top lobbyists

Lobbying runs deep in Washington. Every day, thousands of law firms, associations and advocacy groups seek to exert influence over policymaking away from the glare of presidential and congressional politics. In such a crowded field, a select few have shown an ability to get things done — and it’s those movers and shakers who are among The Hill’s Top Lobbyists.

From the “hired guns” who populate K Street, to the lobbyists who derive strength from grassroots organizing, to the trade associations harnessing industry might, to the professionals representing America’s biggest companies, influence comes in many forms.

Many of the people on The Hill’s list are not formally registered to lobby. We use the term broadly here to encompass Washington’s influence arena and those who do battle within it.

hired guns

Josh Ackil and Matt Tanielian, Franklin Square Group
From Apple to Uber, the hottest names in the tech world trust this bipartisan firm with their advocacy efforts.

Andy Barbour, Smith-Free Group
Barbour, a former Clinton administration official, is among the top Democrats on K Street when it comes to financial issues.

Haley Barbour, Lanny Griffith, Ed Rogers and Loren Monroe, RCG Group
This GOP-run powerhouse has made strategic Democratic hires in recent years, giving it more range when representing its stacked client roster.

Doyle Bartlett, Erica Group
The firm is well established in the financial services landscape, counting everyone from angel investors to hedge funds to payday lenders as clients.

Hunter Bates and Geoff Davis, Republic Consulting LLC
Bates, a former top staffer for Sen. Mitch McConnell (R-Ky.), and Davis, a former congressman from Kentucky, have a small but mighty advocacy team.

Kirk Blalock, Fierce Government Relations
A veteran of the George W. Bush administration, Blalock helps keep business humming at this all-Republican firm.

Dan Boston, Health Policy Source Inc.
Boston runs this health-centric shop, which has been busy working on Medicare-related issues for clients like the American Medical Group Association, the Alliance for America’s Hospitals and Centene Corporation.

Chuck Brain, Capitol Hill Strategies LLC
Brain, a fixture of the lobbying business, has been representing top-flight clients like Altia Client Services, the Wine & Spirits Wholesalers of America and Ally Financial.

Robert Chamberlin and Sam Whitehorn, Signal Group
The pioneering lobbying and PR shop is reinventing itself for a new era after the departure of founder Steve McBea.

Rob Collins and Mike Ference, S-3 Group
The firm’s ties to GOP leadership and the appropriations committees are an asset when working for Fortune 500 companies on budget and regulatory issues.

Justin Daly, Daly Consulting Group
After stints at the House and Senate banking panels and the Securities and Exchange Commission, Daly has built a firm that is trusted by heavyweights in the financial world.

Linda Daschle, LHD & Associates Inc.
Daschle, a former acting administrator of the Federal Aviation Administration, continues to dominate the aviation space at the firm she founded in 2008.

Licy Do Canto, The Do Canto Group
Do Canto brings two decades of Washington experience to the table when fighting for public health initiatives.

Ken Duberstein and David Schiappa, The Duberstein Group Inc.
A former chief of staff to President Ronald Reagan, Duberstein commands one of K Street’s most enviable books of business.

Missy Edwards, Missy Edwards Strategies
As the former director of development and finance at the National Republican Senatorial Committee, Edwards has insider’s perspective on process and politics.

Steve Eichenauer, Public Strategies Washington
Eichenauer, a former aide to Sen. Jack Reed (D-R.I.), runs the lobby shop that juggles advocacy and coalition management for clients.

Steve Elmendorf and Jimmy Ryan, Subject Matter
The Democratic duo is as connected as they come, powering a lobbying and PR venture that has shown an ability to maneuver around the gridlock on Capitol Hill.

John Fechery, QGA Public Affairs
Fechery, the savvy leader of the firm’s communications and government affairs shops, formerly worked for former Speaker Dennis Hastert (R-III.) and former Majority Whip Tom DeLay (R-Texas). He is a columnist for The Hill.

Mitchell Feuer and John Anderson, Rich Feuer Anderson
The firm nurtured by Feuer and Anderson specializes in financial policy, with success for 13 years and running.

