Health Care Co.	\$2.8M
	The Simmons & Russell Group LLC	\$2.7M
	Lincoln Policy Group LLC	\$2.7M
	Pillsbury Winthrop Shaw Pittman LLP	\$2.7M
	Washington 2 Advocates LLC	\$2.7M
	TwinLogic Strategies LLP	\$2.7M
✓	SplitOak Strategies LLC	\$2.6M
	LSN Partners LLC	\$2.6M
	Welsh Rose LLC	\$2.5M
✓	Tiber Creek Health Strategies Inc.	\$2.5M
	Liberty Partners Group LLC	\$2.5M
	535 Group LLC	\$2.5M
	Emergent Strategies LLC	\$2.5M
	Denton Global Advisors	\$2.5M
	The Raben Group LLC	\$2.4M
	Tremont Strategies Group LLC	\$2.4M
	GrayRobinson PA	\$2.4M
	Tiger Hill Partners LLC	\$2.4M
✓	Spirit Rock Consulting Inc.	\$2.3M
	Troutman Pepper Hamilton Sanders LLP	\$2.3M
	Thompson Coburn LLP	\$2.3M
	Banner Public Affairs LLC	\$2.3M
✓	Blue Ridge Law & Policy PC	\$2.3M
	VantageKnight Inc.	\$2.3M
	A10 Associates LLC	\$2.3M
	Whitmer & Worrall LLC	\$2.3M
	Dutko Worldwide LLC	\$2.3M
	CFM Strategic Communications Inc.	\$2.3M
	Atlas Crossing LLC	\$2.2M
	Capitol Hill Policy Group LLC	\$2.2M
	Sims Strategies LLC	\$2.2M
	Bridge Public Affairs	\$2.2M
	Jones Walker LLP	\$2.2M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Republic Consulting LLC	\$2.2M
✓	Marcus G. Faust PC	\$2.2M
	Federal Health Policy Strategies	\$2.2M
	LNE Group LLC	\$2.1M
✓	Thorsen French Advocacy LLC	\$2.1M
✓	Rock Creek Counsel LLC	\$2.1M
	Bradley Arant Boult Cummings LLP	\$2.1M
	Manatt Phelps & Phillips LLP	\$2.1M
	Crowell & Moring LLP	\$2.1M
	Tai Ginsberg & Associates LLC	\$2.1M
	Sorini Samet & Associates LLC	\$2.0M
✓	Downs Government Affairs LLC	\$2.0M
	East End Group LLC	\$2.0M
	PricewaterhouseCoopers LLP	\$2.0M
	Petrizzo Group Inc.	\$2.0M
	Lobbyit.com LLC	\$2.0M
✓	Capitol Hill Partners	\$1.9M
	Davis & Harman LLP	\$1.9M
✓	Rising Tide Associates LLC	\$1.9M
	Chartwell Strategy Group LLC	\$1.9M
	Stewart Strategies & Solutions LLC	\$1.9M
	G2G Consulting LLC	\$1.9M
✓	Raffaniello & Associates LLC	\$1.9M
	Waxman Strategies	\$1.9M
✓	State Federal Strategies	\$1.9M
	Hooper Lundy & Bookman PC	\$1.8M
✓	A1.9 Strategies LLC	\$1.8M
	Clark Street Associates LLC	\$1.8M
✓	O’Keeffe Shahmoradi Strategies LLC	\$1.8M
	CJ Lake LLC	\$1.7M
✓	Ballard Spahr LLP	\$1.7M
	Sustainable Strategies DC LLC	\$1.7M
	Hunton Andrews Kurth LLP	\$1.7M
	Federal Science Partners LLC	\$1.7M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Mercury Strategies LLC	\$1.7M
	Kasowitz Benson Torres LLP	\$1.7M
	The Porter Group LLC	\$1.7M
	Atlantic Strategies Group LLC	\$1.7M
	TeleMedia Policy Corp.	\$1.7M
	Rampy Northrup LLC	\$1.7M
	Wheat Shroyer Government Relations LLC	\$1.7M
	GovBiz Advantage Inc.	\$1.7M
	Maynard Cooper & Gale PC	\$1.7M
✓	Team Hallahan LLC	\$1.7M
	Potomac Partners DC LLC	\$1.7M
	David Turch & Associates	\$1.7M
	Sirona Strategies LLC	\$1.7M
	Gephardt Group Government Affairs LLC	\$1.7M
	Milne Wiener & Shofe Global Strategies	\$1.6M
✓	1607 Strategies LLC	\$1.6M
	The National Group LLP	\$1.6M
	H&M Strategies LLP	\$1.6M
	Chamber Hill Strategies LLC	\$1.6M
	Tonio Burgos & Associates Inc.	\$1.6M
	Health Policy Source Inc.	\$1.6M
	Horizon Government Affairs LLC	\$1.6M
	North South Government Strategies	\$1.6M
	Water Strategies LLC	\$1.6M
	Robert K. Weidner	\$1.6M
	OBC Group LLC	\$1.6M
	Commonwealth Strategic Partners LLC	\$1.5M
	Hill East Group LLC	\$1.5M
	Imperium Global Advisors	\$1.5M
	Rubicon Advisors LLC	\$1.5M
