Bloomberg Government

2021 Top-Performing Lobbying Firms

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Behind the Data

Bloomberg Government looked at the 2,118 registered lobbying firms that filed Lobbying Disclosure Act reports with the Senate during 2021. This report focuses on lobbying activity of 350 top lobbying firms – those that reported $1 million or more in revenue in 2021 and lobbying activity in each quarter of 2021.

For the seventh 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**.

High-Performing Lobbying Firms of 2021

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

Standout	Lobbying Firm	2021 Revenue
	Brownstein Hyatt Farber Schreck LLP	$56.6M
✓	Akin Gump Strauss Hauer & Feld LLP	$53.6M
✓	Holland & Knight LLP	$35.1M
	BGR Government Affairs LLC	$35.0M
✓	Cornerstone Government Affairs Inc.	$34.6M
✓	Invariant LLC	$31.2M
✓	Forbes Tate LLC	$24.6M
✓	Tiber Creek Group Inc.	$24.4M
	Squire Patton Boggs US LLP	$24.4M
✓	Mehlman Castagnetti Rosen & Thomas Inc.	$22.6M
	Capitol Counsel LLC	$21.9M
✓	Crossroads Strategies LLC	$21.7M
✓	K&L Gates LLP	$21.6M
✓	Cassidy & Associates Inc.	$20.3M
✓	Thorn Run Partners LLC	$18.9M
	Van Scoyoc Associates Inc.	$18.4M
	Elmendorf Strategies LLC	$18.1M
	Ballard Partners Inc.	$17.8M
	Covington & Burling LLP	$17.4M
	Alpine Group Inc.	$14.8M
✓	Capitol Tax Partners LLP	$14.2M
✓	Tarplin Downs & Young LLC	$14.2M
✓	Williams & Jensen PLLC	$13.7M
	Fierce Government Relations LLC	$12.7M
	Ogilvy Government Relations	$11.9M
	Harbinger Strategies LLC	$10.9M
	Arnold & Porter Kaye Scholer LLP	$10.8M
	DLA Piper LLP	$10.7M
	Hogan Lovells US LLP	$10.5M
	Monument Advocacy	$10.3M
	Baker Donelson Bearman Caldwell & Berkowitz PC	$10.2M
	ACG Advocacy LLC	$10.1M
	Steptoe & Johnson LLP	$9.8M
	S-3 Group LLC	$9.8M
✓	Kountoupes Denham Carr & Reid LLC	$9.5M
	FGH Holdings LLC	$9.3M
	Venn Strategies LLC	$8.9M
	Greenberg Traurig LLP	$8.8M
✓	Duberstein Group Inc.	$8.7M

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

Standout	Lobbying Firm	2021 Revenue
	Alston & Bird LLP	$8.4M
	Polaris Consulting LLC	$8.4M
✓	Bracewell LLP	$8.2M
✓	Avenue Solutions LLC	$8.2M
✓	Strategic Marketing Innovations Inc.	$8.2M
	Miller Strategies LLC	$7.9M
	Venable LLP	$7.9M
	Mercury Public Affairs LLC	$7.5M
	Prime Policy Group LLC	$7.5M
✓	Group DC LLC	$7.5M
✓	Cypress Advocacy LLC	$7.3M
✓	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	$7.2M
✓	Franklin Square Group LLC	$7.2M
	Nickles Group LLC	$7.1M
	Dentons US LLP	$6.9M
✓	Russell Group Inc.	$6.8M
	Roberti Global LLC	$6.8M
	Cozen O'Connor Public Strategies	$6.7M
	Vogel Group	$6.7M
	King & Spalding LLP	$6.6M
	Michael Best Strategies LLC	$6.4M
✓	NVG LLC	$6.4M
	Ferguson Group LLC	$6.3M
	Hobart Hallaway & Quayle Ventures LLC	$6.3M
✓	Rich Feuer Anderson	$6.2M
	CGCN Group LLC	$6.2M
	Ernst & Young LLP	$6.2M
	JA Green & Co.	$6.1M
	Lewis-Burke Associates LLC	$6.0M
	Elevate Government Affairs LLC	$6.0M
✓	Farragut Partners LLP	$6.0M
	Clark Hill PLC	$5.9M
	Porterfield Fettig & Sears LLC	$5.9M
	Faegre Drinker Biddle & Reath LLP	$5.9M
✓	Todd Strategy LLC	$5.7M
	Roosevelt Group LLC	$5.6M
	Nelson Mullins Riley & Scarborough LLP	$5.6M
	Sidley Austin LLP	$5.6M
	Polsinelli PC	$5.6M
	Capitol Hill Consulting Group	$5.6M
✓	Smith-Free Group Inc.	$5.5M
✓	Washington Tax & Public Policy Group LLC	$5.4M
	McAllister & Quinn LLC	$5.2M
	Ervin Graves Strategy Group LLC	$5.2M
	Innovative Federal Strategies LLC	$5.1M

Standout	Lobbying Firm	2021 Revenue
	Fulcrum Public Affairs LLC	$5.1M
	Baker & Hostetler LLP	$5.1M
	Carmen Group Inc.	$5.1M
	American Defense International Inc.	$5.0M
	Wilmer Cutler Pickering Hale and Dorr LLP	$4.9M
	Public Strategies Washington Inc.	$4.9M
	Foley & Lardner LLP	$4.8M
	Winning Strategies Washington	$4.8M
	Bockorny Group Inc.	$4.8M
	ArentFox Schiff LLP	$4.7M
	Federal Hall Policy Advisors LLC	$4.7M
	Navigators Global LLC	$4.7M
	FTI Government Affairs	$4.7M
	Madison Group Inc.	$4.5M
	Jeffrey J. Kimbell & Associates Inc.	$4.5M
	Klein/Johnson Group LP	$4.4M
	McDermott+Consulting LLC	$4.4M
	McManus Group LLC	$4.4M
	Cavarocchi Ruscio Dennis Associates LLC	$4.2M
	Blank Rome Government Relations LLC	$4.2M
	Stryk Global Diplomacy	$4.2M
	Powers Pyles Sutter & Verville PC	$4.1M
	W Strategies LLC	$4.1M
	Signal Group	$4.1M
	Husch Blackwell Strategies LLC	$4.0M
	Putala Strategies LLC	$4.0M
	Lincoln Policy Group LLC	$4.0M
	West Front Strategies LLC	$3.9M
	Becker & Poliakoff PA	$3.9M
	O'Brien Gentry & Scott LLC	$3.8M
	Boundary Stone Partners	$3.8M
	Lot Sixteen LLC	$3.7M
	Cormac Group LLP	$3.7M
	Sternhell Group	$3.6M
	McGuireWoods Consulting LLC	$3.6M
	Federal Street Strategies LLC	$3.6M
	Barnes & Thornburg LLP	$3.5M
	Alcalde & Fay Ltd.	$3.5M
	Ferox Strategies LLC	$3.5M
	Marshall & Popp LLC	$3.4M
	Empire Consulting Group	$3.4M
	Pace LLP	$3.4M
	Buchanan Ingersoll & Rooney PC	$3.4M
	Townsend Public Affairs Inc.	$3.4M
	Nathanson & Hauck	$3.4M

