

# 2020 Top-Performing Lobbying Firms



Bloomberg Government

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## Behind the Data

Bloomberg Government looked at the 2,095 registered lobbying firms that filed Lobbying Disclosure Act reports with the Senate during 2020. This report focuses on lobbying activity of 306 top lobbying firms – those that reported \$1 million or more in revenue in 2020, lobbying activity in each quarter of 2019 and 2020, and at least two clients\*.

For the sixth consecutive year, Bloomberg Government identified top-performing firms, measured by five critical business performance metrics. The 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 [BGOV.com](https://www.bgov.com).

\*Updated May 5, 2021

# High-Performing Lobbying Firms of 2020

List of lobbying firms that reported \$1 million or more in revenue in 2020, sorted by revenue.

Standout	Lobbying Firm	2020 Revenue
	Akin Gump Strauss Hauer & Feld LLP	\$49.7M
	Brownstein Hyatt Farber Schreck LLP	\$49.4M
	BGR Government Affairs LLC	\$31.7M
	Holland & Knight LLP	\$28.2M
	Cornerstone Government Affairs Inc.	\$27.8M
	Ballard Partners Inc.	\$24.3M
	Squire Patton Boggs US LLP	\$22.8M
	Invariant LLC	\$20.6M
	Forbes Tate LLC	\$19.5M
	Capitol Counsel LLC	\$19.2M
	K&L Gates LLP	\$18.6M
	Mehlman Castagnetti Rosen & Thomas Inc.	\$17.8M
	Peck Madigan Jones & Stewart Inc.	\$17.3M
	Van Scoyoc Associates Inc.	\$17.2M
	Cassidy & Associates Inc.	\$16.5M
	Crossroads Strategies LLC	\$16.5M
	Covington & Burling LLP	\$16.1M
	American Continental Group Inc.	\$15.1M
	Alpine Group Inc.	\$14.5M
	Thorn Run Partners LLC	\$14.3M
	Williams & Jensen PLLC	\$13.7M
	Fierce Government Relations LLC	\$13.2M
	Miller Strategies LLC	\$13.2M
	Elmendorf Strategies LLC	\$12.6M
	Harbinger Strategies LLC	\$12.6M
	Capitol Tax Partners LLP	\$12.1M
	Tarplin Downs & Young LLC	\$12.1M
	Hogan Lovells US LLP	\$11.1M
	Step toe & Johnson LLP	\$10.9M
	Ogilvy Government Relations	\$10.4M
	S-3 Group LLC	\$9.4M
	Monument Advocacy	\$9.2M
	Alston & Bird LLP	\$9.0M
	Greenberg Traurig LLP	\$8.9M
	Mercury Public Affairs LLC	\$8.7M
	DLA Piper LLP	\$8.7M
	Arnold & Porter Kaye Scholer LLP	\$8.4M
	CGCN Group LLC	\$8.4M
	Duberstein Group Inc.	\$8.3M
	Polaris Consulting LLC	\$8.1M
	Venable LLP	\$7.6M



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

Standout	Lobbying Firm	2020 Revenue
	Bracewell LLP	\$7.5M
	Glover Park Group LLC	\$7.3M
	Nickles Group LLC	\$7.3M
	Baker & Hostetler LLP	\$6.9M
	Kountoupes Denham Carr & Reid LLC	\$6.8M
	Venn Strategies LLC	\$6.8M
	Russell Group Inc.	\$6.8M
	Polsinelli PC	\$6.6M
	Roberti Global LLC	\$6.5M
	Hobart Hallaway & Quayle Ventures LLC	\$6.2M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$6.0M
	Avenue Solutions LLC	\$6.0M
	Cypress Advocacy LLC	\$6.0M
	Bockorny Group Inc.	\$5.9M
	Nelson Mullins Riley & Scarborough LLP	\$5.9M
	Capitol Hill Consulting Group	\$5.9M
	Prime Policy Group LLC	\$5.8M
	Strategic Marketing Innovations Inc.	\$5.6M
	McGuireWoods Consulting LLC	\$5.6M
	Franklin Square Group LLC	\$5.6M
	Roosevelt Group LLC	\$5.5M
	Ferguson Group LLC	\$5.4M
	Rich Feuer Group	\$5.4M
	Cozen O'Connor Public Strategies	\$5.4M
	Barnes & Thornburg LLP	\$5.4M
	Lewis Burke Associates LLC	\$5.3M
	Washington Tax & Public Policy Group LLC	\$5.3M
	Sidley Austin LLP	\$5.3M
	Porterfield Fettig & Sears LLC	\$5.3M
	Clark Hill PLC	\$5.3M
	Ernst & Young LLP	\$5.2M
	Carmen Group Inc.	\$5.2M
	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$5.1M
	King & Spalding LLP	\$5.1M
	FTI Government Affairs	\$5.1M
	Farragut Partners LLP	\$5.1M
	Michael Best Strategies LLC	\$5.0M
	Faegre Drinker Biddle & Reath LLP	\$5.0M
	Winning Strategies Washington	\$5.0M
	Navigators Global LLC	\$4.9M
	Foley & Lardner LLP	\$4.9M
	Smith-Free Group Inc.	\$4.9M
	Powers Pyles Sutter & Verville PC	\$4.7M
	Todd Strategy LLC	\$4.6M

Standout	Lobbying Firm	2020 Revenue
	Dentons US LLP	\$4.6M
	NVG LLC	\$4.6M
	Lincoln Policy Group LLC	\$4.5M
	Jeffrey J Kimbell & Associates Inc.	\$4.5M
	JA Green & Co.	\$4.4M
	Wilmer Cutler Pickering Hale and Dorr LLP	\$4.4M
	Alcalde & Fay Ltd.	\$4.4M
	Arent Fox LLP	\$4.3M
	Vogel Group	\$4.3M
	Husch Blackwell Strategies LP	\$4.3M
	American Defense International Inc.	\$4.2M
	McManus Group LLC	\$3.9M
	Public Strategies Washington Inc.	\$3.9M
	Cavarocchi Ruscio Dennis Associates LLC	\$3.9M
	Cormac Group LLP	\$3.8M
	Pace LLP	\$3.8M
	Federal Hall Policy Advisors LLC	\$3.8M
	Adams and Reese LLP	\$3.7M
	W Strategies LLC	\$3.7M
	O'Brien Gentry & Scott LLC	\$3.7M
	Innovative Federal Strategies LLC	\$3.7M
	Van Ness Feldman LLP	\$3.6M
	Blank Rome Government Relations LLC	\$3.6M
	Group DC LLC	\$3.6M
	Kelley Drye & Warren LLP	\$3.5M
	Merchant McIntyre & Associates LLC	\$3.5M
	Nathanson & Hauck	\$3.5M
	TwinLogic Strategies LLP	\$3.4M
	Cogent Strategies LLC	\$3.3M
	Buchanan Ingersoll & Rooney PC	\$3.2M
	Becker & Poliakoff PA	\$3.2M
	Normandy Group LLC	\$3.2M
	Signal Group	\$3.2M
	Mayer Brown LLP	\$3.0M
	Ervin Graves Strategy Group LLC	\$3.0M
	Jones Walker LLP	\$3.0M
	Bose Public Affairs Group LLC	\$3.0M
	West Front Strategies LLC	\$3.0M
	Townsend Public Affairs Inc.	\$3.0M
	GrayRobinson PA	\$3.0M
	ML Strategies LLC	\$3.0M
	A10 Associates	\$3.0M
	Owen Evans Ingols Inc.	\$3.0M
	Penn Hill Group	\$3.0M

