



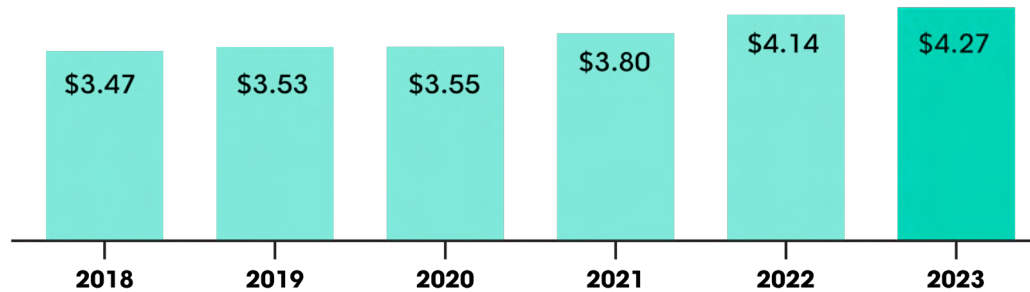
Bloomberg Government
**9th Annual Top-Performing
Lobbying Firms Report**

Contents

- 2** Advocacy Spending Rises Amid Congressional Inaction
- 3** Lobbying Spending Hits New Record With Tax, AI Issues Looming
- 4** Year-Over-Year Growth
- 5** Mergers Trigger Name Changes, Marketing Opportunities
- 6** Firms With Largest Revenue
- 7** Firms With Largest Percentage Increases in Revenue
- 8** Standout Firms
(Ranked in descending order)
- 20** Behind the Data
- 21** Lobbying Firm Lookup
(Alphabetical order)

Lobbying spending again topped \$4 billion

Reported federal lobbying spending (in USD billions)



Source: Bloomberg Government analysis

Note: Amounts have been rounded

Year-Over-Year Growth

The lobbying firms reporting the most revenue remained unchanged in 2023: Brownstein Hyatt Farber Schreck, with \$62.7 million, followed by Akin Gump Strauss Hauer & Feld, Holland & Knight, and BGR Government Affairs. Rounding out the Top 10: Cornerstone Government Affairs, Invariant, Thorn Run Partners, Capitol Counsel, Forbes Tate Partners, and Crossroads Strategies.

Federal lobbying spending topped \$4 billion in 2023 for the second consecutive year. Gains almost kept pace with inflation - a 3.1% year-over-year increase - despite the upheaval in Congress that thwarted action on many bills and culminated in two abrupt replacements of the speaker of the House.

Bloomberg Government analyzed Lobbying Disclosure Act reports from every firm that was registered with the Senate and House in 2023. This report focuses on the 381 firms that reported \$1 million or more in revenue for the year.





Lobbying Spending Hits New Record With Tax, AI Issues Looming

Kerry Dooley Young

Despite few new bills becoming law in the chaotic Congress of 2023, the full-time influence industry had another record year as lawmakers started laying the groundwork for future measures on taxation and artificial intelligence.

Disclosures required by law showed \$4.27 billion in spending last year, up from \$4.14 billion, according to a Bloomberg Government analysis.

That 3.1% increase – just short of the 3.4% increase in the Consumer Price Index – was posted as the pace of routine legislative activity slowed and both lawmakers and advocates started looking ahead to the next big things, such as the looming expiration of major provisions of the 2017 Tax Cuts and Jobs Act.

Unless Congress acts, individual income tax rates will revert to their 2017 levels; the standard deduction will be cut roughly in half; the personal exemption will return while the child tax credit will be cut; and the special 20% tax deduction for many pass-through businesses will disappear, according to the nonpartisan Tax Policy Center.

That will put tremendous pressure on Congress to do a major tax bill in 2025, no matter who is in control of the White House, House, and Senate.

“One of my colleagues described it as taxmageddon,” said Erik Olson, president of Venn Strategies. “We will see if that’s really the right way to describe it, but we’re certainly heading down that path.”

Todd Wooten, a partner at Holland & Knight, described the 2025 sunsets in sports terms, saying the Super Bowl of tax legislation spurred corporations with a stake in the outcome into starting early to build relationships with leaders of the tax-writing House Ways and Means Committee and Senate Finance Committee. “The smart people are the ones who are engaging now,” Wooten said.

Karishma Shah Page, a partner at K&L Gates and member of the firm’s public policy and law practice, said the farm bill also helped drive lobbying spending in 2023. Congress opted for a one-year extension rather than a full reauthorization of the multi-faceted policy measure that covers agriculture policy and food assistance programs.

“In many ways, what we’re seeing is that stakeholders really feel as though they need to be proactive and prepared on an ongoing basis,” Page said. “If and when the train is coming, they’re there on the platform with the ticket with a bag packed and ready to go, even if there’s no schedule for when the train’s going to arrive or depart.”

“It’s just simply too late by the time they’re ready to pass something. At that point it’s been litigated so many times, you’ve missed the opportunity to be part of it.”

– Karishma Shah Page
Partner at K&L Gates

And shaping legislation can be only a first step for companies affected by federal decision-making. Executive branch agencies in charge of implementing new laws seek input as they write regulations that determine how those laws will work in practice.

Lobbyists interviewed said their clients had a lot of interest in the decisions health and energy agencies made in carrying out sweeping mandates of the Inflation Reduction Act (Public Law 117-169).

For example, the law gave the Medicare program new power to negotiate some drug prices, leaving it to federal officials to work out many of the details for that process. Pharmaceutical companies including Pfizer, Merck, Novartis, and Genentech hired lobbyists in 2023 to help them make their arguments to federal officials during this process.

Tech firms including Texas Instruments and TSMC, Nvidia, and Samsung hired lobbyists to represent them in discussions about carrying out the mandates of a law intended to beef up the domestic semiconductor industry, the CHIPS and Science Act (Public Law 117-167).

“You go down the list and there was a lot going on there,” Steve Elmendorf, a longtime lobbyist and a co-founder and managing partner at Avoq, said of 2022 legislation that was in the regulatory pipeline during 2023.

Some of the tech firms also hired lobbyists last year to represent them as Congress started considering options for legislation on artificial intelligence (AI), a process that has continued in 2024 with hearings by the House Energy and Commerce Committee and the Senate Finance and Judiciary committees.

“It is difficult sometimes to figure out where all this is going,” Wooten said. “But it is happening. Things are absolutely taking shape.”





Firm Mergers Trigger Name Changes, New Business

Kerry Dooley Young

Familiar lobbying shops have been reintroducing themselves to colleagues and clients under new identities. Some firms adopted new names after mergers while others rebranded to showcase expanded aspirations.

Wynne Health Group's original identity was centered on its founder, Billy Wynne, a former Senate Finance Committee health policy counsel. In June 2023, the firm changed its name to Impact Health Policy Partners as it brought on board a new chief executive, Yvette Fontenot, with Wynne continuing as chairman.

"The new name conveys exactly what we wanted to new potential clients and has a unifying effect for us," said Fontenot, a veteran of the Senate Finance Committee, House Energy and Commerce Committee, and the Obama White House. "It's definitely helped with the transition."

Rachel Pearson in 2023 rechristened Pearson & Associates as The Complete Agency, and Hobart Hallaway & Quayle became Venture Government Strategies.

Venture's original marquee members, all of whom remain, include Robert Hobart, who had been a key staffer for members of the House Appropriations Committee; Rashid Hallaway, a former adviser to then-Sen Evan Bayh (D-Ind.); and Ben Quayle, who served one term in the House as a Republican representing an Arizona district and who is the son of former Vice President Dan Quayle.

Its current partner lineup additionally includes former four-term Rep. Kevin Yoder (R-Kan.), who served as a senior member of House Appropriations, leading at times its Homeland Security and Legislative Branch subcommittees.

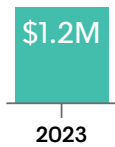
The former Elmendorf Ryan, led by expatriates from the offices of ex-Rep. Dick Gephardt and ex-Sen. Harry Reid, was renamed Subject Matter after a 2015 merger, and in 2023 it went through a corporate marriage with Kivvit.