Standout	Lobbying Firm	2021 Revenue
	Owen Evans Ingols Inc.	$3.4M
	Normandy Group LLC	$3.4M
	Van Ness Feldman LLP	$3.3M
	Adams and Reese LLP	$3.2M
	Mayer Brown LLP	$3.2M
	Ricchetti Inc.	$3.2M
	Bose Public Affairs Group LLC	$3.1M
	Penn Hill Group	$3.1M
	Simmons & Russell Group LLC	$3.1M
	Tributary LLP	$3.0M
	Resolution Public Affairs LLC	$3.0M
	Jim Massie & Partners LLC	$3.0M
	Kadesh & Associates LLC	$3.0M
	McLarty Inbound LLC	$3.0M
	Hart Health Strategies Inc.	$2.9M
	Merchant McIntyre & Associates LLC	$2.9M
	Natural Resource Results LLC	$2.9M
	Carpi & Clay Government Relations	$2.8M
	ML Strategies LLC	$2.8M
	Jones Walker LLP	$2.8M
	Wiley Rein LLP	$2.8M
	Miller & Chevalier Chartered	$2.8M
	Kelley Drye & Warren LLP	$2.8M
	Picard Group LLC	$2.8M
	Cogent Strategies LLC	$2.8M
	GrayRobinson PA	$2.7M
	Majority Group LLC	$2.7M
	Livingston Group LLC	$2.7M
	Crowell & Moring LLP	$2.7M
	Platinum Advisors DC	$2.7M
	Raben Group LLC	$2.7M
	Summit Strategies Government Affairs LLC	$2.6M
	Michael Torrey Associates LLC	$2.6M
	Strategic Health Care Co.	$2.6M
	Alignment Government Strategies	$2.6M
	Hance Scarborough LLP	$2.6M
	GuidePost Strategies	$2.6M
	Welsh Rose LLC	$2.5M
	Liberty Partners Group LLC	$2.5M
	Strategies 360	$2.5M
	Splitoak Strategies LLC	$2.5M
	Washington 2 Advocates LLC	$2.5M
	Tremont Strategies Group LLC	$2.4M
	Dutko Worldwide LLC	$2.4M
	McCarter & English LLP	$2.4M

Standout	Lobbying Firm	2021 Revenue
	Thompson Coburn LLP	$2.4M
	TwinLogic Strategies LLP	$2.4M
	East End Group LLC	$2.4M
	PricewaterhouseCoopers LLP	$2.4M
	Keller Partners & Co.	$2.4M
	Daly Consulting Group LLC	$2.3M
	CJ Lake LLC	$2.3M
	Gephardt Group Government Affairs	$2.3M
	Whitmer & Worrall LLC	$2.3M
	A10 Associates	$2.3M
	Petrizzo Group Inc.	$2.3M
	Smith Dawson & Andrews Inc.	$2.3M
	Spirit Rock Consulting Inc.	$2.2M
	Republic Consulting LLC	$2.2M
	Salt Point Strategies LLC	$2.2M
	TeleMedia Policy Corp.	$2.1M
	SBL Strategies LLC	$2.1M
	Hooper Lundy & Bookman PC	$2.1M
	Tiber Creek Health Strategies Inc.	$2.1M
	Banner Public Affairs LLC	$2.1M
	Capitol Resources LLC	$2.1M
	Sirona Strategies LLC	$2.1M
	Blue Ridge Law & Policy PC	$2.1M
	Tiger Hill Partners LLC	$2.1M
	Thorsen French Advocacy LLC	$2.0M
	Capitol Hill Policy Group LLC	$2.0M
	Maynard Cooper & Gale PC	$2.0M
	KPM Group DC LLC	$1.9M
	Clark Street Associates LLC	$1.9M
	Waxman Strategies	$1.9M
	Marcus G. Faust PC	$1.9M
	Health Policy Source Inc.	$1.9M
	Pillsbury Winthrop Shaw Pittman LLP	$1.9M
	Atlantic Strategies Group LLC	$1.9M
	Vitello Consulting	$1.9M
	Kasowitz Benson Torres LLP	$1.9M
	Chamber Hill Strategies LLC	$1.9M
	Sims Strategies LLC	$1.9M
	Federal Policy Group LLC	$1.8M
	Davis & Harman LLP	$1.8M
	Rock Creek Counsel LLC	$1.8M
	GovBiz Advantage Inc.	$1.8M
	Taft Stettinius & Hollister LLP	$1.8M
	LNE Group LLC	$1.8M
	Troutman Pepper Hamilton Sanders LLP	$1.8M