Standout	Lobbying Firm	2020 Revenue
	Livingston Group LLC	\$2.9M
	McAllister & Quinn LLC	\$2.9M
	Simmons & Russell Group LLC	\$2.9M
	Republic Consulting LLC	\$2.8M
	Strategic Health Care Co.	\$2.8M
	McDermott+Consulting LLC	\$2.8M
	Fulcrum Public Affairs LLC	\$2.8M
	Jim Massie & Partners LLC	\$2.8M
	Empire Consulting Group	\$2.8M
	Wiley Rein LLP	\$2.7M
	Olsson Frank Weeda Terman Matz PC	\$2.7M
	Natural Resource Results LLC	\$2.7M
	Liberty Partners Group LLC	\$2.7M
	Klein/Johnson Group LP	\$2.6M
	Daly Consulting Group LLC	\$2.6M
	Kadesh & Associates LLC	\$2.6M
	Hart Health Strategies Inc.	\$2.6M
	Banner Public Affairs LLC	\$2.5M
	Miller & Chevalier Chartered	\$2.5M
	Carpi & Clay Government Relations	\$2.5M
	Marshall & Popp LLC	\$2.5M
	Lot Sixteen LLC	\$2.5M
	Federal Street Strategies LLC	\$2.5M
	Gephardt Group Government Affairs LLC	\$2.5M
	Alignment Government Strategies	\$2.4M
	Cove Strategies	\$2.4M
	Spirit Rock Consulting Inc.	\$2.3M
	Hooper Lundy & Bookman PC	\$2.3M
	Washington2 Advocates LLC	\$2.3M
	Dutko Grayling LLC	\$2.3M
	Sternhell Group	\$2.3M
	Chamber Hill Strategies LLC	\$2.2M
	Petrizzo Group Inc.	\$2.2M
	Whitmer & Worrall LLC	\$2.2M
	East End Group LLC	\$2.2M
	SBL Strategies LLC	\$2.2M
	Madison Group Inc.	\$2.2M
	TeleMedia Policy Corp.	\$2.1M
	OBC Group LLC	\$2.1M
	Summit Strategies Government Affairs LLC	\$2.1M
	Federal Policy Group LLC	\$2.1M
	Capitol Resources	\$2.1M
	PricewaterhouseCoopers LLP	\$2.1M
	CJ Lake LLC	\$2.1M

Standout	Lobbying Firm	2020 Revenue
	Thorsen French Advocacy LLC	\$2.1M
	Davis & Harman LLP	\$2.1M
	McDermott Will & Emery LLP	\$2.0M
	Raben Group LLC	\$2.0M
	Splitoak Strategies LLC	\$2.0M
	Capitol Hill Policy Group LLC	\$2.0M
	Crowell & Moring LLP	\$1.9M
	Ferox Strategies LLC	\$1.9M
	Strategies 360	\$1.9M
	McLarty Inbound LLC	\$1.9M
	Smith Dawson & Andrews Inc.	\$1.9M
	Welsh Rose LLC	\$1.9M
	Tremont Strategies Group LLC	\$1.9M
	Horizon Government Affairs LLC	\$1.9M
	North South Government Strategies	\$1.9M
	Chartwell Strategy Group LLC	\$1.9M
	VH Strategies	\$1.8M
	Thompson Coburn LLP	\$1.8M
	Hunton Andrews Kurth LLP	\$1.8M
	Michael Torrey Associates LLC	\$1.8M
	Resolution Public Affairs LLC	\$1.8M
	Marcus G Faust PC	\$1.8M
	Ice Miller LLP	\$1.8M
	Maynard Cooper & Gale PC	\$1.8M
	Picard Group LLC	\$1.7M
	David Turch & Associates	\$1.7M
	Atlantic Strategies Group LLC	\$1.7M
	Chambers Conlon & Hartwell LLC	\$1.7M
	Hurt Norton & Associates Inc.	\$1.6M
	Timothy R Rupli & Associates Inc.	\$1.6M
	Keller Partners & Co.	\$1.6M
	Groom Law Group Chartered	\$1.6M
	Hance Scarborough LLP	\$1.6M
	Milne Wiener & Shofe Global Strategies	\$1.6M
	Majority Group LLC	\$1.6M
	Pillsbury Winthrop Shaw Pittman LLP	\$1.6M
	Troutman Sanders LLP	\$1.6M
	Bridge Public Affairs	\$1.6M
	McKeon Group Inc.	\$1.6M
	Tiber Creek Health Strategies Inc.	\$1.6M
	Kasowitz Benson Torres LLP	\$1.5M
	Robertson Monagle & Eastaugh PC	\$1.5M
	Rampy Northrup LLC	\$1.5M
	Meyers & Associates	\$1.5M
	Emergent Strategies LLC	\$1.5M