	Stanton Park Group LLC	\$1.5M
	The Federal Policy Group LLC	\$1.5M
	Podesta.com	\$1.5M
	Ice Miller LLP	\$1.5M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
✓	Guide Consulting Services	\$1.5M
	Plurus Strategies LLC	\$1.5M
	Stonington Global LLC	\$1.5M
✓	SL Strategies LLC	\$1.5M
	Kit Bond Strategies LLP	\$1.5M
	Smithbucklin Corp.	\$1.4M
	McCarthy Advanced Consulting LLC	\$1.4M
	Timothy R. Rupli & Associates Inc.	\$1.4M
	The McKeon Group Inc.	\$1.4M
	Vitello Consulting	\$1.4M
	The Williams Group	\$1.4M
	Akerman LLP	\$1.4M
	Davidoff Hutcher & Citron LLP	\$1.4M
	Duane Morris LLP	\$1.4M
	Vectis DC LLC	\$1.4M
	McDermott Will & Emery LLP Inc.	\$1.4M
	Mintz Levin Cohn Ferris Glovsky and Popeo PC	\$1.4M
	The Joseph Group LLC	\$1.4M
	Card & Associates LLC	\$1.4M
	KPM Group DC LLC	\$1.4M
	Allon Advocacy LLC	\$1.4M
✓	Clyburn Consulting LLC	\$1.4M
✓	Missy Edwards Strategies LLC	\$1.3M
	DC Legislative & Regulatory Services Inc.	\$1.3M
✓	Nexus Consulting LLC	\$1.3M
	BC Consulting LLC	\$1.3M
	SC Partners LLC	\$1.3M
	Wynne Health Group LLC	\$1.3M
	TIDES GROUP LLC	\$1.3M
	American Capitol Group	\$1.3M
	Cardinal Infrastructure LLC	\$1.3M
✓	Sconset Strategies LLC	\$1.3M
	Freemyer & Associates PC	\$1.3M
	Capitol Legislative Strategies LLC	\$1.3M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Bryan Cave Leighton Paisner LLP	\$1.3M
	Combest Sell & Associates LLC	\$1.3M
	Robertson Monagle & Eastaugh PC	\$1.3M
	38 North Solutions LLC	\$1.3M
	Kilpatrick Townsend & Stockton LLP	\$1.3M
✓	Murray Montgomery & O'Donnell	\$1.3M
	Constantinople & Vallone Consulting LLC	\$1.3M
✓	WayPoint Consulting LLC	\$1.3M
	Burrell International Group LLC	\$1.2M
	Corley Consulting LLC	\$1.2M
	Neale Creek LLC	\$1.2M
	Peter Damon Group LLC	\$1.2M
	Bluestone Strategies LLC	\$1.2M
	McCarter & English LLP	\$1.2M
	Capitol Integration	\$1.2M
	The Wessel Group Inc.	\$1.2M
✓	Broydrick & Associates Inc.	\$1.2M
✓	Fifestrategies LLC	\$1.2M
	The Twenty-First Century Group Inc.	\$1.2M
	Capitol Decisions Inc.	\$1.2M
	Emmer Consulting PC	\$1.2M
	United by Interest LLC	\$1.2M
	Hall Render Killian Heath & Lyman PC	\$1.2M
	Desimone Consulting LLC	\$1.2M
	Meguire Whitney LLC	\$1.2M
✓	Sullivan Strategies LLC	\$1.2M
✓	Kamins Consulting	\$1.2M
	Gordon Thomas Honeywell LLP	\$1.2M
✓	Stapleton & Associates LLC	\$1.2M
	Jarrard Phillips Cate & Hancock Inc.	\$1.2M
	Primacy Strategy Group	\$1.2M
	O'Neill Athy & Casey PC	\$1.2M
	Gordon Smith	\$1.2M
	Wiley Rein LLP	\$1.1M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Foley Hoag LLP	\$1.1M
	Munk Policy & Law	\$1.1M
	Mapetsi Policy Group LLC	\$1.1M
✓	McHugh Lemay Associates	\$1.1M
	Yorktown Solutions	\$1.1M
	Tower 19 LLC	\$1.1M
	ENS Resources Inc.	\$1.1M
✓	Geoffrey Gray	\$1.1M
	Congressional Partners	\$1.1M
	Debrunner & Associates Inc.	\$1.1M
	JM Burkman & Associates LLC	\$1.1M
	Jenner & Block LLP	\$1.1M
	Kyle House Group LLC	\$1.1M
✓	Advanced Policy Consulting LLC	\$1.1M
	Keefe Singiser Partners LLC	\$1.1M
	Marla Grossman	\$1.1M
	CTF Global	\$1.1M
✓	The Gibson Group LLC	\$1.1M
	Leavitt Partners LLC	\$1.1M
	The Doerrer Group LLC	\$1.1M
	Locke Lord LLP	\$1.1M
	Conaway Graves Group Llc	\$1.1M
	Envision Strategy LLC	\$1.0M
	Longbow Partners LLP	\$1.0M
	Alb Solutions	\$1.0M
	Lester Health Law PLLC	\$1.0M
	Simon & Co.	\$1.0M
	Capitol Consulting Group LLC	\$1.0M