Earlier this year it announced that both legacy names have been retired. The firm is now called Avōq, a name that helps it promote services in new ways, said Steve Elmendorf, managing partner and co-founder.

Cypress Advocacy's name was changed after internal conversations about the future direction of its business. By 2020, it was growing beyond its roots as an adviser to the financial services industry, explained Langston Emerson, a partner at the firm that's been rebranded as Mindset Advocacy.

The updated name helps draw attention to the firm's expanding breadth, with more work being done on energy, environmental, health care, retirement, tax, and telecommunications, said Emerson, who was involved in the process, which he said required some deep reflection among the firm's leadership. "It was a process of us describing to them who we were and where we wanted to go," Emerson recalled.

Firm Mergers Trigger Name Changes, New Business (cont'd)



Yvette Fontenot

Impact Health Policy Partners
Wynne Health Group

A former staffer on the Senate Finance and House Energy and Commerce Committees, she worked in the White House during the Obama administration. The firm's federal lobbying clients include Abbott Laboratories and Children's Hospital Colorado.

Firm Specialties:

- Federal and state health policy



Kevin Yoder

Venture Government Strategies
Hobart Hallaway & Quayle

The Kansas Republican served for four terms in the House and was a member of the Appropriations Committee. Another former House member, Ben Quayle (R-Ariz.), is a partner in the firm. Its clients include Altria Client Services, the Saudi-backed Liv Golf Inc., and ExxonMobil Corp.

Firm Specialties:

- Risk Analysis
- Lobbying



Langston Emerson

Mindset Advocacy | Cypress Advocacy

He previously held senior positions at Signal Group, and in-house lobbying positions at the American Investment Council, TIAA, and The National Association of Real Estate Investment Trusts. The firm's clients include Goldman Sachs, Paradigm, Solana, Invesco, Zillow, Amazon Web Services, and American Investment Council.

Firm Specialties:

- Financial Services
- Insurance
- Technology



Steve Elmendorf

Avōq | Subject Matter

The co-founder and managing partner worked on Capitol Hill as chief of staff to then-House Democratic Leader Richard Gephardt (D-Mo.). Clients include Goldman Sachs, Amazon, Boeing, and UnitedHealth Group. The firm also does communications and work outside of Washington, D.C.

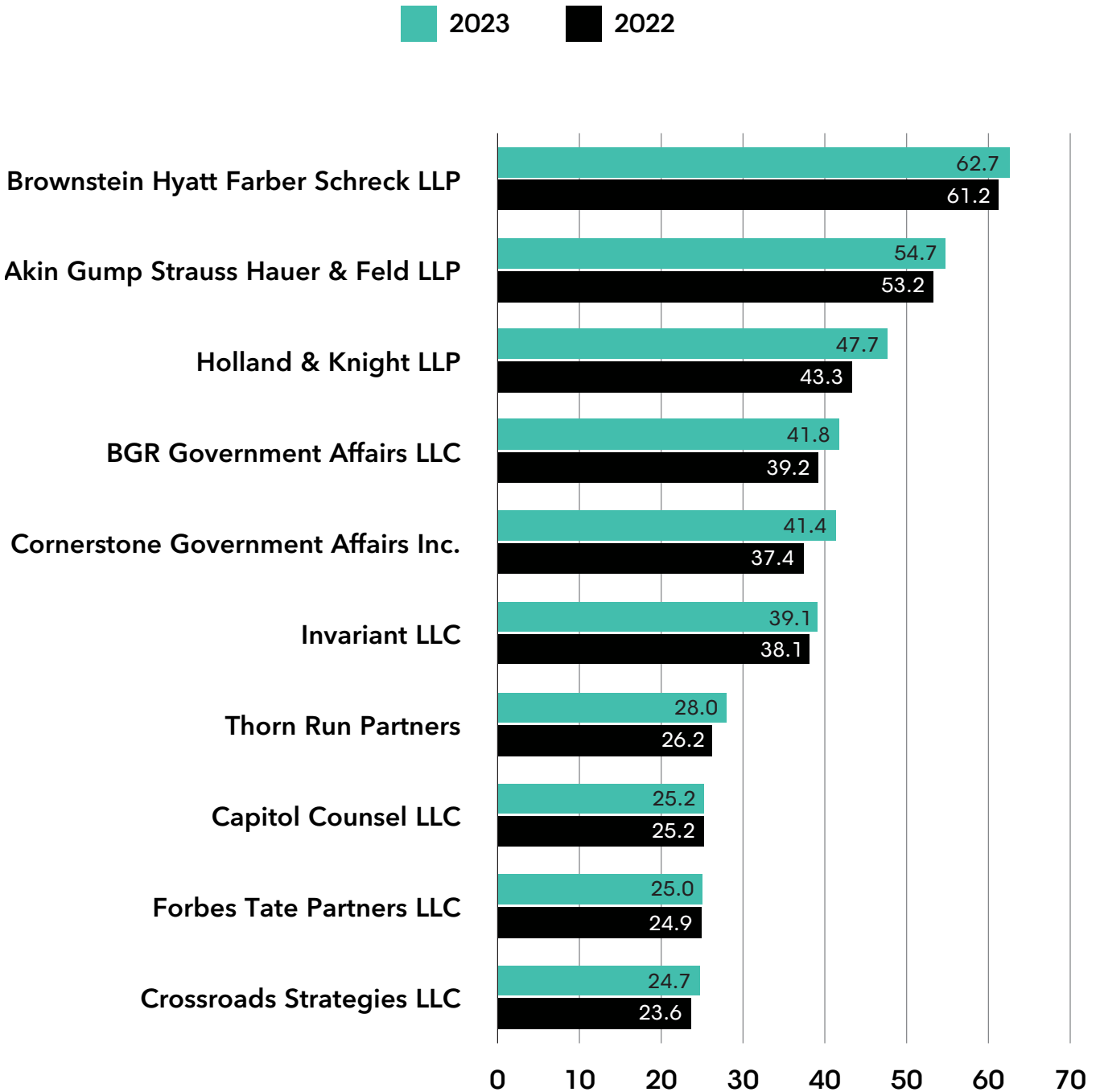
Firm Specialties:

- Financial Services
- Health Care
- Technology

Firms With Largest Revenue

Lobbying groups with the most reported revenue in 2023 compared with 2022

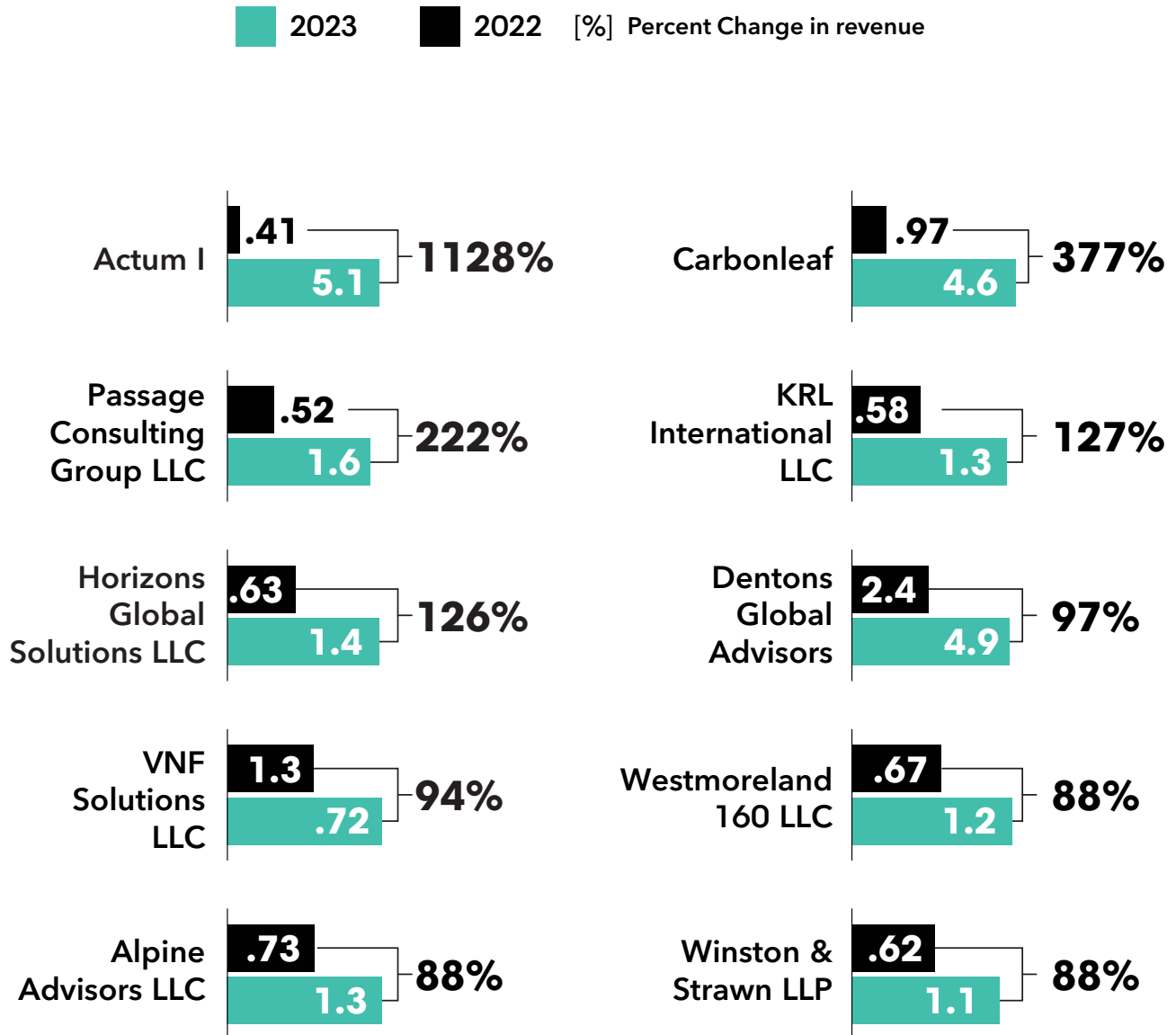
Source: Bloomberg Government analysis | Note: Amounts in USD millions have been rounded



Firms With Largest Percentage Increases in Revenue

Year-over-year percentage change in revenue for firms that reported four quarters of activity and at least \$1 million in revenue in 2023

Source: Bloomberg Government analysis | Note: Amounts in USD millions have been rounded



Standout Firms

BGOV's analysis found that 68 of the 381 firms with \$1 million or more in revenue also achieved high scores on other metrics.

Those firms retained 80% or more of their clients from the preceding year and 60% or more of their clients over the past three consecutive calendar years. They also posted figures showing revenue-per-lobbyist of \$550,000 or more.

All of the firms that met the standards for the "standout" designation are identified in the chart on the following 11 pages.

Standout Lobbying Firms of 2023

Lobbying firms that reported \$1 million in revenue in descending order

Check marks indicate those meeting all metrics described on Page 9

| Standout | Lobbying firm name | 2023 Revenue |
|----------|--------------------------------------|--------------|
| ✓ | Brownstein Hyatt Farber Schreck LLP | \$62.7M |
| | Akin Gump Strauss Hauer & Feld LLP | \$54.8M |
| ✓ | Holland & Knight LLP | \$47.7M |
| | BGR Government Affairs LLC | \$41.8M |
| | Cornerstone Government Affairs Inc. | \$41.4M |
| | Invariant LLC. | \$39.2M |
| | Thorn Run Partners | \$28M |
| | Capitol Counsel LLC | \$25.3M |
| | Forbes Tate Partners LLC | \$25M |
| ✓ | Crossroads Strategies LLC | \$24.8M |
| | Tiber Creek Group Inc. | \$24.2M |
| | Mehlman Consulting Inc. | \$24M |
| ✓ | Cassidy & Associates Inc. | \$23.3M |
| | Squire Patton Boggs | \$22.6M |
| ✓ | Subject Matter | \$20M |
| | Van Scoyoc Associates Inc. | \$19.9M |
| ✓ | Alpine Group Partners LLC | \$18.4M |
| | Ballard Partners LLC | \$17.7M |
| | K&L Gates LLP | \$17.6M |
| | Monument Advocacy | \$15.8M |
| | Tarplin Downs & Young LLC | \$15.7M |
| | Williams & Jensen PLLC | \$14.5M |
| | Capitol Tax Partners LLP | \$14.5M |
| | S-3 Group LLC | \$13.9M |
| ✓ | Venable LLP | \$13.6M |
| ✓ | Strategic Marketing Innovations Inc. | \$13M |
| ✓ | Fierce Government Relations | \$12.9M |
| ✓ | Mindset Advocacy LLC | \$12.9M |
| | OGR | \$12.6M |
| | Miller Strategies LLC | \$12M |