Standout	Lobbying Firm	2020 Revenue
	Capitol Legislative Strategies LLC	\$1.5M
	Sorini Samet & Associates LLC	\$1.5M
	Stanton Park Group LLC	\$1.5M
	Urban Swirski & Associates LLC	\$1.5M
	Kilpatrick Townsend & Stockton LLP	\$1.4M
	Keelen Group LLC	\$1.4M
	Lugar Hellmann Group LLC	\$1.4M
	Health Policy Source Inc.	\$1.4M
	Bryan Cave Leighton Paisner LLP	\$1.4M
	Water Strategies LLC	\$1.4M
	Capitol Integration	\$1.4M
	Sims Strategies LLC	\$1.4M
	Hall Render Killian Heath & Lyman PC	\$1.4M
	Rising Tide Associates LLC	\$1.4M
	Card & Associates LLC	\$1.4M
	Porter Group LLC	\$1.4M
	JM Burkman & Associates	\$1.4M
	Bradley Arant Boult Cummings LLP	\$1.3M
	Locke Lord LLP	\$1.3M
	Wynne Health Group LLC	\$1.3M
	LNE Group LLC	\$1.3M
	Kyle House Group LLC	\$1.3M
	Freemyer & Associates PC	\$1.3M
	Raffaniello & Associates LLC	\$1.3M
	Tauzin Strategic Networks LLC	\$1.3M
	O'Neill Athy & Casey PC	\$1.3M
	Corley Consulting LLC	\$1.3M
	Jarrard Phillips Cate & Hancock Inc.	\$1.3M
	American Capitol Group	\$1.3M
	GovBiz Advantage Inc.	\$1.3M
	DC Legislative & Regulatory Services Inc.	\$1.3M
	Combest Sell & Associates LLC	\$1.3M
	Doerrer Group LLC	\$1.3M
	O'Keeffe Shahmoradi Strategies	\$1.3M
	Ricchetti Inc.	\$1.2M
	Advanced Policy Consulting LLC	\$1.2M
	Mintz Levin Cohn Ferris Glovsky & Popeo PC	\$1.2M
	Duane Morris LLP	\$1.2M
	Tai Ginsberg & Associates LLC	\$1.2M
	Team Hallahan LLC	\$1.2M
	Bluestone Strategies LLC	\$1.2M
	Envision Strategy LLC	\$1.2M
	KIT Bond Strategies LLP	\$1.2M
	Rock Creek Counsel LLC	\$1.2M

Standout	Lobbying Firm	2020 Revenue
	Putala Strategies LLC	\$1.2M
	Atlas Crossing LLC	\$1.2M
	Nossaman LLP	\$1.2M
	HBW Resources LLC	\$1.2M
	Mercury Strategies LLC	\$1.2M
	Rubicon Advisors LLC	\$1.2M
	Capitol Hill Partners	\$1.2M
	Geoffrey Gray Lobbying Firm	\$1.2M
	CFM Strategic Communication Inc.	\$1.2M
	Vitello Consulting	\$1.2M
	GuidePost Strategies	\$1.1M
	SmithBucklin Corp.	\$1.1M
	Davidoff Hutcher & Citron LLP	\$1.1M
	Robert A Rapoza Associates Inc.	\$1.1M
	Tonio Burgos & Associates Inc.	\$1.1M
	Gibson Dunn & Crutcher LLP	\$1.1M
	Federal Science Partners LLC	\$1.1M
	Downs Government Affairs LLC	\$1.1M
	Munk Policy & Law	\$1.1M
	Mapetsi Policy Group LLC	\$1.1M
	Emmer Consulting PC	\$1.1M
	Lockridge Grindal Nauen PLLP	\$1.1M
	VantageKnight Inc.	\$1.1M
	Potomac Partners DC LLC	\$1.1M
	Hobbs Group	\$1.1M
	Debrunner & Associates Inc.	\$1.1M
	Plurus Strategies LLC	\$1.1M
	Siff & Associates PLLC	\$1.1M
	Sirona Strategies LLC	\$1.1M
	National Environmental Strategies Co.	\$1.1M
	BC Consulting LLC	\$1.1M
	Akerman LLP	\$1.0M
	Health and Medicine Counsel of Washington Inc.	\$1.0M
	Roberts Raheb & Gradler LLC	\$1.0M
	Tauzin Consultants LLC	\$1.0M
	Etherton & Associates Inc.	\$1.0M
	Turnberry Solutions Inc.	\$1.0M
	Jenkins Hill Consulting LLC	\$1.0M
	O'Neill & Associates LLC	\$1.0M
	Zirkelbach Strategies LLC	\$1.0M
	O'Connell & Dempsey LLC	\$1.0M
	Wessel Group Inc.	\$1.0M
	Pirro Group LLC	\$1.0M
	Meguire Whitney LLC	\$1.0M

# Lobbying Industry Overview

Lobbying firms revenue increased in 2020, despite flat overall lobbying spending

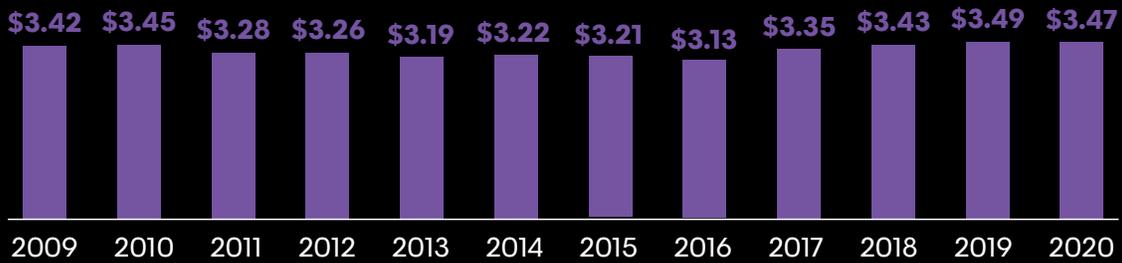
## Lobbying Firm Revenue at an All-Time High in 2020

Revenue in billions of dollars



## Lobbying Spending Flat in 2020 Ending 3 Year Growth Streak

Spending in billions of dollars

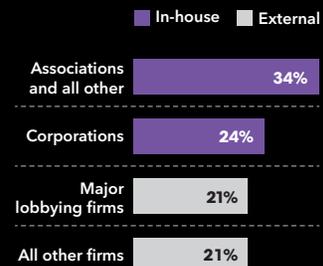


Lobbying firm revenue accounted for almost **50%** of the \$3.47 billion spent on lobbying in 2020.