Jeff Forbes and Dan Tate Jr., Forbes-Tate
The bipartisan firm offers clients a spate of communications services, in addition to its federal and grassroots advocacy, and is on pace for its highest lobbying revenues ever.

Elizabeth Frazee and Sharon Ringley, TwinLogic Strategies
It’s been a banner year for TwinLogic, with lobbying work for the music streaming service Pandora Media, the Competitive Carriers Association and the Consumer Technology Association.

Sam Geduldig and Steve Clark, CGCN Group
The trendsetting Republican firm continues to innovate, adding former reporter Patrick O’Connor to its ranks and opening up a strategic communications arm.

Chris Giblin and Moses Mercado, Ogilvy Government Relations
Lobbyists at Ogilvy had a hand in several legislative initiatives this year, including the successful overhaul of toxic chemical regulations.

Nick Giordano, Washington Council Ernst & Young
The fiscal-focused shop is shifting into overdrive as corporate clients such as General Electric, American Express and Mars Inc. lay the groundwork for tax

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top lobbyists

reform; it’s also the sole lobbying firm for the Newman’s Own Foundation.

Rich Gold, Kathryn Lehman and Gerry Sikorski, Holland & Knight
Bringing a collaborative approach to its municipal, industry, foreign and non-profit clients, lobbyists at Holland & Knight have amassed a business sheet that speaks to results.

Micah Green and Jason Abel, Skopos & Johnson LLP
The firm boasts a strong advocacy roster with Green, a longtime financial services policy expert, and Abel, a former aide to Sen. Charles Schumer (D-N.Y.) who specializes in government ethics.

Lisa Halpern Paul, District Policy Group
Serving as the advocacy offshoot of the law firm Drinker, Biddle & Reath, the firm made its mark in the world of healthcare policy.

J. Steven Hart and Susan Hirschmann, Williams & Jensen PLLC
Hart, a former Reagan administration official, and Hirschmann, who comes armed with House Republican leadership experience, run one of the oldest independent firms in Washington.

Ralph Hellmann and David Lugar, Lugar Hellmann Group LLC
Republican operatives Hellmann and Lugar are the only lobbyists at the shop, but the pairing has attracted businesses from some of the nation’s largest companies.

Michael Herson, American Defense International Inc.
Herson, a longtime lobbyist and former Defense Department official, is an institution in the intelligence and defense communities.

Mike House, Hogan Lovells
An industry veteran, House brings invaluable experience to the table for clients like the insurance company Aflac, the Grocery Manufacturers Association and Airbus.

Joel Jankowsky, Scott Parven, Arshi Siddiqui and Michael Drobar, Akin Gump Strauss Hauer & Feld LLP
Business is reaching stratospheric heights at K Street’s No. 1 firm, with action this year on everything from drones to Cuba to healthcare policy.

Joel Johnson, The Glover Park Group
Clients have a trusted guide in Johnson, a former Clinton administration official who leads the advocacy efforts of the public relations powerhouse.

Matt Keelen, The Keelen Group LLC
Keelen’s boutique firm, which represents clients including Las Vegas Sands, the Humane Society of the United States and the Southwest Airlines Pilots Association, has been taking its revenue numbers to new heights.

Ken Kies, Federal Policy Group
The tax policy guru has been in the trenches during a more than three-decade career in Washington; he’s likely to be in high demand as Congress eyes action on tax reform.

Lisa Kountoupes, Kountoupes | Denham
A Clinton administration veteran, Kountoupes has been working on everything from drug approval reform to cybersecurity and recently appeared on the first lobbying contract for the messaging app Slack Communications.

Jon Kyl, Howard Berman, Holly Fechner and Bill Wichertman, Covington & Burling LLP
The law and lobby firm has been boosting its revenues over the last year and a half since Kyle, a former GOP senator, became free to lobby.

Marc Lampkin and Al Mottur, Brownstein Hyatt Farber Schreck
Lampkin, a former aide to former Speaker John Boehner (R-Ohio), and Mottur, a top bundler on K Street for Democratic presidential nominee Hillary Clinton, are riding high at what is now the second-highest-grossing lobby shop in Washington.