2022 Lobbying Report: Behind the Data

Analyst: Jorge Uquillas

Bloomberg Government analyzed Lobbying Disclosure Act reports from all 2,105 registered lobbying firms that filed with the Senate during 2022.

The annual report focuses on firms that reported \$1 million or more in revenue and lobbying activity in each quarter of the year. To identify top-performing firms, the data was filtered by five business performance metrics: growth in revenue; growth in average revenue per client;

short- and long-term customer retention rates; and revenue per registered lobbyist.

The analysis takes into account that the law allows firms to report no precise amount when a client's quarterly activity is less than \$5,000. For amounts larger than that, firms disclose spending to the nearest \$10,000.



Appendix



Index

- 1-5 **Executive Summary**
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- 22 **Alphabetical Lookup**

Firms with Perfect Short-Term Client Retention

One-year retention rate as of the fourth quarter of 2022, listed alphabetically

Standout	Lobbying firm name	One-Year Retention
	BC Consulting LLC	100%
✓	Blue Ridge Law & Policy PC	100%
✓	Capitol Hill Partners	100%
	Chartwell Strategy Group LLC	100%
	Commonwealth Strategic Partners LLC	100%
	Conaway Graves Group Llc	100%
	Congressional Partners	100%
	Constantinople & Vallone Consulting LLC	100%
✓	Downs Government Affairs LLC	100%
	ENS Resources Inc.	100%
✓	Federal Street Strategies LLC	100%
✓	Geoffrey Gray	100%
	Hunton Andrews Kurth LLP	100%
	Imperium Global Advisors	100%
✓	Kamins Consulting	100%
	Kilpatrick Townsend & Stockton LLP	100%
	Lester Health Law PLLC	100%
	Mapetsi Policy Group LLC	100%
✓	Marcus G. Faust PC	100%
	McCarthy Advanced Consulting LLC	100%
✓	McHugh Lemay Associates	100%
	Mercury Strategies LLC	100%
	Mintz Levin Cohn Ferris Glovsky and Popeo PC	100%
✓	Missy Edwards Strategies LLC	100%
✓	Murray Montgomery & O'Donnell	100%
	Nathanson & Hauck	100%
	Neale Creek LLC	100%

✓ These firms exceeded performance metrics based on the methodology listed on page 5.