### Major Firms Captured All Revenue Growth in 2020

- 14.7%** of all lobbying firms
- 50.3%** of all registered lobbyists
- 79.4%** of all lobbying revenue
- 99.7%** of all revenue growth

### Lobbying Firms Account for Only **4 out of 10** Registered Lobbyists



# Firms With Largest Increase in Revenue

## Year-over-year change in revenue

Standout	Lobbying Firm	2020 Revenue	2019 Revenue	Change in Revenue
	Brownstein Hyatt Farber Schreck LLP	\$49.4M	\$40.9M	\$8.5M
	Akin Gump Strauss Hauer & Feld LLP	\$49.7M	\$43.0M	\$6.7M
	Ballard Partners Inc.	\$24.3M	\$18.9M	\$5.4M
	Miller Strategies LLC	\$13.2M	\$8.1M	\$5.1M
	Forbes Tate LLC	\$19.5M	\$14.6M	\$4.9M
	Cornerstone Government Affairs Inc.	\$27.8M	\$23.3M	\$4.5M
	Invariant LLC	\$20.6M	\$16.4M	\$4.2M
	Holland & Knight LLP	\$28.2M	\$24.9M	\$3.4M
	Crossroads Strategies LLC	\$16.5M	\$13.4M	\$3.1M
	Michael Best Strategies LLC	\$5.0M	\$2.1M	\$2.9M

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



Only 31 firms  
increased revenue by  
**\$1 million**  
or more.

# Firms With Highest Revenue Growth

Year-over-year percentage change in revenue

Standout	Lobbying Firm	2020 Revenue	2019 Revenue	Percentage Change in Revenue
	Gibson Dunn & Crutcher LLP	\$1.1M	\$0.1M	1109%
	Nossaman LLP	\$1.2M	\$0.2M	384%
	Michael Best Strategies LLC	\$5.0M	\$2.1M	145%
	Picard Group LLC	\$1.7M	\$0.9M	101%
	Ricchetti Inc.	\$1.2M	\$0.6M	99%
	Rubicon Advisors LLC	\$1.2M	\$0.6M	93%
	Vogel Group	\$4.3M	\$2.2M	93%
	GovBiz Advantage Inc.	\$1.3M	\$0.7M	85%
	AIO Associates	\$3.0M	\$1.7M	73%
	PricewaterhouseCoopers LLP	\$2.1M	\$1.3M	63%

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



**2/3** of major lobbying firms had revenue growth.

# Firms With Highest Accretive Growth

Percentage change in average revenue per client in 2020 compared to 2019

Standout	Lobbying Firm	Percentage Change in Average Revenue Per Client
	Gibson Dunn & Crutcher LLP	806%
	Nossaman LLP	126%
	Lockridge Grindal Nauen PLLP	112%
	Cove Strategies	90%
	Tauzin Consultants LLC	73%
	Michael Best Strategies LLC	71%
	GovBiz Advantage Inc.	63%
	PricewaterhouseCoopers LLP	57%
	Bradley Arant Boult Cummings LLP	39%
	Hunton Andrews Kurth LLP	37%



# Firms With Perfect Short-Term Client Retention

One-year retention rate as of the fourth quarter of 2020, listed alphabetically

Standout	Lobbying Firm	One-Year Retention
	Atlas Crossing LLC	100%
	BC Consulting LLC	100%
	Bluestone Strategies LLC	100%
	Carpi & Clay Government Relations	100%
	CFM Strategic Communication Inc.	100%
	Combest Sell & Associates LLC	100%
	Davidoff Hutcher & Citron LLP	100%
	Debrunner & Associates Inc.	100%
	Duberstein Group Inc.	100%
	Dutko Grayling LLC	100%
	Federal Street Strategies LLC	100%
	GuidePost Strategies	100%
	Hart Health Strategies Inc.	100%
	Health Policy Source Inc.	100%
	Hobbs Group	100%
	Locke Lord LLP	100%
	Majority Group LLC	100%
	Mapetsi Policy Group LLC	100%
	Marcus G Faust PC	100%
	Marshall & Popp LLC	100%
	Meguire Whitney LLC	100%
	Mintz Levin Cohn Ferris Glovsky & Popeo PC	100%
	Nossaman LLP	100%
	O'Keeffe Shahmoradi Strategies	100%
	O'Neill Athy & Casey PC	100%
	Pirro Group LLC	100%
	Potomac Partners DC LLC	100%
	Public Strategies Washington Inc.	100%
	Robert A Rapoza Associates Inc.	100%
	Roberti Global LLC	100%
	Roberts Raheb & Gradler LLC	100%
	Rock Creek Counsel LLC	100%
	Rubicon Advisors LLC	100%
	Simmons & Russell Group LLC	100%
	Sirona Strategies LLC	100%
	SmithBucklin Corp.	100%
	Spirit Rock Consulting Inc.	100%
	Splitoak Strategies LLC	100%
	TeleMedia Policy Corp.	100%
	Todd Strategy LLC	100%
	Townsend Public Affairs Inc.	100%
	Vitello Consulting	100%
	W Strategies LLC	100%
	Water Strategies LLC	100%
	Zirkelbach Strategies LLC	100%

# Firms With Perfect Long-Term Client Retention

Three-year retention rate in the fourth quarter of 2020, listed alphabetically

Standout	Lobbying Firm	Three-Year Retention
	CFM Strategic Communication Inc.	100%
	Emmer Consulting PC	100%
	Empire Consulting Group	100%
	Federal Street Strategies LLC	100%
	Group DC LLC	100%
	Hobbs Group	100%
	Mapetsi Policy Group LLC	100%
	Marcus G Faust PC	100%
	O'Connell & Dempsey LLC	100%
	Robert A Rapoza Associates Inc.	100%
	Siff & Associates PLLC	100%
	Simmons & Russell Group LLC	100%
	SmithBucklin Corp.	100%
	TeleMedia Policy Corp.	100%
	Zirkelbach Strategies LLC	100%



**1 out of 3** major lobbying firms had short-term retention of 90% or higher.



**21%** of major lobbying firms retained at least 80% of clients after 3 years.

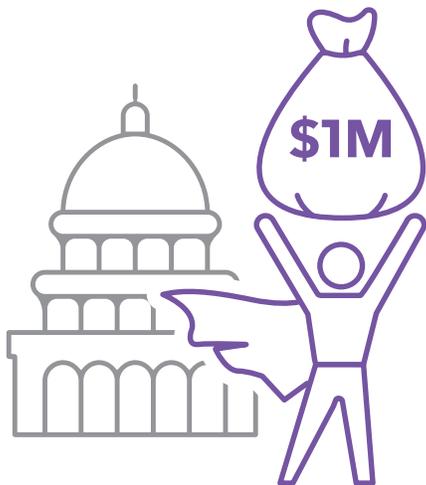


**10** major lobbying firms had perfect short- and long-term retention.

# Firms With High Employee Revenue

Reported revenue in 2020 per number of registered lobbyists in the fourth quarter of 2020

Standout	Lobbying Firm	Revenue Per Lobbyist
	W Strategies LLC	\$3.7M
	Empire Consulting Group	\$2.8M
	Ballard Partners Inc.	\$2.7M
	Miller Strategies LLC	\$2.6M
	Harbinger Strategies LLC	\$2.5M
	Todd Strategy LLC	\$2.3M
	TeleMedia Policy Corp.	\$2.1M
	Group DC LLC	\$1.8M
	Nathanson & Hauck	\$1.7M
	Fierce Government Relations LLC	\$1.7M



19% of major lobbying firms reported **\$1 million** or more in revenue per lobbyist.