Standout	Lobbying Firm	2021 Revenue
	David Turch & Associates	$1.8M
	Sorini Samet & Associates LLC	$1.8M
	FS Vector LLC	$1.8M
	Stewart Strategies & Solutions LLC	$1.8M
	Raffaniello & Associates LLC	$1.8M
	Chartwell Strategy Group LLC	$1.7M
	O'Keeffe Shahmoradi Strategies LLC	$1.7M
	Emergent Strategies LLC	$1.7M
	Bridge Public Affairs	$1.7M
	Downs Government Affairs LLC	$1.7M
	Rising Tide Associates LLC	$1.7M
	Rampy Northrup LLC	$1.7M
	Bradley Arant Boult Cummings LLP	$1.6M
	North South Government Strategies	$1.6M
	CFM Strategic Communications Inc.	$1.6M
	Plurus Strategies LLC	$1.6M
	Stanton Park Group LLC	$1.6M
	Team Hallahan LLC	$1.6M
	535 Group LLC	$1.6M
	Hunton Andrews Kurth LLP	$1.6M
	McDermott Will & Emery LLP	$1.6M
	Capitol Integration	$1.6M
	Lobbyit.com LLC	$1.5M
	Tai Ginsberg & Associates LLC	$1.5M
	Tonio Burgos & Associates Inc.	$1.5M
	Podesta.com	$1.5M
	Atlas Crossing LLC	$1.5M
	Munk Policy & Law PLLC	$1.5M
	Pioneer Public Affairs	$1.5M
	Capitol Hill Partners	$1.5M
	Hall Render Killian Heath & Lyman PC	$1.5M
	Porter Group LLC	$1.5M
	Timothy R. Rupli & Associates Inc.	$1.5M
	Capitol Legislative Strategies LLC	$1.4M
	Keefe Singiser Partners LLC	$1.4M
	Robertson Monagle & Eastaugh PC	$1.4M
	JM Burkman & Associates LLC	$1.4M
	Stonington Global LLC	$1.4M
	Potomac Partners DC LLC	$1.4M
	Milne Wiener & Shofe Global Strategies	$1.4M
	Horizon Government Affairs LLC	$1.4M
	DC Legislative & Regulatory Services Inc.	$1.4M
	Kit Bond Strategies LLP	$1.4M
	Rubicon Advisors LLC	$1.4M
	Ballard Spahr LLP	$1.4M

Standout	Lobbying Firm	2021 Revenue
	OB-C Group LLC	$1.4M
	Robert K. Weidner	$1.4M
	American Capitol Group	$1.4M
	1607 Strategies LLC	$1.4M
	H&M Strategies LLP	$1.4M
	Locke Lord LLP	$1.3M
	Vectis DC LLC	$1.3M
	G2G Consulting LLC	$1.3M
	Freemyer & Associates PC	$1.3M
	Duane Morris LLP	$1.3M
	Hill East Group LLC	$1.3M
	LSN Partners LLC	$1.3M
	Wynne Health Group LLC	$1.3M
	Commonwealth Strategic Partners LLC	$1.3M
	Davidoff Hutcher & Citron LLP	$1.3M
	Akerman LLP	$1.3M
	Sustainable Strategies DC	$1.3M
	McKeon Group Inc.	$1.3M
	Groom Law Group Chartered	$1.3M
	Corley Consulting LLC	$1.3M
	O'Neill Athy & Casey PC	$1.3M
	Tides Group LLC	$1.3M
	Bluestone Strategies LLC	$1.3M
	Federal Science Partners LLC	$1.3M
	Combest Sell & Associates LLC	$1.3M
	Missy Edwards Strategies LLC	$1.3M
	Card & Associates LLC	$1.2M
	Mercury Strategies LLC	$1.2M
	Envision Strategy LLC	$1.2M
	BC Consulting LLC	$1.2M
	United by Interest LLC	$1.2M
	VantageKnight Inc.	$1.2M
	SmithBucklin Corp.	$1.2M
	Kyle House Group LLC	$1.2M
	Bryan Cave Leighton Paisner LLP	$1.2M
	Burrell International Group LLC	$1.2M
	Peter Damon Group LLC	$1.2M
	Kilpatrick Townsend & Stockton LLP	$1.2M
	National Group LLP	$1.2M
	Cardinal Infrastructure LLC	$1.2M
	Mapetsi Policy Group LLC	$1.2M
	Prism Law Group PLLC	$1.2M
	Emmer Consulting PC	$1.2M
	Foley Hoag LLP	$1.2M
	SC Partners LLC	$1.2M

Standout	Lobbying Firm	2021 Revenue
	38 North Solutions LLC	$1.2M
	Wessel Group Inc.	$1.2M
	Edgepoint LLC	$1.2M
	Capitol City Group Ltd.	$1.1M
	Water Strategies LLC	$1.1M
	Allon Advocacy LLC	$1.1M
	Urban Swirski & Associates LLC	$1.1M
	SL Strategies LLC	$1.1M
	Doerrer Group LLC	$1.1M
	Mintz Levin Cohn Ferris Glovsky and Popeo PC	$1.1M
	Gordon Thomas Honeywell LLP	$1.1M
	Leavitt Partners LLC	$1.1M
	Jarrard Phillips Cate & Hancock Inc.	$1.1M
	Guide Consulting Services	$1.1M
	A1.9 Strategies LLC	$1.1M
	Robert A. Rapoza Associates Inc.	$1.1M
	Marla Grossman	$1.1M
	Meguire Whitney LLC	$1.1M
	Debrunner & Associates Inc.	$1.1M
	Siff & Associates PLLC	$1.1M
	McCarthy Advanced Consulting LLC	$1.1M
	State Federal Strategies	$1.1M
	Gibson Group LLC	$1.1M
	Nexxus Consulting LLC	$1.1M
	Capitol Decisions Inc.	$1.1M
	Twenty-First Century Group Inc.	$1.1M
	Capitol Consulting Group LLC	$1.1M
	Etherton & Associates Inc.	$1.0M
	RR&G LLC	$1.0M
	Advanced Policy Consulting LLC	$1.0M
	ENS Resources Inc.	$1.0M
	O'Neill & Associates LLC	$1.0M
	Joseph Group LLC	$1.0M
	Murray Montgomery & O'Donnell	$1.0M
	Hobbs Group	$1.0M
	Zirkelbach Strategies LLC	$1.0M
	Stapleton & Associates LLC	$1.0M
	Constantinople & Vallone Consulting LLC	$1.0M
	JST Strategies LLC	$1.0M
	Lester Health Law PLLC	$1.0M
	Capstone National Partners	$1.0M

Lobbying Industry Overview

Lobbying firm revenue soared in 2021, surpassing last year's record and growing at a 6.5% compound annual rate since 2016.

Lobbying Firm Revenue Reached All-Time Record in 2021

Revenue in billions of dollars

Lobbying Spending at All-Time High in 2021, Up 6% Year-over-Year

Spending in billions of dollars

2,115

In the last decade, the number of lobbying firms has ranged between 2,000 and 2,200, despite significant yearly changes to lobbying spending.

For the second consecutive year, firm revenue accounted for more than half of all lobbying spending.

Firm revenue has grown at

6.5%

compound annual rate since 2016.

12,192

Number of registered lobbyists in 2021.

40%

of lobbyists are registered through a lobbying firm.