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	One-Year Retention
✓	Nexus Consulting LLC	100%
	North South Government Strategies	100%
✓	Rising Tide Associates LLC	100%
	Rubicon Advisors LLC	100%
✓	Sconset Strategies LLC	100%
	Simon & Co.	100%
✓	SL Strategies LLC	100%
✓	Spirit Rock Consulting Inc.	100%
✓	Stapleton & Associates LLC	100%
	The Joseph Group LLC	100%
✓	The McManus Group LLC	100%
	The Porter Group LLC	100%
	The Simmons & Russell Group LLC	100%
	The Williams Group	100%
	TIDES GROUP LLC	100%
	Timothy R. Rupli & Associates Inc.	100%
	Tributary LLP	100%
	VantageKnight Inc.	100%
✓	WayPoint Consulting LLC	100%
	Wheat Shroyer Government Relations LLC	100%

Firms with Perfect Three-Year Client Retention

Three-year retention rate in the fourth quarter of 2022, listed alphabetically

Standout	Lobbying Firm Name	Three-Year Retention
✓	1607 Strategies LLC	100%
	Allon Advocacy LLC	100%
	BC Consulting LLC	100%
✓	Blue Ridge Law & Policy PC	100%
	Boundary Stone Partners	100%
	Capitol Consulting Group LLC	100%
	CFM Strategic Communications Inc.	100%
✓	Clyburn Consulting LLC	100%
	Commonwealth Strategic Partners LLC	100%
	Desimone Consulting LLC	100%
✓	Federal Street Strategies LLC	100%
	Hill East Group LLC	100%
	Mapetsi Policy Group LLC	100%
	McCarthy Advanced Consulting LLC	100%
✓	McHugh Lemay Associates	100%
	Meguire Whitney LLC	100%
✓	Murray Montgomery & O'Donnell	100%
✓	Nexus Consulting LLC	100%
✓	O'Keeffe Shahmoradi Strategies LLC	100%
	Peter Damon Group LLC	100%
	Rubicon Advisors LLC	100%
✓	Salt Point Strategies LLC	100%
✓	Sconset Strategies LLC	100%
	Simon & Co.	100%
✓	Stapleton & Associates LLC	100%
	Tower 19 LLC	100%
	Tributary LLP	100%

✓ These firms exceeded performance metrics based on the methodology listed on page 5.

High-Performing Lobbying Firms of 2022

List of lobbying firms that reported \$1 million or more in revenue in 2021, sorted alphabetically

Standout	Lobbying firm name	2022 Revenue
✓	1607 Strategies LLC	\$1.6M
	38 North Solutions LLC	\$1.3M
	535 Group LLC	\$2.5M
✓	A1.9 Strategies LLC	\$1.8M
	A10 Associates LLC	\$2.3M
	ACG Advocacy LLC	\$11.4M
	Adams and Reese LLP	\$4.0M
✓	Advanced Policy Consulting LLC	\$1.1M
	Akerman LLP	\$1.4M
	Akin Gump Strauss Hauer & Feld LLP	\$53.2M
	Alb Solutions	\$1.0M
	Alcalde & Fay Ltd.	\$3.2M
	Alignment Government Strategies	\$2.9M
	Allon Advocacy LLC	\$1.4M
	Alpine Group Inc.	\$18.1M
	Alston & Bird LLP	\$9.8M
	American Capitol Group	\$1.3M
✓	American Defense International Inc.	\$6.1M
	ArentFox Schiff LLP	\$4.7M
	Arnold & Porter Kaye Scholer LLP	\$11.4M
	Atlantic Strategies Group LLC	\$1.7M
	Atlas Crossing LLC	\$2.2M
✓	Avenue Solutions LLC	\$8.6M
	Baker & Hostetler LLP	\$4.5M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$12.3M
	Ballard Partners Inc.	\$18.0M
✓	Ballard Spahr LLP	\$1.7M
	Banner Public Affairs LLC	\$2.3M
	Barnes & Thornburg LLP	\$3.1M

✓ These firms exceeded performance metrics based on the methodology listed on page 5.