# Standout Lobbying Firms of 2020

Bloomberg Government identified **50** major lobbying firms that exceeded thresholds in several key business metrics in 2020. Criteria focus on growth, customer satisfaction, and profitability.

These firms met the following specific criteria:

## Revenue growth

- Positive percentage change in revenue, compared with 2019

## Growth in average revenue per client

- Positive percentage change in average revenue per client, compared with 2019

## Client retention as of the fourth quarter of 2020

- 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 2020) of \$450,000 or more

**Nathanson & Hauck** is on BGOV's standout firm list for the fifth time since 2015. **Seven** other firms are on the list for the fourth time, including **Todd Strategy LLC**, which is on the list for the fourth year in a row.



**18** lobbying firms  
are **new** to BGOV's  
standout list.

# Standout Lobbying Firms of 2020

Here are the lobbying firms that displayed impressive performance in 2020 by exceeding thresholds in key metrics: **revenue growth, growth in average revenue per client, client retention, and revenue per lobbyist.**

Lobbying Firm	2020 Revenue
Brownstein Hyatt Farber Schreck LLP	\$49.4M
BGR Government Affairs LLC	\$31.7M
Holland & Knight LLP	\$28.2M
Forbes Tate LLC	\$19.5M
Mehlman Castagnetti Rosen & Thomas Inc.	\$17.8M
Peck Madigan Jones & Stewart Inc.	\$17.3M
Van Scoyoc Associates Inc.	\$17.2M
Crossroads Strategies LLC	\$16.5M
Thorn Run Partners LLC	\$14.3M
Harbinger Strategies LLC	\$12.6M
S-3 Group LLC	\$9.4M
Polaris Consulting LLC	\$8.1M
Roberti Global LLC	\$6.5M
Hobart Hallaway & Quayle Ventures LLC	\$6.2M
Franklin Square Group LLC	\$5.6M
Rich Feuer Group	\$5.4M
Washington Tax & Public Policy Group LLC	\$5.3M
Porterfield Fettig & Sears LLC	\$5.3M
Todd Strategy LLC	\$4.6M
NVG LLC	\$4.6M
JA Green & Co.	\$4.4M
Public Strategies Washington Inc.	\$3.9M
Pace LLP	\$3.8M
Federal Hall Policy Advisors LLC	\$3.8M
Adams and Reese LLP	\$3.7M
W Strategies LLC	\$3.7M
Nathanson & Hauck	\$3.5M
Normandy Group LLC	\$3.2M
Strategic Health Care Co.	\$2.8M
Jim Massie & Partners LLC	\$2.8M
Empire Consulting Group	\$2.8M
Natural Resource Results LLC	\$2.7M
Liberty Partners Group LLC	\$2.7M
Kadesh & Associates LLC	\$2.6M
Hooper Lundy & Bookman PC	\$2.3M
Washington2 Advocates LLC	\$2.3M
Sternhell Group	\$2.3M
TeleMedia Policy Corp.	\$2.1M
Capitol Resources	\$2.1M
Ferox Strategies LLC	\$1.9M
Welsh Rose LLC	\$1.9M
North South Government Strategies	\$1.9M
Chartwell Strategy Group LLC	\$1.9M
Rising Tide Associates LLC	\$1.4M
Advanced Policy Consulting LLC	\$1.2M
Mercury Strategies LLC	\$1.2M
Vitello Consulting	\$1.2M
Roberts Raheb & Gradler LLC	\$1.0M
Zirkelbach Strategies LLC	\$1.0M
O'Connell & Dempsey LLC	\$1.0M

# Standout Firm Analysis

- **2,095** lobbying firms were active in 2020.
- **306** firms were selected for the 2020 top-performer analysis because they each had \$1 million or more in revenue, reported lobbying activity in at least each quarter of 2019 and 2020, and two or more clients.\*
- **50** firms were selected as Bloomberg Government’s Standout Lobbying Firms based on their performance in five business metrics.



Standout firms represent

**\$358M**

in 2020 aggregate revenue.

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Aggregate revenue by standout firms increased in 2020 by

**\$50M.**

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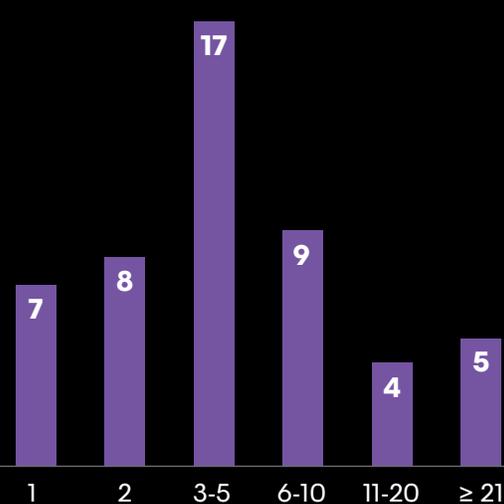
Standout firms account for

**1/5** of all lobbying firm revenue

in 2020.

## Standout Firms Come in All Sizes

Number of firms by number of lobbyists listed in Q4 2020



number of lobbyists	Number of firms
1	7
2	8
3-5	17
6-10	9
11-20	4
≥ 21	5

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**7** single lobbyist firms made the cut in 2020, 5 more than the previous year.