Firms with Largest Increase in Revenue

Year-over-year change in revenue

Standout	Lobbying Firm	2021 Revenue	2020 Revenue	Change in Revenue
✓	Invariant LLC	$31.2M	$21.1M	$10.0M
	Brownstein Hyatt Farber Schreck LLP	$56.6M	$49.6M	$7.0M
✓	Holland & Knight LLP	$35.1M	$28.4M	$6.7M
✓	Cornerstone Government Affairs Inc.	$34.6M	$28.1M	$6.5M
✓	Tiber Creek Group Inc.	$24.4M	$17.9M	$6.5M
✓	Crossroads Strategies LLC	$21.7M	$16.6M	$5.1M
✓	Forbes Tate LLC	$24.6M	$19.6M	$5.0M
✓	Mehlman Castagnetti Rosen & Thomas Inc.	$22.6M	$17.9M	$4.7M
✓	Thorn Run Partners LLC	$18.9M	$14.3M	$4.6M
	Baker Donelson Bearman Caldwell & Berkowitz PC	$10.2M	$6.1M	$4.2M

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

1/5 of major lobbying firms increased revenue by **$1 million or more**, including five that had a year-over-year increase of more than

$5 million.

Firms with Highest Revenue Growth

Year-over-year percentage change in revenue

Standout	Lobbying Firm	2021 Revenue	2020 Revenue	Percentage Change In Revenue
	McCarter & English LLP	$2.4M	$0.1M	2,045%
	Stryk Global Diplomacy	$4.2M	$0.2M	1,766%
	Boundary Stone Partners	$3.8M	$0.3M	1,073%
	Tides Group LLC	$1.3M	$0.1M	967%
	FGH Holdings LLC	$9.3M	$1.9M	386%
	Troutman Pepper Hamilton Sanders LLP	$1.8M	$0.4M	361%
	Tiger Hill Partners LLC	$2.1M	$0.5M	336%
	Keefe Singiser Partners LLC	$1.4M	$0.4M	284%
	Capitol Consulting Group LLC	$1.1M	$0.3M	250%
	Peter Damon Group LLC	$1.2M	$0.4M	242%

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

About **3/4** of major lobbying firms had revenue growth.

Firms with Highest Accretive Growth

Percentage change in average revenue per client in 2021 compared to 2020

Standout	Lobbying Firm	Percentage Change in Average Revenue Per Client
	Stryk Global Diplomacy	1,766%
	Robert K. Weidner	241%
	Ballard Spahr LLP	154%
	G2G Consulting LLC	145%
	Platinum Advisors DC	144%
	Waxman Strategies	115%
	GuidePost Strategies	106%
	Sirona Strategies LLC	93%
	Tiber Creek Health Strategies Inc.	34%
	Munk Policy & Law PLLC	32%

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

88 major lobbying firms had a revenue increase per client of 10% or more, twice as many firms as in 2020.

Firms with Perfect Short-Term Client Retention

One-year retention rate as of the fourth quarter of 2021, listed alphabetically

Standout	Lobbying Firm	One-Year Retention
	1607 Strategies LLC	100%
	BC Consulting LLC	100%
	Blue Ridge Law & Policy PC	100%
	Boundary Stone Partners	100%
	Capitol City Group Ltd.	100%
	Capitol Consulting Group LLC	100%
	Capitol Hill Partners	100%
	Capitol Legislative Strategies LLC	100%
	Card & Associates LLC	100%
	Cardinal Infrastructure LLC	100%
	CFM Strategic Communication Inc.	100%
	Combest Sell & Associates LLC	100%
	Commonwealth Strategic Partners LLC	100%
	Corley Consulting LLC	100%
	Debrunner & Associates Inc.	100%
	Doerrer Group LLC	100%
	East End Group LLC	100%
	Emergent Strategies LLC	100%
	Etherton & Associates Inc.	100%
	Federal Science Partners LLC	100%
	Federal Street Strategies LLC	100%
	Gibson Group LLC	100%
	Hill East Group LLC	100%
	KIT Bond Strategies LLP	100%
	Mapetsi Policy Group LLC	100%
	Marshall & Popp LLC	100%
	Maynard Cooper & Gale PC	100%
	McCarter & English LLP	100%
	McCarthy Advanced Consulting LLC	100%
	McManus Group LLC	100%
	Meguire Whitney LLC	100%
	Murray Montgomery & O'Donnell	100%
	O'Keeffe Shahmoradi Strategies LLC	100%
	O'Neill Athy & Casey PC	100%
	Owen Evans Ingols Inc.	100%
	Potomac Partners DC LLC	100%
	Putala Strategies LLC	100%

Standout	Lobbying Firm	One-Year Retention
	Resolution Public Affairs LLC	100%
	Rising Tide Associates LLC	100%
	Robert A. Rapoza Associates Inc.	100%
	Robert K. Weidner	100%
	Roberti Global LLC	100%
	Rock Creek Counsel LLC	100%
	Rubicon Advisors LLC	100%
	Salt Point Strategies LLC	100%
	Sirona Strategies LLC	100%
	SmithBucklin Corp.	100%
	Splitoak Strategies LLC	100%
	Stapleton & Associates LLC	100%
	State Federal Strategies	100%
	Stewart Strategies & Solutions LLC	100%
	Stryk Global Diplomacy	100%
	Sustainable Strategies LLC	100%
	Team Hallahan LLC	100%
	Thorsen French Advocacy LLC	100%
	Tides Group LLC	100%
	Timothy R. Rupli & Associates Inc.	100%
	Tributary LLP	100%
	United by Interest LLC	100%
	Zirkelbach Strategies LLC	100%

Firms with Perfect Long-Term Client Retention

Three-year retention rate in the fourth quarter of 2021, listed alphabetically

Standout	Lobbying Firm	Three-Year Retention
	Atlas Crossing LLC	100%
	Boundary Stone Partners	100%
✓	Capitol City Group Ltd.	100%
	Capitol Consulting Group LLC	100%
	Cardinal Infrastructure LLC	100%
	CFM Strategic Communication Inc.	100%
	Commonwealth Strategic Partners LLC	100%
	Hill East Group LLC	100%
✓	Majority Group LLC	100%
	Mapetsi Policy Group LLC	100%
	Meguire Whitney LLC	100%
✓	Murray Montgomery & O'Donnell	100%
	Peter Damon Group LLC	100%
	Robert A. Rapoza Associates Inc.	100%
✓	Robert K. Weidner	100%
✓	Rubicon Advisors LLC	100%
✓	Sims Strategies LLC	100%
	SmithBucklin Corp.	100%
	Stapleton & Associates LLC	100%
✓	Vitello Consulting	100%

19 major lobbying firms had perfect short-term retention for a second year in a row.