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	BC Consulting LLC	\$1.3M
	Becker & Poliakoff PA	\$4.6M
✓	BGR Government Affairs LLC	\$38.9M
	Blank Rome Government Relations LLC	\$4.9M
✓	Blue Ridge Law & Policy PC	\$2.3M
	Bluestone Strategies LLC	\$1.2M
	Bockorny Group Inc.	\$4.2M
	Bose Public Affairs Group LLC	\$3.8M
	Boundary Stone Partners	\$6.7M
✓	Bracewell LLP	\$9.1M
	Bradley Arant Boult Cummings LLP	\$2.1M
	Bridge Public Affairs	\$2.2M
	Brownstein Hyatt Farber Schreck LLP	\$60.8M
✓	Broydrick & Associates Inc.	\$1.2M
	Bryan Cave Leighton Paisner LLP	\$1.3M
	Buchanan Ingersoll & Rooney PC	\$3.6M
	Burrell International Group LLC	\$1.2M
	Capitol Consulting Group LLC	\$1.0M
✓	Capitol Counsel LLC	\$25.3M
	Capitol Decisions Inc.	\$1.2M
	Capitol Hill Consulting Group	\$5.2M
✓	Capitol Hill Partners	\$1.9M
	Capitol Hill Policy Group LLC	\$2.2M
	Capitol Integration	\$1.2M
	Capitol Legislative Strategies LLC	\$1.3M
	Capitol Tax Partners LLP	\$14.6M
	Card & Associates LLC	\$1.4M
	Cardinal Infrastructure LLC	\$1.3M
	Carmen Group Inc.	\$3.8M
✓	Carpi & Clay Government Relations	\$3.3M
	Cassidy & Associates Inc.	\$21.5M
	Cavarocchi Ruscio Dennis Associates LLC	\$4.4M
	CFM Strategic Communications Inc.	\$2.3M
✓	CGCN Group LLC	\$6.7M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Chamber Hill Strategies LLC	\$1.6M
	Chartwell Strategy Group LLC	\$1.9M
	CJ Lake LLC	\$1.7M
	Clark Hill PLC	\$6.8M
	Clark Street Associates LLC	\$1.8M
✓	Clyburn Consulting LLC	\$1.4M
	Cogent Strategies LLC	\$3.8M
	Combest Sell & Associates LLC	\$1.3M
	Commonwealth Strategic Partners LLC	\$1.5M
	Conaway Graves Group Llc	\$1.1M
	Congressional Partners	\$1.1M
	Constantinople & Vallone Consulting LLC	\$1.3M
	Corley Consulting LLC	\$1.2M
✓	Cornerstone Government Affairs Inc.	\$37.4M
	Covington & Burling LLP	\$13.9M
	Cozen O'Connor Public Strategies	\$7.1M
✓	Crossroads Strategies LLC	\$23.7M
	Crowell & Moring LLP	\$2.1M
	CTF Global	\$1.1M
✓	Cypress Advocacy LLC	\$9.9M
✓	Daly Consulting Group LLC	\$2.8M
	David Turch & Associates	\$1.7M
	Davidoff Hutcher & Citron LLP	\$1.4M
	Davis & Harman LLP	\$1.9M
	DC Legislative & Regulatory Services Inc.	\$1.3M
	Debrunner & Associates Inc.	\$1.1M
	Denton Global Advisors	\$2.5M
	Dentons US LLP	\$6.1M
	Desimone Consulting LLC	\$1.2M
	DLA Piper LLP US	\$12.4M
✓	Downs Government Affairs LLC	\$2.0M
	Duane Morris LLP	\$1.4M
	Dutko Worldwide LLC	\$2.3M
	East End Group LLC	\$2.0M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Elevate Government Affairs LLC	\$7.1M
✓	Elmendorf Strategies LLC	\$19.5M
	Emergent Strategies LLC	\$2.5M
	Emmer Consulting PC	\$1.2M
✓	Empire Consulting Group	\$3.9M
	ENS Resources Inc.	\$1.1M
	Envision Strategy LLC	\$1.0M
	Ernst & Young LLP	\$5.2M
	Ervin Graves Strategy Group LLC	\$6.2M
	Faegre Drinker Biddle & Reath LLP	\$4.1M
✓	Farragut Partners LLP	\$6.5M
	Federal Hall Policy Advisors LLC	\$5.6M
	Federal Health Policy Strategies	\$2.2M
	Federal Science Partners LLC	\$1.7M
✓	Federal Street Strategies LLC	\$4.4M
✓	Ferox Strategies LLC	\$4.8M
	FGS Global US LLC	\$10.5M
	Fierce Government Relations LLC	\$12.7M
✓	Fifestrategies LLC	\$1.2M
	Foley & Lardner LLP	\$4.1M
	Foley Hoag LLP	\$1.1M
	Forbes Tate LLC	\$24.7M
	Franklin Square Group LLC	\$6.4M
	Freemyer & Associates PC	\$1.3M
	FS Vector LLC	\$3.0M
	FTI Government Affairs	\$5.1M
	Fulcrum Public Affairs LLC	\$5.6M
	G2G Consulting LLC	\$1.9M
✓	Geoffrey Gray	\$1.1M
	Gephardt Group Government Affairs LLC	\$1.7M
	Gordon Smith	\$1.2M