### Five-Time Winners

- Nathanson & Hauck

### Four-Time Winners

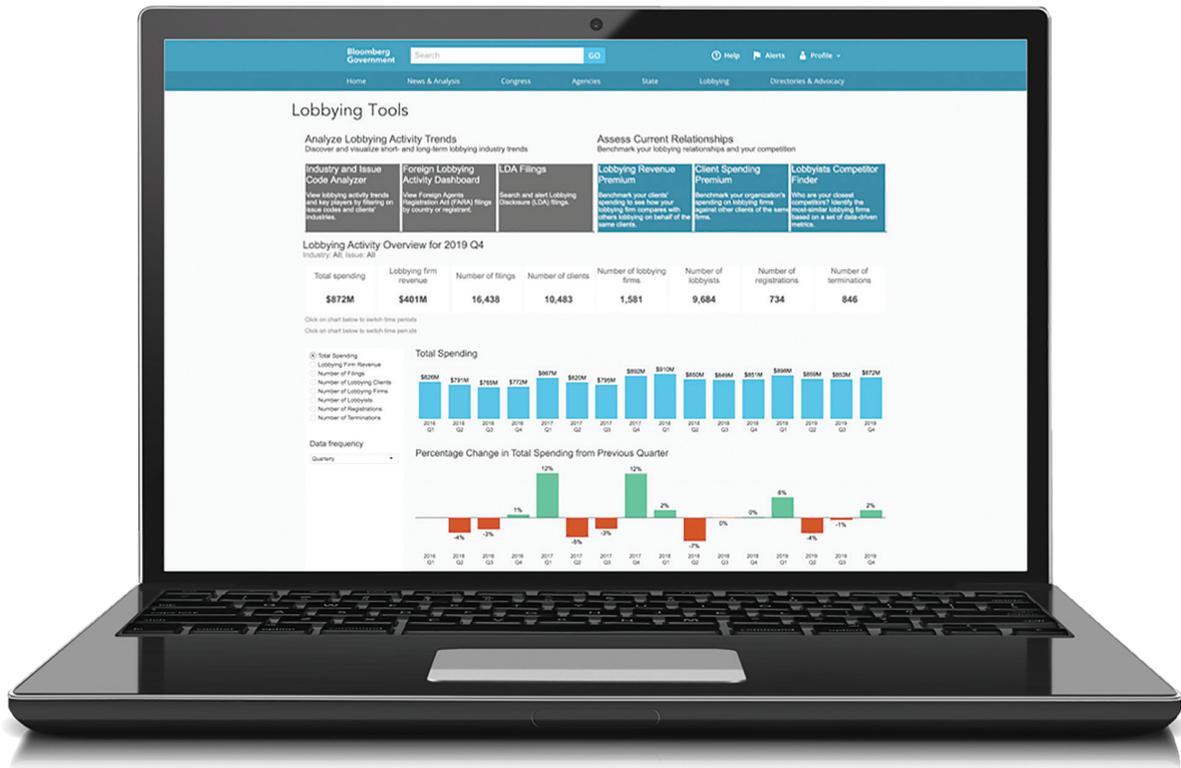
- Adams and Reese LLP
- BGR Government Affairs LLC
- Holland & Knight LLP
- Polaris Consulting LLC
- Porterfield Fetting & Sears LLC
- S-3 Group LLC
- Todd Strategy LLC

\*Updated May 5, 2021

# Firm Profile Lookup

## Discover top lobbying firms

Bloomberg Government provides analysis of 2020's major players in the lobbying space - with individual company profiles highlighting 2020 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 2020

List of lobbying firms that reported \$1 million or more in revenue in 2020, sorted alphabetically.

Standout	Lobbying Firm	2020 Revenue
	A10 Associates	\$3.0M
	Adams and Reese LLP	\$3.7M
	Advanced Policy Consulting LLC	\$1.2M
	Akerman LLP	\$1.0M
	Akin Gump Strauss Hauer & Feld LLP	\$49.7M
	Alcalde & Fay Ltd.	\$4.4M
	Alignment Government Strategies	\$2.4M
	Alpine Group Inc.	\$14.5M
	Alston & Bird LLP	\$9.0M
	American Capitol Group	\$1.3M
	American Continental Group Inc.	\$15.1M
	American Defense International Inc.	\$4.2M
	Arent Fox LLP	\$4.3M
	Arnold & Porter Kaye Scholer LLP	\$8.4M
	Atlantic Strategies Group LLC	\$1.7M
	Atlas Crossing LLC	\$1.2M
	Avenue Solutions LLC	\$6.0M
	Baker & Hostetler LLP	\$6.9M
	Baker Donelson Bearman Caldwell & Berkowitz PC	\$6.0M
	Ballard Partners Inc.	\$24.3M
	Banner Public Affairs LLC	\$2.5M
	Barnes & Thornburg LLP	\$5.4M
	BC Consulting LLC	\$1.1M
	Becker & Poliakoff PA	\$3.2M
	BGR Government Affairs LLC	\$31.7M
	Blank Rome Government Relations LLC	\$3.6M
	Bluestone Strategies LLC	\$1.2M
	Bockorny Group Inc.	\$5.9M
	Bose Public Affairs Group LLC	\$3.0M
	Bracewell LLP	\$7.5M
	Bradley Arant Boult Cummings LLP	\$1.3M
	Bridge Public Affairs	\$1.6M
	Brownstein Hyatt Farber Schreck LLP	\$49.4M
	Bryan Cave Leighton Paisner LLP	\$1.4M
	Buchanan Ingersoll & Rooney PC	\$3.2M
	Capitol Counsel LLC	\$19.2M
	Capitol Hill Consulting Group	\$5.9M
	Capitol Hill Partners	\$1.2M
	Capitol Hill Policy Group LLC	\$2.0M
	Capitol Integration	\$1.4M
	Capitol Legislative Strategies LLC	\$1.5M



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

Standout	Lobbying Firm	2020 Revenue
	Capitol Resources	\$2.1M
	Capitol Tax Partners LLP	\$12.1M
	Card & Associates LLC	\$1.4M
	Carmen Group Inc.	\$5.2M
	Carpi & Clay Government Relations	\$2.5M
	Cassidy & Associates Inc.	\$16.5M
	Cavarocchi Ruscio Dennis Associates LLC	\$3.9M
	CFM Strategic Communication Inc.	\$1.2M
	CGCN Group LLC	\$8.4M
	Chamber Hill Strategies LLC	\$2.2M
	Chambers Conlon & Hartwell LLC	\$1.7M
	Chartwell Strategy Group LLC	\$1.9M
	CJ Lake LLC	\$2.1M
	Clark Hill PLC	\$5.3M
	Cogent Strategies LLC	\$3.3M
	Combest Sell & Associates LLC	\$1.3M
	Corley Consulting LLC	\$1.3M
	Cormac Group LLP	\$3.8M
	Cornerstone Government Affairs Inc.	\$27.8M
	Cove Strategies	\$2.4M
	Covington & Burling LLP	\$16.1M
	Cozen O'Connor Public Strategies	\$5.4M
	Crossroads Strategies LLC	\$16.5M
	Crowell & Moring LLP	\$1.9M
	Cypress Advocacy LLC	\$6.0M
	Daly Consulting Group LLC	\$2.6M
	David Turch & Associates	\$1.7M
	Davidoff Hutcher & Citron LLP	\$1.1M
	Davis & Harman LLP	\$2.1M
	DC Legislative & Regulatory Services Inc.	\$1.3M
	Debrunner & Associates Inc.	\$1.1M
	Dentons US LLP	\$4.6M
	DLA Piper LLP	\$8.7M
	Doerrer Group LLC	\$1.3M
	Downs Government Affairs LLC	\$1.1M
	Duane Morris LLP	\$1.2M
	Duberstein Group Inc.	\$8.3M
	Dutko Grayling LLC	\$2.3M
	East End Group LLC	\$2.2M
	Elmendorf Strategies LLC	\$12.6M
	Emergent Strategies LLC	\$1.5M
	Emmer Consulting PC	\$1.1M
	Empire Consulting Group	\$2.8M
	Envision Strategy LLC	\$1.2M