| Standout | Lobbying firm name | 2023 Revenue |
|----------|--|--------------|
| | Arnold & Porter Kaye Scholer LLP | \$11.9M |
| | FGS Global U.S. LLC | \$11.7M |
| | Venn Strategies LLC | \$11.5M |
| | Kountoupes Denham Carr & Reid LLC | \$11.3M |
| | Alston & Bird LLP | \$11.3M |
| | Harbinger Strategies LLC | \$11.2M |
| | Vogel Group LLC | \$10.7M |
| ✓ | Bracewell LLP | \$10.6M |
| | ACG Advocacy LLC | \$10.4M |
| | DLA Piper LLP (U.S.) | \$10M |
| | Covington & Burling LLP | \$9.7M |
| ✓ | J.A. Green & Co. | \$9.6M |
| | Todd Strategy Group | \$9.3M |
| | Hogan Lovells US LLP | \$9.2M |
| | theGROUP DC LLC | \$8.6M |
| ✓ | Russell Group Inc. | \$8.6M |
| | Cozen O'Connor Public Strategies LLC | \$8.5M |
| ✓ | Venture Government Strategies LLC | \$8.4M |
| | Dentons US LLP | \$8.3M |
| | Polaris Consulting LLC | \$8.2M |
| | Duberstein Group Inc. | \$8.2M |
| ✓ | Nickles Group LLC | \$8M |
| | Avenue Solutions | \$7.8M |
| | Boundary Stone Partners LLC | \$7.8M |
| ✓ | CGCN Group LLC | \$7.6M |
| | Lewis-Burke Associates LLC | \$7.6M |
| | Daschle Group LLC | \$7.5M |
| | Ferguson Group LLC | \$7.4M |
| ✓ | Elevate Government Affairs LLC | \$7.4M |
| | Mercury Public Affairs LLC | \$7.2M |
| | Husch Blackwell Strategies LLC | \$7.2M |
| | Roosevelt Group | \$7.1M |
| | Hannegan Landau Poersch & Rosenbaum Advocacy LLC | \$7M |
| | Rich Feuer Anderson | \$7M |
| | NVG LLC | \$6.8M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|--|---------------------|
| | Farragut Partners LLP | \$6.8M |
| ✓ | Innovative Federal Strategies LLC | \$6.7M |
| ✓ | American Defense International Inc. | \$6.6M |
| | Prime Policy Group | \$6.6M |
| ✓ | Federal Hall Policy Advisors LLC | \$6.5M |
| | Townsend Public Affairs Inc. | \$5.9M |
| | Greenberg Traurig LLP | \$5.8M |
| | Steptoe LLP | \$5.8M |
| | King & Spalding LLP | \$5.8M |
| | Washington Tax and Public Policy Group LLC | \$5.7M |
| | Porterfield, Fetting & Sears LLC | \$5.7M |
| | Merchant McIntyre & Associates LLC | \$5.6M |
| | Ervin Graves Strategy Group LLC | \$5.5M |
| ✓ | Wilmer Cutler Pickering Hale & Dorr LLP | \$5.4M |
| | FTI Consulting Inc. | \$5.3M |
| | Capitol Hill Consulting Group | \$5.3M |
| | Washington Council Ernst & Young | \$5.2M |
| | Foley & Lardner LLP | \$5.2M |
| | Winning Strategies Washington LLC | \$5.1M |
| | Actum I LLC | \$5.1M |
| | McManus Group | \$5.1M |
| | McGuireWoods Consulting LLC | \$5.1M |
| | Franklin Square Group LLC | \$5.1M |
| | Smith-Free Group LLC | \$5M |
| ✓ | Majority Group LLC | \$5M |
| | Madison Group LLC | \$5M |
| | West Front Strategies LLC | \$5M |
| | Public Strategies Washington Inc. | \$4.9M |
| | Dentons Global Advisors Government Relations LLC | \$4.9M |
| | Nelson Mullins Riley & Scarborough LLP | \$4.9M |
| ✓ | Michael Best Strategies LLC | \$4.8M |
| ✓ | Federal Street Strategies LLC | \$4.8M |
| | Resolution Public Affairs LLC | \$4.8M |
| | Lot Sixteen LLC | \$4.7M |
| | Fulcrum Public Affairs LLC | \$4.7M |
| | Sternhell Group | \$4.7M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|---|---------------------|
| | Empire Consulting Group Inc. | \$4.7M |
| | Ferox Strategies LLC | \$4.6M |
| ✓ | Carbonleaf LLC | \$4.6M |
| | Adams and Reese LLP | \$4.5M |
| | Becker & Poliakoff PA | \$4.5M |
| | Powers Pyles Sutter & Verville PC | \$4.5M |
| | Blank Rome Government Relations LLC | \$4.5M |
| | Cavarocchi Ruscio Dennis Associates LLC | \$4.4M |
| | Navigators Global LLC | \$4.4M |
| | McDermott+Consulting LLC | \$4.4M |
| | Jeffrey J. Kimbell & Associates Inc. | \$4.3M |
| | McAllister & Quinn LLC | \$4.2M |
| | ArentFox Schiff LLP | \$4.2M |
| | Torrey Advisory Group | \$4.2M |
| | Cormac Group LLP | \$4.2M |
| | FS Vector LLC | \$4.2M |
| | Carmen Group Inc. | \$4.2M |
| ✓ | Salt Point Strategies LLC | \$4.2M |
| ✓ | Cogent Strategies LLC | \$4.1M |
| | O'Brien Gentry & Scott LLC | \$4.1M |
| | Klein/Johnson Group LLC | \$4.1M |
| | Tributary LLP | \$4.1M |
| | Natural Resource Results LLC | \$4M |
| | Bockorny Group Inc. | \$4M |
| | Bose Public Affairs Group | \$4M |
| | GuidePost Strategies LLC | \$4M |
| | Putala Strategies LLC | \$3.9M |
| | Polsinelli PC | \$3.9M |
| | PACE LLP | \$3.9M |
| | Carpi & Clay Inc. | \$3.8M |
| | Kelley Drye & Warren LLP | \$3.8M |
| | A10 Associates LLC | \$3.7M |
| | W Strategies LLC | \$3.7M |
| | Roberti Global LLC | \$3.7M |
| | Atlas Crossing LLC | \$3.7M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|---|---------------------|
| | Baker & Hostetler LLP | \$3.7M |
| ✓ | Jim Massie & Partners LLC | \$3.7M |
| | Taft, Stettinius & Hollister LLP | \$3.7M |
| | Livingston Group LLC | \$3.7M |
| | Owen Evans Ingols | \$3.6M |
| | Miller & Chevalier Chartered | \$3.6M |
| | Strategies 360 Inc. | \$3.6M |
| ✓ | Kadesh & Associates LLC | \$3.6M |
| | Picard Group LLC | \$3.6M |
| | Faegre Drinker Biddle & Reath LLP | \$3.6M |
| | Marshall & Popp LLC | \$3.6M |
| | Summit Strategies Government Affairs LLC | \$3.5M |
| | Keller Partners & Co. | \$3.5M |
| | ML Strategies LLC | \$3.5M |
| | Smith Dawson & Andrews | \$3.4M |
| | Penn Hill Group | \$3.4M |
| | Platinum Advisors DC LLC | \$3.3M |
| | Nathanson+Hauck | \$3.3M |
| | Pillsbury Winthrop Shaw Pittman LLP | \$3.2M |
| ✓ | Troutman Pepper Hamilton Sanders Strategies LLC | \$3.2M |
| | Baker Donelson Bearman Caldwell & Berkowitz PC | \$3.2M |
| ✓ | Mayer Brown LLP | \$3.2M |
| | Pioneer Public Affairs LLC | \$3.1M |
| | Hance Scarborough LLP | \$3.1M |
| | Alcalde & Fay | \$3.1M |
| | Liberty Partners Group LLC | \$3.1M |
| | Buchanan Ingersoll & Rooney PC | \$3M |
| | SBL Strategies LLC | \$3M |
| | Barnes & Thornburg LLP | \$3M |
| ✓ | Strategic Health Care | \$2.9M |
| | Alignment Government Strategies | \$2.9M |
| | Van Ness Feldman LLP | \$2.9M |
| | McLarty Inbound LLC | \$2.8M |
| ✓ | Simmons & Russell Group LLC | \$2.7M |
| | CFM Advocates | \$2.7M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|------------------------------------|---------------------|
| | Sidley Austin LLP | \$2.7M |
| | Daly Consulting Group | \$2.7M |
| | Whitmer & Worrall LLC | \$2.7M |
| | Bradley Arant Boult Cummings LLP | \$2.6M |
| | LSN Partners LLC | \$2.6M |
| | TwinLogic Strategies LLP | \$2.6M |
| | Ricchetti Inc. | \$2.6M |
| | Normandy Group LLC | \$2.6M |
| | VantageKnight Inc. | \$2.6M |
| | Tiger Hill Partners LLC | \$2.5M |
| | Hart Health Strategies Inc. | \$2.5M |
| | Tiber Creek Health Strategies Inc. | \$2.5M |
| | Washington 2 Advocates LLC | \$2.5M |
| | SplitOak Strategies LLC | \$2.5M |
| ✓ | Brumidi Group | \$2.5M |
