



Bloomberg Government

Lead and Succeed: 2019 Top-Performing Lobbying Firms

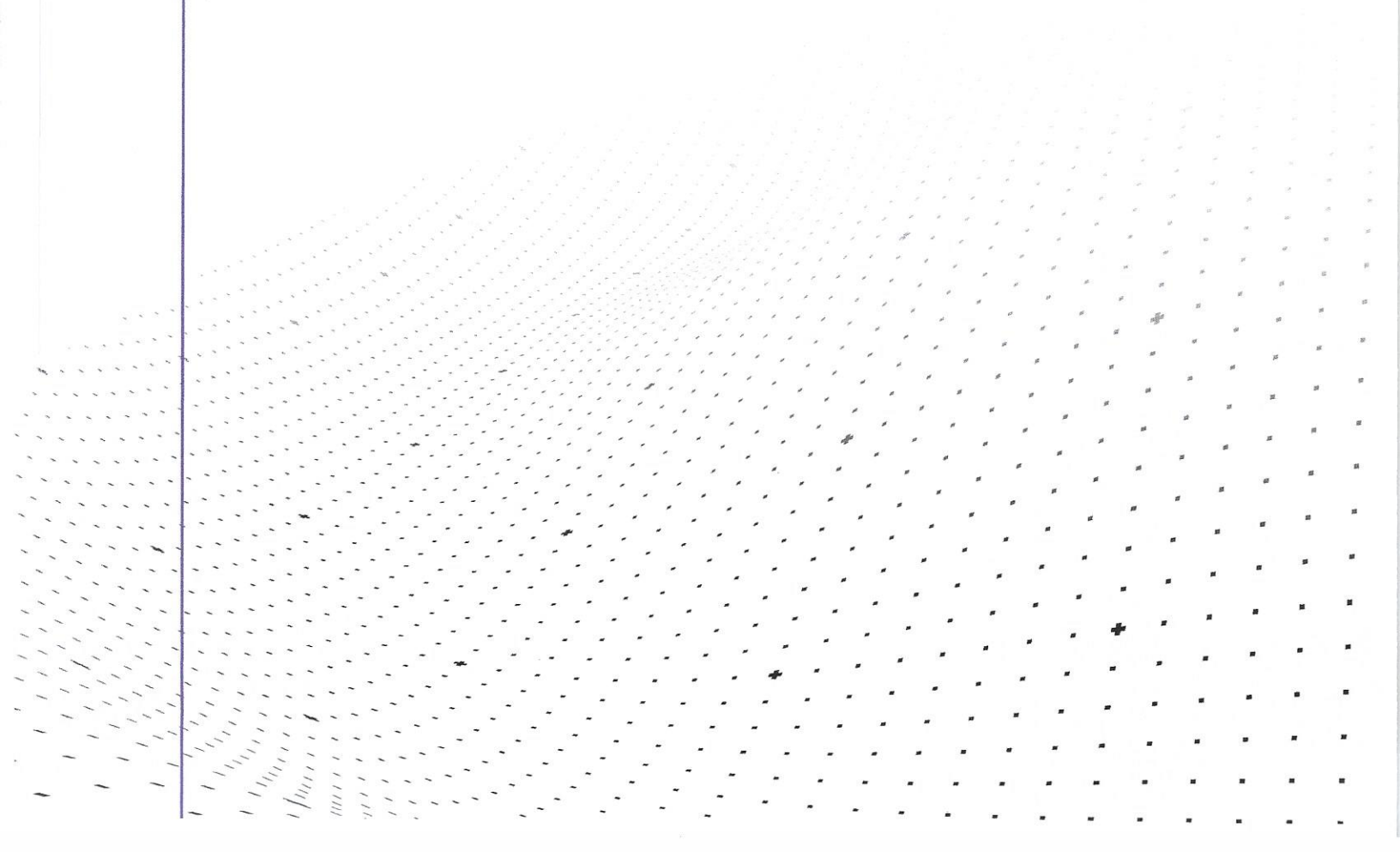


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Behind the Data

Bloomberg Government looked at the 2,139 registered lobbying firms that filed Lobbying Disclosure Act reports with the Senate during 2019. This report focuses on lobbying activity of 302 top lobbying firms – those that reported \$1 million or more in revenue in 2019.

Every year, BGOV identifies top-performing firms, measured by five critical business performance metrics. Bloomberg Government's 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 Bloomberg Government.

Standout Lobbying Firms of 2019

Here are the lobbying firms that displayed impressive performance in 2019 by exceeding thresholds in key metrics: **revenue growth**, **growth in average revenue per client**, **client retention**, and **employee profitability**.

Lobbying Firm	2019 Revenue
Brownstein Hyatt Farber Schreck LLP	\$40.9M
Invariant LLC	\$16.4M
Peck Madigan Jones & Stewart Inc.	\$15.6M
Mehlman Castagnetti Rosen & Thomas Inc.	\$15.4M
Alpine Group Inc.	\$14.3M
American Continental Group Inc.	\$13.6M
Elmendorf Strategies LLC	\$12.6M
Harbinger Strategies LLC	\$11.7M
Tarplin Downs & Young LLC	\$10.2M
Monument Advocacy	\$9.0M
S-3 Group LLC	\$8.9M
Bracewell LLP	\$7.0M
Federal Advocates Inc.	\$6.2M
Capitol Hill Consulting Group	\$6.2M
Kountoupes Denham Carr & Reid LLC	\$6.2M
Smith-Free Group Inc.	\$6.2M
Avenue Solutions LLC	\$5.1M
Franklin Square Group LLC	\$5.1M
Roosevelt Group LLC	\$4.9M
McManus Group LLC	\$4.3M
Rich Feuer Group	\$4.1M
Innovative Federal Strategies LLC	\$4.1M
JA Green & Co.	\$3.8M
O'Brien Gentry & Scott LLC	\$3.5M
Adams and Reese LLP	\$3.4M
Nathanson & Hauck	\$3.4M
Todd Strategy LLC	\$3.2M
VH Strategies	\$3.2M
Group DC LLC	\$3.1M
TwinLogic Strategies LLP	\$2.7M
Empire Consulting Group	\$2.5M
Carpi & Clay Government Relations	\$2.5M
Spirit Rock Consulting Inc.	\$2.4M
Dutko Grayling LLC	\$2.3M
Strategic Health Care Co.	\$2.1M
TeleMedia Policy Corp.	\$2.1M
Kilpatrick Townsend & Stockton LLP	\$2.0M
Marcus G Faust PC	\$1.8M
Capitol Legislative Strategies LLC	\$1.5M
O'Keeffe Shahmoradi Strategies	\$1.3M
Rising Tide Associates LLC	\$1.3M
Potomac Partners DC LLC	\$1.2M
Rock Creek Counsel LLC	\$1.2M