2 out of 5 major lobbying firms had short-term retention of 90% or higher.

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

Firms with High Employee Revenue

Reported revenue in 2021 per number of registered lobbyists in the fourth quarter of 2021

Standout	Lobbying Firm	Revenue Per Lobbyist
✓	W Strategies LLC	$4,070,000
✓	Putala Strategies LLC	$4,010,000
	Ricchetti Inc.	$3,170,000
	Roberti Global LLC	$2,260,000
✓	McManus Group LLC	$2,177,000
	TeleMedia Policy Corp.	$2,104,000
✓	Vitello Consulting	$1,880,000
✓	Rock Creek Counsel LLC	$1,830,000
✓	GovBiz Advantage Inc.	$1,819,500
	Harbinger Strategies LLC	$1,815,667

72 lobbying firms reported **$1 million or more** in revenue per lobbyist, of which 32 are single-lobbyist firms.

Standout Lobbying Firms of 2021

Bloomberg Government identified **75** major lobbying firms that exceeded thresholds in several key business metrics in 2021. Criteria focus on growth, customer satisfaction, and profitability.

These firms sustained quarterly activity and reported at least two clients in both 2020 and 2021, and met the following specific criteria:

Revenue growth

- Positive percentage change in revenue, compared with 2020

Growth in average revenue per client

- Positive percentage change in average revenue per client, compared with 2020

Client retention as of the fourth quarter of 2021

- 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 2021) of $450,000 or more

3 standout lobbying firms increased revenue by 100% or more.

4 standout lobbying firms had perfect one-year and three-year retention rates.

32 standout lobbying firms reported $1M or more in revenue per lobbyist, including 12 single-lobbyist firms.

Growth in average revenue per client was the hardest threshold to meet, with an additional 34 firms falling short of the list, despite great performance in other metrics.

Standout Lobbying Firms of 2021

Here are the lobbying firms that displayed impressive performance in 2021 by exceeding thresholds in key metrics: revenue growth, growth in average revenue per client, client retention, and revenue per lobbyist.

Lobbying Firm	2021 Revenue
Akin Gump Strauss Hauer & Feld LLP	$53.6M
Holland & Knight LLP	$35.1M
Cornerstone Government Affairs Inc.	$34.6M
Invariant LLC	$31.2M
Forbes Tate LLC	$24.6M
Tiber Creek Group Inc.	$24.4M
Mehlman Castagnetti Rosen & Thomas Inc.	$22.6M
Crossroads Strategies LLC	$21.7M
K&L Gates LLP	$21.6M
Cassidy & Associates Inc.	$20.3M
Thorn Run Partners LLC	$18.9M
Capitol Tax Partners LLP	$14.2M
Tarplin Downs & Young LLC	$14.2M
Williams & Jensen PLLC	$13.7M
Kountoupes Denham Carr & Reid LLC	$9.5M
Duberstein Group Inc.	$8.7M
Bracewell LLP	$8.2M
Strategic Marketing Innovations Inc.	$8.2M
Avenue Solutions LLC	$8.2M
Group DC LLC	$7.5M
Cypress Advocacy LLC	$7.3M
Hannegan Landau Poersch & Rosenbaum Advocacy LLC	$7.2M
Franklin Square Group LLC	$7.2M
Russell Group Inc.	$6.8M
NVG LLC	$6.4M
Rich Feuer Anderson	$6.2M
Farragut Partners LLP	$6.0M
Todd Strategy LLC	$5.7M
Smith-Free Group Inc.	$5.5M
Washington Tax & Public Policy Group LLC	$5.4M
Wilmer Cutler Pickering Hale and Dorr LLP	$4.9M
Public Strategies Washington Inc.	$4.9M
McManus Group LLC	$4.4M
W Strategies LLC	$4.1M
Putala Strategies LLC	$4.0M
West Front Strategies LLC	$3.9M
O'Brien Gentry & Scott LLC	$3.8M
Sternhell Group	$3.6M
Federal Street Strategies LLC	$3.6M

Lobbying Firm	2021 Revenue
Empire Consulting Group	$3.4M
Simmons & Russell Group LLC	$3.1M
Jim Massie & Partners LLC	$3.0M
Kadesh & Associates LLC	$3.0M
Majority Group LLC	$2.7M
Welsh Rose LLC	$2.5M
Splitoak Strategies LLC	$2.5M
Washington 2 Advocates LLC	$2.5M
Tremont Strategies Group LLC	$2.4M
CJ Lake LLC	$2.3M
Marcus G. Faust PC	$1.9M
Health Policy Source Inc.	$1.9M
Vitello Consulting	$1.9M
Sims Strategies LLC	$1.9M
Rock Creek Counsel LLC	$1.8M
GovBiz Advantage Inc.	$1.8M
Downs Government Affairs LLC	$1.7M
O'Keeffe Shahmoradi Strategies LLC	$1.7M
Rampy Northrup LLC	$1.7M
Potomac Partners DC LLC	$1.4M
Capitol Hill Partners	$1.5M
Rubicon Advisors LLC	$1.4M
American Capitol Group	$1.4M
Robert K. Weidner	$1.4M
BC Consulting LLC	$1.2M
38 North Solutions LLC	$1.2M
Capitol City Group Ltd.	$1.1M
SL Strategies LLC	$1.1M
Guide Consulting Services	$1.1M
Debrunner & Associates Inc.	$1.1M
State Federal Strategies	$1.1M
Gibson Group LLC	$1.1M
Nexxus Consulting LLC	$1.1M
Etherton & Associates Inc.	$1.0M
Murray Montgomery & O'Donnell	$1.0M
Lester Health Law PLLC	$1.0M

Record number of standout firms, with list **increasing by 50%** compared to last year's high of 50 firms in 2020.

Standout Firm Analysis

- **2,118** lobbying firms were active in 2021.
- **350** firms were selected for the 2021 top-performer analysis because they each had $1 million or more in lobbying revenue in 2021 and reported lobbying activity in each quarter of 2021.
- **75** firms were selected as Bloomberg Government's Standout Lobbying Firms based on their performance in five business metrics.