| ✓ | Marcus G. Faust PC | \$2.4M |
| ✓ | Blue Ridge Law & Policy PC | \$2.4M |
| | A1.9 Strategies LLC | \$2.4M |
| | Jones Walker LLP | \$2.3M |
| | GrayRobinson PA | \$2.3M |
| | Banner Public Affairs LLC | \$2.3M |
| | Capitol Hill Policy Group LLC | \$2.3M |
| | 535 Group LLC | \$2.3M |
| ✓ | Emergent Strategies LLC | \$2.3M |
| | Downs Government Affairs LLC | \$2.3M |
| | Dutko Government Relations | \$2.2M |
| | Tremont Strategies Group LLC | \$2.2M |
| | Thorsen French Advocacy LLC | \$2.2M |
| | Porter Group LLC | \$2.2M |
| ✓ | Lincoln Policy Group | \$2.2M |
| ✓ | O'Keeffe Shahmoradi Strategies LLC | \$2.2M |
| | Potomac Partners DC LLC | \$2.1M |
| | Welsh Rose LLC | \$2.1M |
| ✓ | McKeon Group Inc. | \$2.1M |
| | Mercury Strategies LLC | \$2.1M |
| | LobbyIt.com | \$2.1M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|--|---------------------|
| | CR Federal LLC | \$2.1M |
| | Tai Ginsberg & Associates LLC | \$2.1M |
| ✓ | Capitol Hill Partners | \$2.1M |
| | Raben Group LLC | \$2.1M |
| | The Williams Group DC LLC | \$2M |
| | Stewart Strategies & Solutions LLC | \$2M |
| | Plurus Strategies LLC | \$2M |
| | Water Strategies LLC | \$2M |
| | HillEast Group LLC | \$2M |
| ✓ | Rising Tide Associates LLC | \$2M |
| ✓ | State Federal Strategies LLC | \$1.9M |
| | National Group LLP | \$1.9M |
| | Wheat Shroyer Government Relations LLC | \$1.9M |
| | H&M Strategies LLP | \$1.8M |
| | LNE Group LLC | \$1.8M |
| | J.M. Burkman & Associates LLC | \$1.8M |
| | Kasowitz Benson Torres LLP | \$1.8M |
| | Rock Creek Counsel LLC | \$1.8M |
| | Waxman Strategies | \$1.8M |
| | Hooper Lundy & Bookman PC | \$1.8M |
| | HSA Strategies | \$1.8M |
| | Petrizzo Group Inc. | \$1.8M |
| | Federal Health Policy Strategies LLC | \$1.7M |
| ✓ | WayPoint Consulting LLC | \$1.7M |
| | Kyle House Group | \$1.7M |
| | East End Group LLC | \$1.7M |
| | Sorini, Samet & Associates LLC | \$1.7M |
| | LobbyDC.com LLC | \$1.7M |
| | Thompson Coburn LLP | \$1.7M |
| | Stanton Park Group LLC | \$1.7M |
| | Republic Consulting LLC | \$1.7M |
| | Bridge Public Affairs LLC | \$1.7M |
| | Hunton Andrews Kurth LLP | \$1.7M |
| ✓ | Team Hallahan LLC | \$1.7M |
| | Passage Consulting Group LLC | \$1.7M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|---|---------------------|
| | MG Housing Strategies LLC | \$1.7M |
| | Federal Science Partners LLC | \$1.6M |
| ✓ | Grossman, Marla Page | \$1.6M |
| ✓ | McCarthy Advanced Consulting LLC | \$1.6M |
| | DeSimone Consulting LLC | \$1.6M |
| | Maynor & Stiers LLC | \$1.6M |
| | 1607 Strategies LLC | \$1.6M |
| | Davidoff Hutcher & Citron LLP | \$1.6M |
| | Imperium Global Advisors | \$1.6M |
| | Guide Consulting Services LLC | \$1.6M |
| | Corrigan & Ussery LLC | \$1.6M |
| | Tonio Burgos & Associates Inc. | \$1.6M |
| | Milne, Wiener & Shofe Global Strategies | \$1.6M |
| | Chartwell Strategy Group LLC | \$1.6M |
| | Health Policy Source Inc. | \$1.6M |
| | Vectis DC | \$1.6M |
| | Clark Street Associates LLC | \$1.6M |
| ✓ | Sconset Strategies LLC | \$1.6M |
| | Sims Strategies LLC | \$1.6M |
| | KBS Group LLP | \$1.6M |
| | David Turch & Associates | \$1.6M |
| | Allon Advocacy LLC | \$1.5M |
| | Jenner & Block LLP | \$1.5M |
| | Sustainable Strategies DC LLC | \$1.5M |
| | Apex Advocacy LLC | \$1.5M |
| | Congressional Partners | \$1.5M |
| | Smith, Gordon Harold | \$1.5M |
| | Chamber Hill Strategies | \$1.5M |
| | PricewaterhouseCoopers LLP | \$1.5M |
| | 38 North Solutions LLC | \$1.5M |
| | Aquia Group LLC | \$1.5M |
| ✓ | Capitol City Group Ltd. | \$1.5M |
| | KPM Group DC LLC | \$1.5M |
| ✓ | ATS Communications Inc | \$1.5M |
| | Nexus Consulting LLC | \$1.5M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|---|---------------------|
| | Burrell International Group LLC | \$1.5M |
| | Federal Policy Group LLC | \$1.5M |
| ✓ | Timothy R. Rupli and Associates Inc. | \$1.4M |
| | Hall, Render, Killian, Heath & Lyman PC | \$1.4M |
| | Horizons Global Solutions LLC | \$1.4M |
| | CJ Lake LLC | \$1.4M |
| | North South Government Strategies | \$1.4M |
| | Sirona Strategies LLC | \$1.4M |
| | CONSILIO Group | \$1.4M |
| | Commonwealth Strategic Partners LLC | \$1.4M |
| | SC Partners LLC | \$1.4M |
| | D.C. Legislative and Regulatory Services Inc. | \$1.4M |
| | VNF Solutions LLC | \$1.4M |
| | Ballard Spahr LLP | \$1.4M |
| | GovBiz Advantage Inc. | \$1.4M |
| ✓ | Broydrick & Associates Inc. | \$1.4M |
| | TeleMedia Policy Corp. | \$1.4M |
| | Murray Montgomery & O'Donnell | \$1.4M |
| | Alpine Advisors LLC | \$1.4M |
| | Neale Creek LLC | \$1.4M |
| | Rubicon Advisors LLC | \$1.4M |
| | G2G Consulting LLC | \$1.4M |
| ✓ | Munk Policy & Law PLLC | \$1.4M |
| | Manatt, Phelps & Phillips LLP | \$1.3M |
| | Combest, Sell & Associates LLC | \$1.3M |
| | SmithBucklin Corp. | \$1.3M |
| | Prism Group SE | \$1.3M |
| ✓ | BC Consulting LLC | \$1.3M |
| ✓ | KRL International LLC | \$1.3M |
| ✓ | DeBrunner & Associates Inc. | \$1.3M |
| | Primacy Strategy Group LLC | \$1.3M |
| | Davis & Harman LLP | \$1.3M |
| | alb solutions | \$1.3M |
| | Groom Law Group Chartered | \$1.3M |
| | Ice Miller Strategies LLC | \$1.3M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|--|---------------------|
| ✓ | Viking Navigation LLC | \$1.3M |
| | Stapleton & Associates LLC | \$1.3M |
| | Constantinople & Vallone Consulting LLC | \$1.3M |
| | Westmoreland160 LLC | \$1.3M |
| | McCaulley & Co. | \$1.3M |
| | Joseph Group LLC | \$1.3M |
| | Missy Edwards Strategies LLC | \$1.2M |
| | Gray, Geoffrey P. | \$1.2M |
| | Meguire Whitney LLC | \$1.2M |
| | Bluestone Strategies LLC | \$1.2M |
| | Horizon Government Affairs | \$1.2M |
| | Gephardt Government Affairs | \$1.2M |
| | Kilpatrick Townsend & Stockton LLP | \$1.2M |
| | Tides Group LLC | \$1.2M |
| | American Capitol Group LLC | \$1.2M |
| | Bramer Group LLC | \$1.2M |
| | Jerry Costello Group LLC | \$1.2M |
| | Impact Health Policy Partners | \$1.2M |
| | ENS Resources Inc. | \$1.2M |
| | Best Best & Krieger LLP | \$1.2M |
| | Atlantic Strategies Group LLC | \$1.2M |
| | Stonington Global | \$1.2M |
| ✓ | Advanced Policy Consulting LLC | \$1.2M |
| | Robertson, Monagle & Eastaugh PC | \$1.2M |
| | Winston & Strawn LLP | \$1.2M |
| | SL Strategies LLC | \$1.2M |
| | Rasky Partners Inc. | \$1.2M |
| | Cardinal Infrastructure LLC | \$1.2M |
| | Nossaman LLP | \$1.2M |
| | Talley, Robert | \$1.2M |
| | Health and Medicine Counsel LLC | \$1.1M |
| | Card & Associates LLC | \$1.1M |
| | Mapetsi Policy Group LLC | \$1.1M |
| | Emmer Consulting Inc. | \$1.1M |
| | Mintz Levin Cohn Ferris Glovsky and Popeo PC | \$1.1M |