Standout	Lobbying Firm	2020 Revenue
	Ernst & Young LLP	\$5.2M
	Ervin Graves Strategy Group LLC	\$3.0M
	Etherton & Associates Inc.	\$1.0M
	Faegre Drinker Biddle & Reath LLP	\$5.0M
	Farragut Partners LLP	\$5.1M
	Federal Hall Policy Advisors LLC	\$3.8M
	Federal Policy Group LLC	\$2.1M
	Federal Science Partners LLC	\$1.1M
	Federal Street Strategies LLC	\$2.5M
	Ferguson Group LLC	\$5.4M
	Ferox Strategies LLC	\$1.9M
	Fierce Government Relations LLC	\$13.2M
	Foley & Lardner LLP	\$4.9M
	Forbes Tate LLC	\$19.5M
	Franklin Square Group LLC	\$5.6M
	Freemyer & Associates PC	\$1.3M
	FTI Government Affairs	\$5.1M
	Fulcrum Public Affairs LLC	\$2.8M
	Geoffrey Gray Lobbying Firm	\$1.2M
	Gephardt Group Government Affairs LLC	\$2.5M
	Gibson Dunn & Crutcher LLP	\$1.1M
	Glover Park Group LLC	\$7.3M
	GovBiz Advantage Inc.	\$1.3M
	GrayRobinson PA	\$3.0M
	Greenberg Traurig LLP	\$8.9M
	Groom Law Group Chartered	\$1.6M
	Group DC LLC	\$3.6M
	GuidePost Strategies	\$1.1M
	Hall Render Killian Heath & Lyman PC	\$1.4M
	Hance Scarborough LLP	\$1.6M
	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	\$5.1M
	Harbinger Strategies LLC	\$12.6M
	Hart Health Strategies Inc.	\$2.6M
	HBW Resources LLC	\$1.2M
	Health and Medicine Counsel of Washington Inc.	\$1.0M
	Health Policy Source Inc.	\$1.4M
	Hobart Hallaway & Quayle Ventures LLC	\$6.2M
	Hobbs Group	\$1.1M
	Hogan Lovells US LLP	\$11.1M
	Holland & Knight LLP	\$28.2M
	Hooper Lundy & Bookman PC	\$2.3M
	Horizon Government Affairs LLC	\$1.9M
	Hunton Andrews Kurth LLP	\$1.8M
	Hurt Norton & Associates Inc.	\$1.6M

Standout	Lobbying Firm	2020 Revenue
	Husch Blackwell Strategies LP	\$4.3M
	Ice Miller LLP	\$1.8M
	Innovative Federal Strategies LLC	\$3.7M
	Invariant LLC	\$20.6M
	JA Green & Co.	\$4.4M
	Jarrard Phillips Cate & Hancock Inc.	\$1.3M
	Jeffrey J Kimbell & Associates Inc.	\$4.5M
	Jenkins Hill Consulting LLC	\$1.0M
	Jim Massie & Partners LLC	\$2.8M
	JM Burkman & Associates	\$1.4M
	Jones Walker LLP	\$3.0M
	K&L Gates LLP	\$18.6M
	Kadesh & Associates LLC	\$2.6M
	Kasowitz Benson Torres LLP	\$1.5M
	Keelen Group LLC	\$1.4M
	Keller Partners & Co.	\$1.6M
	Kelley Drye & Warren LLP	\$3.5M
	Kilpatrick Townsend & Stockton LLP	\$1.4M
	King & Spalding LLP	\$5.1M
	KIT Bond Strategies LLP	\$1.2M
	Klein/Johnson Group LP	\$2.6M
	Kountoupes Denham Carr & Reid LLC	\$6.8M
	Kyle House Group LLC	\$1.3M
	Lewis Burke Associates LLC	\$5.3M
	Liberty Partners Group LLC	\$2.7M
	Lincoln Policy Group LLC	\$4.5M
	Livingston Group LLC	\$2.9M
	LNE Group LLC	\$1.3M
	Locke Lord LLP	\$1.3M
	Lockridge Grindal Nauen PLLP	\$1.1M
	Lot Sixteen LLC	\$2.5M
	Lugar Hellmann Group LLC	\$1.4M
	Madison Group Inc.	\$2.2M
	Majority Group LLC	\$1.6M
	Mapetsi Policy Group LLC	\$1.1M
	Marcus G Faust PC	\$1.8M
	Marshall & Popp LLC	\$2.5M
	Mayer Brown LLP	\$3.0M
	Maynard Cooper & Gale PC	\$1.8M
	McAllister & Quinn LLC	\$2.9M
	McDermott Will & Emery LLP	\$2.0M
	McDermott+Consulting LLC	\$2.8M
	McGuireWoods Consulting LLC	\$5.6M
	McKeon Group Inc.	\$1.6M