	Gordon Thomas Honeywell LLP	\$1.2M
	GovBiz Advantage Inc.	\$1.7M
	GrayRobinson PA	\$2.4M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Greenberg Traurig LLP	\$7.6M
✓	Guide Consulting Services	\$1.5M
	GuidePost Strategies	\$3.5M
	H&M Strategies LLP	\$1.6M
	Hall Render Killian Heath & Lyman PC	\$1.2M
	Hance Scarborough LLP	\$3.0M
✓	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$7.3M
	Harbinger Strategies LLC	\$10.0M
	Hart Health Strategies Inc.	\$2.8M
	Health Policy Source Inc.	\$1.6M
	Hill East Group LLC	\$1.5M
	Hobart Hallaway & Quayle Ventures LLC	\$6.9M
	Hogan Lovells US LLP	\$11.2M
	Holland & Knight LLP	\$43.2M
	Hooper Lundy & Bookman PC	\$1.8M
	Horizon Government Affairs LLC	\$1.6M
	Hunton Andrews Kurth LLP	\$1.7M
	Husch Blackwell Strategies LLC	\$5.2M
	Ice Miller LLP	\$1.5M
	Imperium Global Advisors	\$1.5M
✓	Innovative Federal Strategies LLC	\$6.3M
	Invariant LLC	\$38.2M
✓	JA Green & Co.	\$7.3M
	Jarrard Phillips Cate & Hancock Inc.	\$1.2M
	Jeffrey J. Kimbell & Associates Inc.	\$4.3M
	Jenner & Block LLP	\$1.1M
✓	Jim Massie & Partners LLC	\$3.6M
	JM Burkman & Associates LLC	\$1.1M
	Jones Walker LLP	\$2.2M
	K&L Gates LLP	\$21.7M
	Kadesh & Associates LLC	\$3.2M
✓	Kamins Consulting	\$1.2M
	Kasowitz Benson Torres LLP	\$1.7M
	Keefe Singiser Partners LLC	\$1.1M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Keller Partners & Co.	\$3.0M
	Kelley Drye & Warren LLP	\$3.5M
	Kilpatrick Townsend & Stockton LLP	\$1.3M
	King & Spalding LLP	\$6.0M
	Kit Bond Strategies LLP	\$1.5M
	Klein/Johnson Group	\$4.7M
	Kountoupes Denham Carr & Reid LLC	\$11.6M
	KPM Group DC LLC	\$1.4M
	Kyle House Group LLC	\$1.1M
	Leavitt Partners LLC	\$1.1M
	Lester Health Law PLLC	\$1.0M
	Lewis-Burke Associates LLC	\$6.6M
	Liberty Partners Group LLC	\$2.5M
	Lincoln Policy Group LLC	\$2.7M
	Livingston Group LLC	\$3.0M
	LNE Group LLC	\$2.1M
	Lobbyit.com LLC	\$2.0M
	Locke Lord LLP	\$1.1M
	Longbow Partners LLP	\$1.0M
✓	Lot Sixteen LLC	\$4.2M
	LSN Partners LLC	\$2.6M
	Madison Group Inc.	\$5.7M
	Manatt Phelps & Phillips LLP	\$2.1M
	Mapetsi Policy Group LLC	\$1.1M
✓	Marcus G. Faust PC	\$2.2M
	Marla Grossman	\$1.1M
✓	Marshall & Popp LLC	\$4.0M
	Mayer Brown LLP	\$3.0M
	Maynard Cooper & Gale PC	\$1.7M
	McAllister & Quinn LLC	\$4.5M
	McCarter & English LLP	\$1.2M
	McCarthy Advanced Consulting LLC	\$1.4M
	McDermott Will & Emery	\$1.4M
	McDermott+Consulting LLC	\$5.0M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	McGuireWoods Consulting LLC	\$4.5M
✓	McHugh Lemay Associates	\$1.1M
	McLarty Inbound LLC	\$3.0M
	Meguire Whitney LLC	\$1.2M
✓	Mehlman Consulting Inc.	\$23.8M
	Merchant McIntyre & Associates LLC	\$4.0M
	Mercury Public Affairs LLC	\$6.8M
	Mercury Strategies LLC	\$1.7M
	Michael Best Strategies LLC	\$5.4M
	Michael Torrey Associates LLC	\$3.2M
	Miller & Chevalier Chartered	\$3.6M
	Miller Strategies LLC	\$8.7M
	Milne Wiener & Shofe Global Strategies	\$1.6M
	Mintz Levin Cohn Ferris Glovsky and Popeo PC	\$1.4M
✓	Missy Edwards Strategies LLC	\$1.3M
	ML Strategies LLC	\$3.8M
✓	Monument Advocacy	\$13.6M
	Munk Policy & Law	\$1.1M
✓	Murray Montgomery & O'Donnell	\$1.3M
	Nathanson & Hauck	\$3.3M
✓	Natural Resource Results LLC	\$3.3M
	Navigators Global LLC	\$4.9M
	Neale Creek LLC	\$1.2M
	Nelson Mullins Riley & Scarborough LLP	\$5.9M
✓	Nexus Consulting LLC	\$1.3M
	Nickles Group LLC	\$7.5M
	North South Government Strategies	\$1.6M
✓	NVG LLC	\$6.9M
	O'Brien Gentry & Scott LLC	\$3.8M
✓	O'Keeffe Shahmoradi Strategies LLC	\$1.8M
	O'Neill Athy & Casey PC	\$1.2M