| Standout | Lobbying firm name | 2023 Revenue |
|-----------------|---|---------------------|
| | Moran Global Strategies Inc. | \$1.1M |
| | Capitol Consulting Group LLC (District of Columbia) | \$1.1M |
| | Crowell & Moring LLP | \$1.1M |
| | Wessel Group Inc. | \$1.1M |
| ✓ | Brody Group LLC | \$1.1M |
| | Off Hill Strategies LLC | \$1.1M |
| | Doerrer Group LLC | \$1.1M |
| | Ingram Group LLC | \$1.1M |
| | Sullivan Strategies LLC | \$1.1M |
| ✓ | Lester Health Law PLLC | \$1.1M |
| ✓ | Ehrlich & Associates LLC | \$1.1M |
| ✓ | Holly Strategies Inc. | \$1.1M |
| | Capitoline Consulting LLC | \$1.1M |
| | Peter Damon Group LLC | \$1.1M |
| | Wiley Rein LLP | \$1.1M |
| ✓ | Brachman, Marshall Aaron | \$1.1M |
| | OB-C Group LLC | \$1.1M |
| | Akerman LLP | \$1.1M |
| | Tower 19 LLC | \$1.1M |
| | Gordon Thomas Honeywell Governmental Affairs LLC | \$1.1M |
| | Longbow Public Policy Group LLC | \$1M |
| | O'Neill and Associates LLC | \$M |
| | Sandler, Travis & Rosenberg PA | \$1M |
| | CJR Group Inc. | \$1M |
| | Spirit Rock Consulting Inc. | \$1M |
| | Locke Lord LLP | \$1M |
| ✓ | Colling Group LLC | \$1M |
| | Potomac Advocates | \$1M |
| | Capitol Integration LLC | \$1M |
| | Clark Hill PLC | \$1M |
| | Mason Street Consulting LLC | \$1M |
| | Cross Potomac Consulting LLC | \$1M |
| | Duane Morris LLP | \$1M |
| | EFB Advocacy LLC | \$1M |