Standout firms represent **$566M** aggregate revenue, about 30% of spending on external firms.

Aggregate revenue for standout firms increased by **23%** since 2020.

The average number of clients increased by **16%** in 2021 from the previous year.

Firms with $20M or more in revenue account for over half of the aggregate revenue

Bracewell LLP, Holland & Knight LLP, and **Todd Strategy LLC** are on the list for the fifth time. Todd Strategy has made the list on each of the last five years.

Ten other firms are on the list for the fourth time, including three that have made the list for the third year in a row: **Empire Consulting Group, Franklin Square Group LLC,** and **Mehlman Castagnetti Rosen & Thomas Inc**. **31** firms are on the list for the first time.

Stay Ahead of Lobbying Trends

Discover top lobbying firms

Bloomberg Government provides analysis of 2021's top-performing lobbying firms – with individual company profiles highlighting 2021 performance metrics, LDA filings, client lists, total spending, and more. Get a complete picture of the industry to make informed decisions on your lobbying investments at **BGOV.com**.

Appendix

High-Performing Lobbying Firms of 2021

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

Standout	Lobbying Firm	2021 Revenue
	1607 Strategies LLC	$1.4M
✪	38 North Solutions LLC	$1.2M
	535 Group LLC	$1.6M
	A1.9 Strategies LLC	$1.1M
	A10 Associates	$2.3M
	ACG Advocacy LLC	$10.1M
	Adams and Reese LLP	$3.2M
	Advanced Policy Consulting LLC	$1.0M
	Akerman LLP	$1.3M
✪	Akin Gump Strauss Hauer & Feld LLP	$53.6M
	Alcalde & Fay Ltd.	$3.5M
	Alignment Government Strategies	$2.6M
	Allon Advocacy LLC	$1.1M
	Alpine Group Inc.	$14.8M
	Alston & Bird LLP	$8.4M
✪	American Capitol Group	$1.4M
	American Defense International Inc.	$5.0M
	ArentFox Schiff LLP	$4.7M
	Arnold & Porter Kaye Scholer LLP	$10.8M
	Atlantic Strategies Group LLC	$1.9M
	Atlas Crossing LLC	$1.5M
✪	Avenue Solutions LLC	$8.2M
	Baker & Hostetler LLP	$5.1M
	Baker Donelson Bearman Caldwell & Berkowitz PC	$10.2M
	Ballard Partners Inc.	$17.8M
	Ballard Spahr LLP	$1.4M
	Banner Public Affairs LLC	$2.1M
	Barnes & Thornburg LLP	$3.5M
✪	BC Consulting LLC	$1.2M
	Becker & Poliakoff PA	$3.9M
	BGR Government Affairs LLC	$35.0M
	Blank Rome Government Relations LLC	$4.2M
	Blue Ridge Law & Policy PC	$2.1M
	Bluestone Strategies LLC	$1.3M
	Bockorny Group Inc.	$4.8M
	Bose Public Affairs Group LLC	$3.1M
	Boundary Stone Partners	$3.8M
✪	Bracewell LLP	$8.2M
	Bradley Arant Boult Cummings LLP	$1.6M
	Bridge Public Affairs	$1.7M

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

Standout	Lobbying Firm	2021 Revenue
	Brownstein Hyatt Farber Schreck LLP	$56.6M
	Bryan Cave Leighton Paisner LLP	$1.2M
	Buchanan Ingersoll & Rooney PC	$3.4M
	Burrell International Group LLC	$1.2M
	Capitol City Group Ltd.	$1.1M
	Capitol Consulting Group LLC	$1.1M
	Capitol Counsel LLC	$21.9M
	Capitol Decisions Inc.	$1.1M
	Capitol Hill Consulting Group	$5.6M
	Capitol Hill Partners	$1.5M
	Capitol Hill Policy Group LLC	$2.0M
	Capitol Integration	$1.6M
	Capitol Legislative Strategies LLC	$1.4M
	Capitol Resources LLC	$2.1M
	Capitol Tax Partners LLP	$14.2M
	Capstone National Partners	$1.0M
	Card & Associates LLC	$1.2M
	Cardinal Infrastructure LLC	$1.2M
	Carmen Group Inc.	$5.1M
	Carpi & Clay Government Relations	$2.8M
	Cassidy & Associates Inc.	$20.3M
	Cavarocchi Ruscio Dennis Associates LLC	$4.2M
	CFM Strategic Communications Inc.	$1.6M
	CGCN Group LLC	$6.2M
	Chamber Hill Strategies LLC	$1.9M
	Chartwell Strategy Group LLC	$1.7M
	CJ Lake LLC	$2.3M
	Clark Hill PLC	$5.9M
	Clark Street Associates LLC	$1.9M
	Cogent Strategies LLC	$2.8M
	Combest Sell & Associates LLC	$1.3M
	Commonwealth Strategic Partners LLC	$1.3M
	Constantinople & Vallone Consulting LLC	$1.0M
	Corley Consulting LLC	$1.3M
	Cormac Group LLP	$3.7M
	Cornerstone Government Affairs Inc.	$34.6M
	Covington & Burling LLP	$17.4M
	Cozen O'Connor Public Strategies	$6.7M
	Crossroads Strategies LLC	$21.7M
	Crowell & Moring LLP	$2.7M
	Cypress Advocacy LLC	$7.3M
	Daly Consulting Group LLC	$2.3M
	David Turch & Associates	$1.8M
	Davidoff Hutcher & Citron LLP	$1.3M
	Davis & Harman LLP	$1.8M