	OBC Group LLC	\$1.6M
✓	Ogilvy Government Relations	\$12.4M
✓	Owen Evans Ingols	\$3.8M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Pace LLP	\$3.4M
	Penn Hill Group	\$3.6M
	Peter Damon Group LLC	\$1.2M
	Petrizzo Group Inc.	\$2.0M
	Pillsbury Winthrop Shaw Pittman LLP	\$2.7M
	Pioneer Public Affairs	\$2.9M
	Platinum Advisors DC	\$3.9M
	Plurus Strategies LLC	\$1.5M
	Podesta.com	\$1.5M
	Polaris Consulting LLC	\$7.7M
	Polsinelli PC	\$3.7M
✓	Porterfield Fettig & Sears LLC	\$6.2M
	Potomac Partners DC LLC	\$1.7M
	Powers Pyles Sutter & Verville PC	\$4.3M
	PricewaterhouseCoopers LLP	\$2.0M
	Primacy Strategy Group	\$1.2M
	Prime Policy Group LLC	\$7.6M
	Public Strategies Washington Inc.	\$4.3M
	Putala Strategies LLC	\$4.5M
✓	Raffaniello & Associates LLC	\$1.9M
	Rampy Northrup LLC	\$1.7M
	Republic Consulting LLC	\$2.2M
✓	Resolution Public Affairs LLC	\$3.8M
	Ricchetti Inc.	\$3.2M
✓	Rich Feuer Anderson	\$7.0M
✓	Rising Tide Associates LLC	\$1.9M
	Robert K. Weidner	\$1.6M
	Roberti Global LLC	\$5.3M
	Robertson Monagle & Eastaugh PC	\$1.3M
✓	Rock Creek Counsel LLC	\$2.1M
	Rubicon Advisors LLC	\$1.5M
	S-3 Group LLC	\$12.3M
✓	Salt Point Strategies LLC	\$3.4M
	SBL Strategies LLC	\$2.9M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	SC Partners LLC	\$1.3M
✓	Sconset Strategies LLC	\$1.3M
	Sidley Austin LLP	\$5.0M
	Signal Group	\$3.6M
	Simon & Co.	\$1.0M
	Sims Strategies LLC	\$2.2M
	Sirona Strategies LLC	\$1.7M
✓	SL Strategies LLC	\$1.5M
	Smith Dawson & Andrews Inc.	\$3.0M
	Smithbucklin Corp.	\$1.4M
	Sorini Samet & Associates LLC	\$2.0M
✓	Spirit Rock Consulting Inc.	\$2.3M
✓	SplitOak Strategies LLC	\$2.6M
	Squire Patton Boggs US LLP	\$25.2M
	Stanton Park Group LLC	\$1.5M
✓	Stapleton & Associates LLC	\$1.2M
✓	State Federal Strategies	\$1.9M
	Step toe & Johnson LLP	\$8.4M
✓	Sternhell Group	\$5.0M
	Stewart Strategies & Solutions LLC	\$1.9M
	Stonington Global LLC	\$1.5M
✓	Strategic Health Care Co.	\$2.8M
✓	Strategic Marketing Innovations Inc.	\$10.8M
	Strategies 360	\$3.6M
✓	Sullivan Strategies LLC	\$1.2M
	Summit Strategies Government Affairs LLC	\$3.1M
	Sustainable Strategies DC LLC	\$1.7M
	Taft Stettinius & Hollister LLP	\$3.5M
	Tai Ginsberg & Associates LLC	\$2.1M
✓	Tarplin Downs & Young LLC	\$15.2M
✓	Team Hallahan LLC	\$1.7M
	TeleMedia Policy Corp.	\$1.7M
	The Cormac Group LLP	\$3.9M
	The Doerrer Group LLC	\$1.1M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	The Duberstein Group Inc.	\$8.3M
	The Federal Policy Group LLC	\$1.5M
✓	The Ferguson Group LLC	\$6.9M
✓	The Gibson Group LLC	\$1.1M
✓	TheGROUP DC LLC	\$9.4M
	The Joseph Group LLC	\$1.4M
	The Majority Group LLC	\$4.4M
	The McKeon Group Inc.	\$1.4M
✓	The McManus Group LLC	\$5.2M
	The National Group LLP	\$1.6M
	The Normandy Group LLC	\$3.3M
	The Picard Group LLC	\$3.5M
	The Porter Group LLC	\$1.7M
	The Raben Group LLC	\$2.4M
	The Roosevelt Group LLC	\$5.8M
	The Russell Group Inc.	\$7.1M
	The Simmons & Russell Group LLC	\$2.7M
	The Smith-Free Group	\$5.5M
	The Twenty-First Century Group	\$1.2M
	The Wessel Group Inc.	\$1.2M
	The Williams Group	\$1.4M
	Thompson Coburn LLP	\$2.3M
✓	Thorn Run Partners LLC	\$26.2M
✓	Thorsen French Advocacy LLC	\$2.1M
✓	Tiber Creek Group Inc.	\$24.7M
✓	Tiber Creek Health Strategies Inc.	\$2.5M
	TIDES GROUP LLC	\$1.3M
	Tiger Hill Partners LLC	\$2.4M
	Timothy R. Rupli & Associates Inc.	\$1.4M
✓	Todd Strategy LLC	\$7.8M
	Tonio Burgos & Associates Inc.	\$1.6M
	Tower 19 LLC	\$1.1M
	Townsend Public Affairs Inc.	\$4.6M
	Tremont Strategies Group LLC	\$2.4M