Lobbying Report: Behind the Data

Bloomberg Government analyzed Lobbying Disclosure Act reports from every firm that filed with the House and the Senate during 2023. This annual report focuses on the firms that reported at least \$1 million in revenue as well as 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.

Note: Some filings for 2022 were updated following publication of BGOV's 2022 report.

High-Performing Lobbying Firms of 2023

Lobbying firms that reported \$1 million or more in revenue in 2023, in alphabetical order

Check marks indicate those meeting all metrics described on Page 9

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|-------------------------------------|--------------|
| | 1607 Strategies LLC | \$1.6M |
| | 38 North Solutions LLC | \$1.5M |
| | 535 Group LLC | \$2.3M |
| ✓ | A1.9 Strategies LLC | \$2.4M |
| | A10 Associates LLC | \$3.7M |
| | ACG Advocacy LLC | \$10.4M |
| | Actum I LLC | \$5.1M |
| | Adams and Reese LLP | \$4.5M |
| ✓ | Advanced Policy Consulting LLC | \$1.2M |
| | Akerman LLP | \$1.1M |
| | Akin Gump Strauss Hauer & Feld LLP | \$54.8M |
| | alb solutions | \$1.3M |
| | Alcalde & Fay | \$3.1M |
| | Alignment Government Strategies | \$3M |
| | Allon Advocacy LLC | \$1.5M |
| | Alpine Advisors LLC | \$1.4M |
| ✓ | Alpine Group Partners LLC | \$18.4M |
| | Alston & Bird LLP | \$11.2M |
| | American Capitol Group LLC | \$1.2M |
| ✓ | American Defense International Inc. | \$6.6M |
| | Apex Advocacy LLC | \$1.5M |
| | Aquia Group LLC | \$1.5M |
| | ArentFox Schiff LLP | \$4.2M |
| | Arnold & Porter Kaye Scholer LLP | \$11.9M |
| | Atlantic Strategies Group LLC | \$1.9M |
| ✓ | Atlas Crossing LLC | \$3.7M |
| ✓ | ATS Communications Inc. | \$1.5M |
| | Avenue Solutions | \$7.8M |
| | Baker & Hostetler LLP | \$3.7M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|---|--------------|
| | Baker, Donelson, Bearman, Caldwell & Berkowitz PC | \$3.2M |
| | Ballard Partners LLC | \$17.7M |
| | Ballard Spahr LLP | \$1.4M |
| | Banner Public Affairs LLC | \$2.3M |
| | Barnes & Thornburg LLP | \$3M |
| ✓ | BC Consulting LLC | \$1.3M |
| | Becker & Poliakoff PA | \$4.5M |
| | Best Best & Krieger LLP | \$1.2M |
| | BGR Government Affairs LLC | \$41.8M |
| | Blank Rome Government Relations LLC | \$4.5M |
| ✓ | Blue Ridge Law and & Policy PC | \$2.4M |
| | Bluestone Strategies LLC | \$1.2M |
| | Bockorny Group Inc. | \$4M |
| | Bose Public Affairs Group | \$4M |
| | Boundary Stone Partners LLC | \$7.8M |
| ✓ | Bracewell LLP | \$11M |
| ✓ | Brachman, Marshall Aaron | \$11M |
| | Tower 19 LLC | \$1M |
| | Bradley Arant Boult Cummings LLP | \$2.6M |
| | Bramer Group LLC | \$1.2M |
| | Bridge Public Affairs LLC | \$1.7M |
| ✓ | Brody Group LLC | \$1.1M |
| ✓ | Brownstein Hyatt Farber Schreck LLP | \$62.7M |
| ✓ | Broydrick & Associates Inc. | \$1.4M |
| | Brumidi Group | \$2.5M |
| | Buchanan Ingersoll & Rooney PC | \$3M |
| | Burrell International Group LLC | \$1.5M |
| | Capitol City Group Ltd. | \$1.5M |
| | Capitol Consulting Group LLC (District of Columbia) | \$1.1M |
| | Capitol Counsel LLC | \$25.3M |
| | Capitol Hill Consulting Group | \$5.3M |
| ✓ | Capitol Hill Partners | \$2.1M |
| | Capitol Hill Policy Group LLC | \$2.3M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|---|--------------|
| | Capitol Integration LLC | \$1.1M |
| | Capitol Tax Partners LLP | \$14.5M |
| | Capitoline Consulting LLC | \$1.1M |
| ✓ | Carbonleaf LLC | \$4.6M |
| | Card & Associates LLC | \$1.1M |
| | Cardinal Infrastructure LLC | \$1.2M |
| | Carmen Group Inc. | \$4.2M |
| ✓ | Carpi & Clay Inc. | \$3.8M |
| ✓ | Cassidy & Associates Inc. | \$23.3M |
| | Cavarocchi Ruscio Dennis Associates LLC | \$4.4M |
| | CFM Advocates | \$2.7M |
| ✓ | CGCN Group LLC | \$7.6M |
| | Chamber Hill Strategies | \$1.5M |
| | Chartwell Strategy Group LLC | \$1.6M |
| | CJ Lake LLC | \$1.4M |
| | CJR Group Inc. | \$1M |
| | Clark Hill PLC | \$1M |
| | Clark Street Associates LLC | \$1.6M |
| ✓ | Cogent Strategies LLC | \$4.1M |
| ✓ | Colling Group LLC | \$1M |
| | Combest, Sell & Associates LLC | \$1.3M |
| | Commonwealth Strategic Partners LLC | \$1.4M |
| | Congressional Partners | \$1.5M |
| | CONSILIO Group | \$1.4M |
| | Constantinople & Vallone Consulting LLC | \$1.3M |
| | Cormac Group LLP | \$4.2M |
| | Cornerstone Government Affairs Inc. | \$41.4M |
| | Corrigan & Usery LLC | \$1.6M |
| | Covington & Burling LLP | \$9.7M |
| | Cozen O'Connor Public Strategies LLC | \$8.5M |
| | CR Federal LLC | \$2.1M |
| | Cross Potomac Consulting LLC | \$1M |
| ✓ | Crossroads Strategies LLC | \$24.8M |
| | Crowell & Moring LLP | \$1.1M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|--|--------------|
| | D.C. Legislative and Regulatory Services Inc. | \$1.4M |
| | Daly Consulting Group | \$2.7M |
| | Daschle Group LLC | \$7.5M |
| | David Turch and & Associates | \$1.6M |
| | Davidoff Hutcher & Citron LLP | \$1.6M |
| | Davis & Harman LLP | \$1.3M |
| ✓ | DeBrunner & Associates Inc. | \$1.3M |
| | Dentons Global Advisors Government Relations LLC | \$4.9M |
| | Dentons US LLP | \$8.3M |
| | DeSimone Consulting LLC | \$1.6M |
| | DLA Piper LLP (US) | \$10M |
| | Doerrer Group LLC | \$1.1M |
| ✓ | Downs Government Affairs LLC | \$2.3M |
| | Duane Morris LLP | \$1M |
| | Duberstein Group Inc. | \$8.2M |
| | Dutko Government Relations | \$2.2M |
| | East End Group LLC | \$1.7M |
| | EFB Advocacy LLC | \$1M |
| ✓ | Ehrlich & Associates LLC | \$1.1M |
| ✓ | Elevate Government Affairs LLC | \$7.4M |
| | Emergent Strategies LLC | \$2.3M |
| | Emmer Consulting Inc. | \$1.1M |
| | Empire Consulting Group Inc. | \$4.7M |
| | ENS Resources Inc. | \$1.2M |
| | Ervin Graves Strategy Group LLC | \$5.5M |
| | Faegre Drinker Biddle & Reath LLP | \$3.6M |
| | Farragut Partners LLP | \$6.8M |
| ✓ | Federal Hall Policy Advisors LLC | \$6.5M |
| | Federal Health Policy Strategies LLC | \$1.7M |
| | Federal Policy Group LLC | \$1.5M |
| | Federal Science Partners LLC | \$1.6M |
| ✓ | Federal Street Strategies LLC | \$4.8M |
| | Ferguson Group LLC | \$7.4M |
| | Ferox Strategies LLC | \$4.6M |
| | FGS Global U.S. LLC | \$11.7M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|--|--------------|
| ✓ | Fierce Government Relations | \$12.9M |
| | Foley & Lardner LLP | \$5.2M |
| | Forbes Tate Partners LLC | \$25.1M |
| | Franklin Square Group LLC | \$5.1M |
| | FS Vector LLC | \$4.2M |
| | FTI Consulting Inc. | \$5.3M |
| | Fulcrum Public Affairs LLC | \$4.7M |
| | G2G Consulting LLC | \$1.4M |
| | Gephardt Government Affairs | \$1.2M |
| | Gordon Thomas Honeywell Governmental Affairs LLC | \$1.2M |
| | GovBiz Advantage Inc. | \$1.4M |
| | Gray, Geoffrey P. | \$1.2M |
| | GrayRobinson PA | \$2.3M |
| | Greenberg Traurig LLP | \$5.8M |
| | Groom Law Group Chartered | \$1.3M |
| ✓ | Grossman, Marla Page | \$1.6M |
| | Guide Consulting Services Inc.LLC | \$1.6M |
| ✓ | GuidePostStrategies LLC | \$4M |
| | H&M Strategies LLP | \$1.8M |
| | Hall, Render, Killian, Heath & Lyman PC | \$1.4M |
| | Hance Scarborough LLP | \$3.1M |
| | Hannegan Landau Poersch & Rosenbaum Advocacy LLC | \$7M |
| | Harbinger Strategies LLC | \$11.2M |
| | Hart Health Strategies Inc. | \$2.5M |
| | Health and Medicine Counsel LLC | \$1.1M |
| | Health Policy Source Inc. | \$1.6M |
| | HillEast Group LLC | \$1.2M |
| | Hogan Lovells US LLP | \$9.2M |
| ✓ | Holland & Knight LLP | \$47.7M |
| ✓ | Holly Strategies Inc. | \$1.1M |
| | Hooper, Lundy & Bookman PC | \$1.8M |
| | Horizon Government Affairs | \$1.2M |
| | Horizons Global Solutions LLC | \$1.4M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|------------------------|--------------------------------------|---------------------|
| | HSA Strategies | \$1.8M |
| | Hunton Andrews Kurth LLP | \$1.7M |
| | Husch Blackwell Strategies LLC | \$7.2M |
| | Ice Miller Strategies LLC | \$1.3M |
| | Impact Health Policy Partners | \$1.2M |
| | Imperium Global Advisors | \$1.6M |
| | Ingram Group LLC | \$1.1M |
| ✓ | Innovative Federal Strategies LLC | \$6.8M |
| | Invariant LLC | \$39.1M |
| ✓ | J.A. Green & Co. | \$9.6M |
| | J.M. Burkman & Associates LLC | \$1.8M |
| | Jeffrey J. Kimbell & Associates Inc. | \$4.3M |
| | Jenner & Block LLP | \$1.5M |
| | Jerry Costello Group LLC | \$1.2M |
| ✓ | Jim Massie & Partners LLC | \$3.7M |
| | Jones Walker LLP | \$2.3M |