Standout	Lobbying Firm	2021 Revenue
	DC Legislative & Regulatory Services Inc.	$1.4M
	Debrunner & Associates Inc.	$1.1M
	Dentons US LLP	$6.9M
	DLA Piper LLP	$10.7M
	Doerrer Group LLC	$1.1M
	Downs Government Affairs LLC	$1.7M
	Duane Morris LLP	$1.3M
	Duberstein Group Inc.	$8.7M
	Dutko Worldwide LLC	$2.4M
	East End Group LLC	$2.4M
	Edgepoint	$1.2M
	Elevate Government Affairs LLC	$6.0M
	Elmendorf Strategies LLC	$18.1M
	Emergent Strategies LLC	$1.7M
	Emmer Consulting PC	$1.2M
	Empire Consulting Group	$3.4M
	ENS Resources Inc.	$1.0M
	Envision Strategy LLC	$1.2M
	Ernst & Young LLP	$6.2M
	Ervin Graves Strategy Group LLC	$5.2M
	Etherton & Associates Inc.	$1.0M
	Faegre Drinker Biddle & Reath LLP	$5.9M
	Farragut Partners LLP	$6.0M
	Federal Hall Policy Advisors LLC	$4.7M
	Federal Policy Group LLC	$1.8M
	Federal Science Partners LLC	$1.3M
	Federal Street Strategies LLC	$3.6M
	Ferguson Group LLC	$6.3M
	Ferox Strategies LLC	$3.5M
	FGH Holdings LLC	$9.3M
	Fierce Government Relations LLC	$12.7M
	Foley & Lardner LLP	$4.8M
	Foley Hoag LLP	$1.2M
	Forbes Tate LLC	$24.6M
	Franklin Square Group LLC	$7.2M
	Freemyer & Associates PC	$1.3M
	FS Vector LLC	$1.8M
	FTI Government Affairs	$4.7M
	Fulcrum Public Affairs LLC	$5.1M
	G2G Consulting LLC	$1.3M
	Gephardt Group Government Affairs	$2.3M
	Gibson Group LLC	$1.1M
	Gordon Thomas Honeywell LLP	$1.1M
	GovBiz Advantage Inc.	$1.8M
	GrayRobinson PA	$2.7M

Standout	Lobbying Firm	2021 Revenue
	Greenberg Traurig LLP	$8.8M
	Groom Law Group Chartered	$1.3M
	Group DC LLC	$7.5M
	Guide Consulting Services	$1.1M
	GuidePost Strategies	$2.6M
	H&M Strategies LLP	$1.4M
	Hall Render Killian Heath & Lyman PC	$1.5M
	Hance Scarborough LLP	$2.6M
	Hannegan Landau Poersch & Rosenbaum Advocacy LLC	$7.2M
	Harbinger Strategies LLC	$10.9M
	Hart Health Strategies Inc.	$2.9M
	Health Policy Source Inc.	$1.9M
	Hill East Group LLC	$1.3M
	Hobart Hallaway & Quayle Ventures LLC	$6.3M
	Hobbs Group	$1.0M
	Hogan Lovells US LLP	$10.5M
	Holland & Knight LLP	$35.1M
	Hooper Lundy & Bookman PC	$2.1M
	Horizon Government Affairs LLC	$1.4M
	Hunton Andrews Kurth LLP	$1.6M
	Husch Blackwell Strategies LLC	$4.0M
	Innovative Federal Strategies LLC	$5.1M
	Invariant LLC	$31.2M
	JA Green & Co.	$6.1M
	Jarrard Phillips Cate & Hancock Inc.	$1.1M
	Jeffrey J. Kimbell & Associates Inc.	$4.5M
	Jim Massie & Partners LLC	$3.0M
	JM Burkman & Associates LLC	$1.4M
	Jones Walker LLP	$2.8M
	Joseph Group	$1.0M
	JST Strategies LLC	$1.0M
	K&L Gates LLP	$21.6M
	Kadesh & Associates LLC	$3.0M
	Kasowitz Benson Torres LLP	$1.9M
	Keefe Singiser Partners LLC	$1.4M
	Keller Partners & Co.	$2.4M
	Kelley Drye & Warren LLP	$2.8M
	Kilpatrick Townsend & Stockton LLP	$1.2M
	King & Spalding LLP	$6.6M
	Kit Bond Strategies LLP	$1.4M
	Klein/Johnson Group LP	$4.4M
	Kountoupes Denham Carr & Reid LLC	$9.5M
	KPM Group DC LLC	$1.9M
	Kyle House Group LLC	$1.2M
	Leavitt Partners LLC	$1.1M

Standout	Lobbying Firm	2021 Revenue
	Lester Health Law PLLC	$1.0M
	Lewis-Burke Associates LLC	$6.0M
	Liberty Partners Group LLC	$2.5M
	Lincoln Policy Group LLC	$4.0M
	Livingston Group LLC	$2.7M
	LNE Group LLC	$1.8M
	Lobbyit.com LLC	$1.5M
	Locke Lord LLP	$1.3M
	Lot Sixteen LLC	$3.7M
	LSN Partners LLC	$1.3M
	Madison Group Inc.	$4.5M
	Majority Group LLC	$2.7M
	Mapetsi Policy Group LLC	$1.2M
	Marcus G. Faust PC	$1.9M
	Marla Grossman	$1.1M
	Marshall & Popp LLC	$3.4M
	Mayer Brown LLP	$3.2M
	Maynard Cooper & Gale PC	$2.0M
	McAllister & Quinn LLC	$5.2M
	McCarter & English LLP	$2.4M
	McCarthy Advanced Consulting LLC	$1.1M
	McDermott Will & Emery LLP	$1.6M
	McDermott+Consulting LLC	$4.4M
	McGuireWoods Consulting LLC	$3.6M
	McKeon Group Inc.	$1.3M
	McLarty Inbound LLC	$3.0M
	McManus Group LLC	$4.4M
	Meguire Whitney LLC	$1.1M
	Mehlman Castagnetti Rosen & Thomas Inc.	$22.6M
	Merchant McIntyre & Associates LLC	$2.9M
	Mercury Public Affairs LLC	$7.5M
	Mercury Strategies LLC	$1.2M
	Michael Best Strategies LLC	$6.4M
	Michael Torrey Associates LLC	$2.6M
	Miller & Chevalier Chartered	$2.8M
	Miller Strategies LLC	$7.9M
	Milne Wiener & Shofe Global Strategies	$1.4M
	Mintz Levin Cohn Ferris Glovsky and Popeo PC	$1.1M
	Missy Edwards Strategies LLC	$1.3M
	ML Strategies LLC	$2.8M
	Monument Advocacy	$10.3M
	Munk Policy & Law PLLC	$1.5M
	Murray Montgomery & O'Donnell	$1.0M
	Nathanson & Hauck	$3.4M
	National Group LLP	$1.2M