Standout	Lobbying Firm	2020 Revenue
	McLarty Inbound LLC	\$1.9M
	McManus Group LLC	\$3.9M
	Meguire Whitney LLC	\$1.0M
	Mehlman Castagnetti Rosen & Thomas Inc.	\$17.8M
	Merchant McIntyre & Associates LLC	\$3.5M
	Mercury Public Affairs LLC	\$8.7M
	Mercury Strategies LLC	\$1.2M
	Meyers & Associates	\$1.5M
	Michael Best Strategies LLC	\$5.0M
	Michael Torrey Associates LLC	\$1.8M
	Miller & Chevalier Chartered	\$2.5M
	Miller Strategies LLC	\$13.2M
	Milne Wiener & Shofe Global Strategies	\$1.6M
	Mintz Levin Cohn Ferris Glovsky & Popeo PC	\$1.2M
	ML Strategies LLC	\$3.0M
	Monument Advocacy	\$9.2M
	Munk Policy & Law	\$1.1M
	Nathanson & Hauck	\$3.5M
	National Environmental Strategies Co.	\$1.1M
	Natural Resource Results LLC	\$2.7M
	Navigators Global LLC	\$4.9M
	Nelson Mullins Riley & Scarborough LLP	\$5.9M
	Nickles Group LLC	\$7.3M
	Normandy Group LLC	\$3.2M
	North South Government Strategies	\$1.9M
	Nossaman LLP	\$1.2M
	NVG LLC	\$4.6M
	OBC Group LLC	\$2.1M
	O'Brien Gentry & Scott LLC	\$3.7M
	O'Connell & Dempsey LLC	\$1.0M
	Ogilvy Government Relations	\$10.4M
	O'Keeffe Shahmoradi Strategies	\$1.3M
	Olsson Frank Weeda Terman Matz PC	\$2.7M
	O'Neill & Associates LLC	\$1.0M
	O'Neill Athy & Casey PC	\$1.3M
	Owen Evans Ingols Inc.	\$3.0M
	Pace LLP	\$3.8M
	Peck Madigan Jones & Stewart Inc.	\$17.3M
	Penn Hill Group	\$3.0M
	Petrizzo Group Inc.	\$2.2M
	Picard Group LLC	\$1.7M
	Pillsbury Winthrop Shaw Pittman LLP	\$1.6M
	Pirro Group LLC	\$1.0M
	Plurus Strategies LLC	\$1.1M

Standout	Lobbying Firm	2020 Revenue
	Polaris Consulting LLC	\$8.1M
	Polsinelli PC	\$6.6M
	Porter Group LLC	\$1.4M
	Porterfield Fettig & Sears LLC	\$5.3M
	Potomac Partners DC LLC	\$1.1M
	Powers Pyles Sutter & Verville PC	\$4.7M
	PricewaterhouseCoopers LLP	\$2.1M
	Prime Policy Group LLC	\$5.8M
	Public Strategies Washington Inc.	\$3.9M
	Putala Strategies LLC	\$1.2M
	Raben Group LLC	\$2.0M
	Raffaniello & Associates LLC	\$1.3M
	Rampy Northrup LLC	\$1.5M
	Republic Consulting LLC	\$2.8M
	Resolution Public Affairs LLC	\$1.8M
	Ricchetti Inc.	\$1.2M
	Rich Feuer Group	\$5.4M
	Rising Tide Associates LLC	\$1.4M
	Robert A Rapoza Associates Inc.	\$1.1M
	Roberti Global LLC	\$6.5M
	Roberts Raheb & Gradler LLC	\$1.0M
	Robertson Monagle & Eastaugh PC	\$1.5M
	Rock Creek Counsel LLC	\$1.2M
	Roosevelt Group LLC	\$5.5M
	Rubicon Advisors LLC	\$1.2M
	Russell Group Inc.	\$6.8M
	S-3 Group LLC	\$9.4M
	SBL Strategies LLC	\$2.2M
	Sidley Austin LLP	\$5.3M
	Siff & Associates PLLC	\$1.1M
	Signal Group	\$3.2M
	Simmons & Russell Group LLC	\$2.9M
	Sims Strategies LLC	\$1.4M
	Sirona Strategies LLC	\$1.1M
	Smith Dawson & Andrews Inc.	\$1.9M
	SmithBucklin Corp.	\$1.1M
	Smith-Free Group Inc.	\$4.9M
	Sorini Samet & Associates LLC	\$1.5M
	Spirit Rock Consulting Inc.	\$2.3M
	Splitoak Strategies LLC	\$2.0M
	Squire Patton Boggs US LLP	\$22.8M
	Stanton Park Group LLC	\$1.5M
	Steptoe & Johnson LLP	\$10.9M
	Sternhell Group	\$2.3M

Standout	Lobbying Firm	2020 Revenue
	Strategic Health Care Co.	\$2.8M
	Strategic Marketing Innovations Inc.	\$5.6M
	Strategies 360	\$1.9M
	Summit Strategies Government Affairs LLC	\$2.1M
	Tai Ginsberg & Associates LLC	\$1.2M
	Tarplin Downs & Young LLC	\$12.1M
	Tauzin Consultants LLC	\$1.0M
	Tauzin Strategic Networks LLC	\$1.3M
	Team Hallahan LLC	\$1.2M
	TeleMedia Policy Corp.	\$2.1M
	Thompson Coburn LLP	\$1.8M
	Thorn Run Partners LLC	\$14.3M
	Thorsen French Advocacy LLC	\$2.1M
	Tiber Creek Health Strategies Inc.	\$1.6M
	Timothy R Rupli & Associates Inc.	\$1.6M
	Todd Strategy LLC	\$4.6M
	Tonio Burgos & Associates Inc.	\$1.1M
	Townsend Public Affairs Inc.	\$3.0M
	Tremont Strategies Group LLC	\$1.9M
	Troutman Sanders LLP	\$1.6M
	Turnberry Solutions Inc.	\$1.0M
	TwinLogic Strategies LLP	\$3.4M
	Urban Swirski & Associates LLC	\$1.5M
	Van Ness Feldman LLP	\$3.6M
	Van Scoyoc Associates Inc.	\$17.2M
	VantageKnight Inc.	\$1.1M
	Venable LLP	\$7.6M
	Venn Strategies LLC	\$6.8M
	VH Strategies	\$1.8M
	Vitello Consulting	\$1.2M
	Vogel Group	\$4.3M
	W Strategies LLC	\$3.7M
	Washington Tax & Public Policy Group LLC	\$5.3M
	Washington2 Advocates LLC	\$2.3M
	Water Strategies LLC	\$1.4M
	Welsh Rose LLC	\$1.9M
	Wessel Group Inc.	\$1.0M
	West Front Strategies LLC	\$3.0M
	Whitmer & Worrall LLC	\$2.2M
	Wiley Rein LLP	\$2.7M
	Williams & Jensen PLLC	\$13.7M
	Wilmer Cutler Pickering Hale and Dorr LLP	\$4.4M
	Winning Strategies Washington	\$5.0M
	Wynne Health Group LLC	\$1.3M
	Zirkelbach Strategies LLC	\$1.0M



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