| | Joseph Group LLC | \$1.3M |
| | K&L Gates LLP | \$17.6M |
| ✓ | Kadesh & Associates LLC | \$3.6M |
| | Kasowitz Benson Torres LLP | \$1.8M |
| | KBS Group LLP | \$1.6M |
| | Keller Partners & Co. | \$3.5M |
| | Kelley Drye & Warren LLP | \$3.8M |
| | Kilpatrick Townsend & Stockton LLP | \$1.2M |
| | King & Spalding LLP | \$5.8M |
| | Klein/Johnson Group LLC | \$4.1M |
| | Kountoupes Denham Carr & Reid LLC | \$11.3M |
| | KPM Group DC LLC | \$1.5M |
| ✓ | KRL International LLC | \$1.3M |
| | Kyle House Group | \$1.7M |
| ✓ | Lester Health Law PLLC | \$1.1M |
| | Lewis-Burke Associates LLC | \$7.6M |
| | Liberty Partners Group LLC | \$3.1M |
| | Lincoln Policy Group | \$2.2M |
| | Livingston Group LLC | \$3.7M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|---|--------------|
| | LNE Group LLC | \$1.8M |
| | LobbyDC.com LLC | \$1.7M |
| | Lobbylt.com | \$2.1M |
| | Locke Lord LLP | \$1M |
| | Longbow Public Policy Group LLC | \$1M |
| | Lot Sixteen LLC | \$4.7M |
| | LSN Partners LLC | \$2.6M |
| | Madison Group LLC | \$5M |
| ✓ | Majority Group LLC | \$5.1M |
| | Manatt, Phelps & Phillips LLP | \$1.3M |
| | Mapetsi Policy Group LLC | \$1.1M |
| ✓ | Marcus G. Faust PC | \$2.4M |
| | Marshall & Popp LLC | \$3.6M |
| | Mason Street Consulting LLC | \$1M |
| ✓ | Mayer Brown LLP | \$3.2M |
| | Maynor & Stiers LLC | \$1.6M |
| | McAllister & Quinn LLC | \$4.2M |
| ✓ | McCarthy Advanced Consulting LLC | \$1.6M |
| | McCaulley & Co. | \$1.3M |
| | McDermott+Consulting LLC | \$4.4M |
| | McGuireWoods Consulting LLC | \$5.1M |
| | McKeon Group Inc. | \$2.1M |
| | McLarty Inbound LLC | \$2.8M |
| | McManus Group | \$5.1M |
| | Meguire Whitney LLC | \$1.2M |
| | Mehlman Consulting Inc. | \$24M |
| | Merchant McIntyre & Associates LLC | \$5.6M |
| | Mercury Public Affairs LLC | \$7.2M |
| ✓ | Mercury Strategies LLC | \$2.1M |
| | MG Housing Strategies LLC | \$1.7M |
| | Michael Best Strategies LLC | \$4.9M |
| | Miller & Chevalier Chartered | \$3.6M |
| | Miller Strategies LLC | \$12M |
| | Milne, Wiener & Shofe Global Strategies | \$1.6M |
| ✓ | Mindset Advocacy LLC | \$12.9M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|--|--------------|
| | Mintz Levin Cohn Ferris Glovsky and Popeo PC | \$1.1M |
| | Missy Edwards Strategies LLC | \$1.2M |
| | ML Strategies LLC | \$3.5M |
| | Monument Advocacy | \$15.8M |
| | Moran Global Strategies Inc. | \$1.1M |
| ✓ | Munk Policy and Law PLLC | \$1.4M |
| | Murray Montgomery & O'Donnell | \$1.4M |
| | Nathanson+Hauck | \$3.3M |
| | National Group LLP | \$1.9M |
| ✓ | Natural Resource Results LLC | \$4M |
| | Navigators Global LLC | \$4.4M |
| | Neale Creek LLC | \$1.4M |
| | Nelson Mullins Riley & Scarborough LLP | \$4.9M |
| | Nexus Consulting LLC | \$1.5M |
| ✓ | Nickles Group LLC | \$8M |
| | Normandy Group LLC | \$2.6M |
| | North South Government Strategies | \$1.4M |
| | Nossaman LLP | \$1.2M |
| | NVG LLC | \$6.8M |
| | OB-C Group LLC | \$1.1M |
| | O'Brien, Gentry & Scott LLC | \$4.1M |
| | Off Hill Strategies LLC | \$1.1M |
| ✓ | OGR | \$12.6M |
| ✓ | O'Keeffe Shahmoradi Strategies LLC | \$2.2M |
| | O'Neill and Associates LLC | \$1.4M |
| | Owen Evans Ingols | \$3.6M |
| | PACE LLP | \$3.9M |
| | Passage Consulting Group LLC | \$1.7M |
| | Penn Hill Group | \$3.4M |
| | Peter Damon Group LLC | \$1.1M |
| | Petrizzo Group Inc. | \$1.8M |
| | Picard Group LLC | \$3.6M |
| | Pillsbury Winthrop Shaw Pittman LLP | \$3.2M |
| | Pioneer Public Affairs LLC | \$3.1M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|-----------------------------------|--------------|
| | Platinum Advisors DC LLC | \$3.3M |
| | Plurus Strategies LLC | \$2M |
| | Polaris Consulting LLC | \$8.2M |
| | Polsinelli PC | \$3.9M |
| | Porter Group LLC | \$2.2M |
| | Porterfield, Fettig & Sears LLC | \$5.7M |
| | Potomac Advocates | \$1M |
| | Potomac Partners DC LLC | \$2.1M |
| ✓ | Powers Pyles Sutter & Verville PC | \$4.5M |
| | PricewaterhouseCoopers LLP | \$1.5M |
| | Primacy Strategy Group LLC | \$1.3M |
| | Prime Policy Group | \$6.7M |
| | Prism Group SE | \$1.3M |
| | Public Strategies Washington Inc. | \$4.9M |
| | Putala Strategies LLC | \$3.9M |
| | Raben Group LLC | \$2.1M |
| | Rasky Partners Inc. | \$1.2M |
| | Republic Consulting LLC | \$1.7M |
| | Resolution Public Affairs LLC | \$4.8M |
| ✓ | Ricchetti Inc. | \$2.6M |
| | Rich Feuer Anderson | \$7M |
| | Rising Tide Associates LLC | \$2M |
| ✓ | Roberti Global LLC | \$3.7M |
| | Robertson, Monagle & Eastaugh PC | \$1.2M |
| | Rock Creek Counsel LLC | \$1.8M |
| | Roosevelt Group | \$7.1M |
| | Rubicon Advisors LLC | \$1.4M |
| | Russell Group Inc. | \$8.6M |
| ✓ | S-3 Group LLC | \$13.8M |
| | Salt Point Strategies LLC | \$4.9M |
| | Sandler, Travis & Rosenberg PA | \$1.3M |
| | SBL Strategies LLC | \$3M |
| | SC Partners LLC | \$1.4M |
| | Sconset Strategies LLC | \$1.6M |
| | Sidley Austin LLP | \$2.7M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|--|--------------|
| | Simmons & Russell Group LLC | \$2.7M |
| ✓ | Sims Strategies LLC | \$1.6M |
| | Sirona Strategies LLC | \$1.4M |
| | SL Strategies LLC | \$1.2M |
| | Smith Dawson & Andrews | \$3.4M |
| | Smith, Gordon Harold | \$1.5M |
| | SmithBucklin Corp. | \$1.3M |
| | Smith-Free Group LLC | \$5M |
| | Sorini, Samet & Associates LLC | \$1.7M |
| | Spirit Rock Consulting Inc. | \$1M |
| | SplitOak Strategies LLC | \$2.5M |
| | Squire Patton Boggs | \$22.6M |
| | Stanton Park Group LLC | \$1.7M |
| | Stapleton & Associates LLC | \$1.3M |
| | State Federal Strategies LLC | \$1.9M |
| ✓ | Steptoe LLP | \$5.8M |
| | Sternhell Group | \$4.7M |
| | Stewart Strategies & Solutions LLC | \$2M |
| | Stonington Global | \$1.2M |
| | Strategic Health Care | \$2.9M |
| ✓ | Strategic Marketing Innovations Inc. | \$13M |
| ✓ | Strategies 360 Inc. | \$3.6M |
| | Subject Matter | \$20M |
| | Sullivan Strategies LLC | \$1.1M |
| ✓ | Summit Strategies Government Affairs LLC | \$3.5M |
| | Sustainable Strategies DC LLC | \$1.5M |
| | Taft, Stettinius & Hollister LLP | \$3.7M |
| | Tai Ginsberg & Associates LLC | \$2.1M |
| | Talley, Robert | \$1.2M |
| | Tarplin, Downs & Young LLC | \$15.7M |
| | Team Hallahan LLC | \$1.7M |
| ✓ | TeleMedia Policy Corp. | \$1.4M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|---|--------------|
| | theGROUP DC LLC | \$8.6M |
| | Thompson Coburn LLP | \$1.7M |
| | Thorn Run Partners | \$28M |
| | Thorsen French Advocacy LLC | \$2.2M |
| | Tiber Creek Group Inc. | \$24.2M |
| | Tiber Creek Health Strategies Inc. | \$2.5M |
| | Tides Group LLC | \$1.2M |
| | Tiger Hill Partners LLC | \$2.5M |
| ✓ | Timothy R. Rupli and Associates Inc. | \$1.4M |
| | Todd Strategy Group | \$9.3M |
| | Tonio Burgos & Associates Inc. | \$1M |
| | Torrey Advisory Group | \$4.2M |
| | Tower 19 LLC | \$1.1M |
| | Townsend Public Affairs Inc. | \$5.9M |
| | Tremont Strategies Group LLC | \$2.2M |
| | Tributary LLP | \$4.1M |
| ✓ | Troutman Pepper Hamilton Sanders Strategies LLC | \$3.2M |
| | TwinLogic Strategies LLP | \$2.6M |
| | Van Ness Feldman LLP | \$2.9M |
| | Van Scoyoc Associates Inc. | \$20M |
| | VantageKnight Inc. | \$2.6M |
| | Vectis DC | \$1.6M |
| | Venable LLP | \$13.6M |
| | Venn Strategies LLC | \$11.5M |
| ✓ | Venture Government Strategies LLC | \$8.4M |
| ✓ | Viking Navigation LLC | \$1.3M |
| | VNF Solutions LLC | \$1.4M |
| | Vogel Group LLC | \$10.7M |
| | W Strategies LLC | \$3.7M |
| | Washington 2 Advocates LLC | \$2.5M |
| | Washington Council Ernst & Young | \$5.2M |
| | Washington Tax and Public Policy Group LLC | \$5.7M |

| High-Performing | Lobbying firm name | 2023 Revenue |
|-----------------|---|--------------|
| | Water Strategies LLC | \$2M |
| | Waxman Strategies | \$1.8M |
| ✓ | WayPoint Consulting LLC | \$1.7M |
| | Welsh Rose LLC | \$2.1M |
| | Wessel Group Inc. | \$1.1M |
| | West Front Strategies LLC | \$5M |
| | Westmoreland160 LLC | \$1.3M |
| | Wheat Shroyer Government Relations LLC | \$1.9M |
| | Whitmer & Worrall LLC | \$2.7M |
| | Wiley Rein LLP | \$1.1M |
| | Williams & Jensen PLLC | \$14.6M |
| | Williams Group | \$2M |
| ✓ | Wilmer Cutler Pickering Hale & Dorr LLP | \$5.4M |
| | Winning Strategies Washington LLC | \$5.1M |
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News contributors

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