Standout	Lobbying Firm	2021 Revenue
	Natural Resource Results LLC	$2.9M
	Navigators Global LLC	$4.7M
	Nelson Mullins Riley & Scarborough LLP	$5.6M
✓	Nexxus Consulting LLC	$1.1M
	Nickles Group LLC	$7.1M
	Normandy Group LLC	$3.4M
	North South Government Strategies	$1.6M
✓	NVG LLC	$6.4M
	OB-C Group LLC	$1.4M
✓	O'Brien Gentry & Scott LLC	$3.8M
	Ogilvy Government Relations	$11.9M
✓	O'Keeffe Shahmoradi Strategies LLC	$1.7M
	O'Neill & Associates LLC	$1.0M
	O'Neill Athy & Casey PC	$1.3M
	Owen Evans Ingols Inc.	$3.4M
	Pace LLP	$3.4M
	Penn Hill Group	$3.1M
	Peter Damon Group LLC	$1.2M
	Petrizzo Group Inc.	$2.3M
	Picard Group LLC	$2.8M
	Pillsbury Winthrop Shaw Pittman LLP	$1.9M
	Pioneer Public Affairs	$1.5M
	Platinum Advisors DC	$2.7M
	Plurus Strategies LLC	$1.6M
	Podesta.com	$1.5M
	Polaris Consulting LLC	$8.4M
	Polsinelli PC	$5.6M
	Porter Group LLC	$1.5M
	Porterfield Fettig & Sears LLC	$5.9M
✓	Potomac Partners DC LLC	$1.4M
	Powers Pyles Sutter & Verville PC	$4.1M
	PricewaterhouseCoopers LLP	$2.4M
	Prime Policy Group LLC	$7.5M
	Prism Law Group PLLC	$1.2M
✓	Public Strategies Washington Inc.	$4.9M
✓	Putala Strategies LLC	$4.0M
	Raben Group LLC	$2.7M
	Raffaniello & Associates LLC	$1.8M
✓	Rampy Northrup LLC	$1.7M
	Republic Consulting LLC	$2.2M
	Resolution Public Affairs	$3.0M
	Ricchetti Inc.	$3.2M
✓	Rich Feuer Anderson	$6.2M
	Rising Tide Associates LLC	$1.7M
	Robert A. Rapoza Associates Inc.	$1.1M

Standout	Lobbying Firm	2021 Revenue
	Robert K. Weidner	$1.4M
	Roberti Global LLC	$6.8M
	Robertson Monagle & Eastaugh PC	$1.4M
	Rock Creek Counsel LLC	$1.8M
	Roosevelt Group LLC	$5.6M
	RR&G LLC	$1.0M
	Rubicon Advisors LLC	$1.4M
	Russell Group Inc.	$6.8M
	S-3 Group LLC	$9.8M
	Salt Point Strategies LLC	$2.2M
	SBL Strategies LLC	$2.1M
	SC Partners LLC	$1.2M
	Sidley Austin LLP	$5.6M
	Siff & Associates PLLC	$1.1M
	Signal Group	$4.1M
	Simmons & Russell Group LLC	$3.1M
	Sims Strategies LLC	$1.9M
	Sirona Strategies LLC	$2.1M
	SL Strategies LLC	$1.1M
	Smith Dawson & Andrews Inc.	$2.3M
	SmithBucklin Corp.	$1.2M
	Smith-Free Group Inc.	$5.5M
	Sorini Samet & Associates LLC	$1.8M
	Spirit Rock Consulting Inc.	$2.2M
	Splitoak Strategies LLC	$2.5M
	Squire Patton Boggs US LLP	$24.4M
	Stanton Park Group LLC	$1.6M
	Stapleton & Associates LLC	$1.0M
	State Federal Strategies	$1.1M
	Steptoe & Johnson LLP	$9.8M
	Sternhell Group	$3.6M
	Stewart Strategies & Solutions LLC	$1.8M
	Stonington Global LLC	$1.4M
	Strategic Health Care Co.	$2.6M
	Strategic Marketing Innovations Inc.	$8.2M
	Strategies 360	$2.5M
	Stryk Global Diplomacy	$4.2M
	Summit Strategies Government Affairs LLC	$2.6M
	Sustainable Strategies DC	$1.3M
	Taft Stettinius & Hollister LLP	$1.8M
	Tai Ginsberg & Associates LLC	$1.5M
	Tarplin Downs & Young LLC	$14.2M
	Team Hallahan LLC	$1.6M
	TeleMedia Policy Corp.	$2.1M
	Thompson Coburn LLP	$2.4M

Standout	Lobbying Firm	2021 Revenue
	Thorn Run Partners LLC	$18.9M
	Thorsen French Advocacy LLC	$2.0M
	Tiber Creek Group Inc.	$24.4M
	Tiber Creek Health Strategies Inc.	$2.1M
	Tides Group LLC	$1.3M
	Tiger Hill Partners LLC	$2.1M
	Timothy R. Rupli & Associates Inc.	$1.5M
	Todd Strategy LLC	$5.7M
	Tonio Burgos & Associates Inc.	$1.5M
	Townsend Public Affairs Inc.	$3.4M
	Tremont Strategies Group LLC	$2.4M
	Tributary LLP	$3.0M
	Troutman Pepper Hamilton Sanders LLP	$1.8M
	Twenty-First Century Group Inc.	$1.1M
	TwinLogic Strategies LLP	$2.4M
	United by Interest LLC	$1.2M
	Urban Swirski & Associates LLC	$1.1M
	Van Ness Feldman LLP	$3.3M
	Van Scoyoc Associates Inc.	$18.4M
	VantageKnight Inc.	$1.2M
	Vectis DC LLC	$1.3M
	Venable LLP	$7.9M
	Venn Strategies LLC	$8.9M
	Vitello Consulting	$1.9M
	Vogel Group	$6.7M
	W Strategies LLC	$4.1M
	Washington Tax & Public Policy Group LLC	$5.4M
	Washington 2 Advocates LLC	$2.5M
	Water Strategies LLC	$1.1M
	Waxman Strategies	$1.9M
	Welsh Rose LLC	$2.5M
	Wessel Group Inc.	$1.2M
	West Front Strategies LLC	$3.9M
	Whitmer & Worrall LLC	$2.3M
	Wiley Rein LLP	$2.8M
	Williams & Jensen PLLC	$13.7M
	Wilmer Cutler Pickering Hale and Dorr LLP	$4.9M
	Winning Strategies Washington	$4.8M
	Wynne Health Group LLC	$1.3M
	Zirkelbach Strategies LLC	$1.0M

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