2022 Top-Performing Lobbying Firms

Standout	Lobbying firm name	2022 Revenue
	Tributary LLP	\$3.4M
	Troutman Pepper Hamilton Sanders LLP	\$2.3M
	TwinLogic Strategies LLP	\$2.7M
	United by Interest LLC	\$1.2M
	Van Ness Feldman LLP	\$3.3M
✓	Van Scoyoc Associates Inc.	\$20.0M
	VantageKnight Inc.	\$2.3M
	Vectis DC LLC	\$1.4M
	Venable LLP	\$11.3M
	Venn Strategies LLC	\$10.4M
	Vitello Consulting	\$1.4M
	Vogel Group	\$10.0M
✓	W Strategies LLC	\$4.4M
	Washington 2 Advocates LLC	\$2.7M
✓	Washington Tax & Public Policy Group LLC	\$5.8M
	Water Strategies LLC	\$1.6M
	Waxman Strategies	\$1.9M
✓	WayPoint Consulting LLC	\$1.3M
	Welsh Rose LLC	\$2.5M
✓	West Front Strategies LLC	\$4.8M
	Wheat Shroyer Government Relations LLC	\$1.7M
	Whitmer & Worrall LLC	\$2.3M
	Wiley Rein LLP	\$1.1M
✓	Williams & Jensen PLLC	\$15.1M
✓	Wilmer Cutler Pickering Hale and Dorr LLP	\$5.0M
	Winning Strategies Washington	\$4.3M
	Wynne Health Group LLC	\$1.3M
	Yorktown Solutions	\$1.1M



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