Blanche Lincoln, Lincoln Policy Group
The former Democratic senator from Arkansas helped Monsanto tackle the labeling of genetically modified foods; she also manages policy advocacy for the environmental charity Ocean Conservancy.

Bob Livingston, The Livingston Group LLC
Livingston, a former congressman whose firm has long held sway on K Street, was among the first lobbyists to get behind GOP presidential nominee Donald Trump.

Trent Lott and John Breaux, Squire Patton Boggs
Former lawmakers Lott and Breaux are the engine of the firm’s lobbying machine, which represents clients like Amazon and Saudi Arabia.

Sander Lurie, Dentons
A former Senate aide, Lurie guides clients through thicket of legislative and regulatory issues at what is now the largest law firm in the world.

Bruce Mehler and David Castagnetti, Mehler Castagnetti Rosen & Thomas
This bipartisan firm knows how to get things done in every political climate, a big selling point in an era of congressional gridlock.

Larry O’Brien, The OB-C Group LLC
Since forming the bipartisan firm in 1993,
O’Brien, a prominent Democrat, has done policy work all across the spectrum. Tom O’Donnell, Gephardt Group Government Affairs O’Donnell has been a force in the lobbying world since he co-founded the firm with former House Democratic Leader Dick Gephardt (D-Mo.) almost a decade ago.

Kevin O’Neill and Eugenia Pierson, Arnold & Porter LLP O’Neill and Pierson joined the firm from Squire Patton Boggs and are building out the law firm’s lobbying capabilities with gusto.

John O’Neill and Manny Rossman, Harbinger Strategies With years of combined experience working in leadership and on influential committees, the GOP operatives of this four-person firm can reach Capitol Hill’s most powerful Republicans.

Manny Ortiz, VantageKnight, Inc. Ortiz, a Democratic Party powerbroker, left Brownstein Hyatt Farber Schreck this year to form his own venture.

R. Scott Pastrick and Charlie Black, Prime Policy Group Pastrick, a former Democratic National Committee official, and Black, a former adviser to the White House runs of George W. Bush and John McCain, have spent time at the highest levels of political campaigns.

Jeff Peck, Peck Madigan Jones Peck has shown a knack for breaking through on tough financial services issues.

Steven Phillips, DLA Piper Whether it’s dealing with federal agencies or Capitol Hill, Phillips has it covered for his robust client sheet.

Jim Pitts and Chris Cox, Navigators Global Pitts, a George H.W. Bush alum, and Cox, a veteran of the George W. Bush White House, have wielded influence on several big-ticket issues, including a funding increase for the National Institutes of Health and the continuation of the wind energy tax credit.

Heather Podesta, Heather Podesta + Partners Podesta has been a trailblazer on the fundraising and advocacy scene; the Democrat has promised with her Republican colleagues to “Make Lobbying Great Again.”

Tony Podesta, Kimberley Fritts, Paul Brathwaite and Josh Holly, Podesta Group The firm’s prowess in advocacy, digital campaigns and international lobbying has kept it at the front of the pack.

Thomas Quinn and Robert Smith, Venable LLP Quinn and Smith, a Democrat and Republican, respectively, made their reputations by winning big for clients.

Robert Raben, The Raben Group Raben, a former Justice Department official, has stayed true to his progressive values with his firm, showing there’s more than one way to make it on K Street.

John Raffaei, Jim McCrery and Shannon Finley, Capitol Counsel LLC No policy battle is too challenging for this bipartisan firm, which is packed with Republican and Democratic power players.

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Barry Rhoads and Kai Anderson, Cassidy & Associates
Cassidy has expanded aggressively in the defense, healthcare and energy spaces, building upon the budget and appropriations work that has long been its hallmark.

Emanuel Rouvelas, Bart Gordon and Jim Walsh, K&L Gates
Whether it’s drones, space exploration or self-driving cars, the firm moves nimbly at the intersection of technology and regulatory policy.

Tom Scully and Mark Rayder, Alston & Bird LLP
Scully and Rayder are shaping healthcare policy for the American Orthotic & Prosthetic Association, the National Association of Children’s Hospitals and Humacyte, a biotechnology and regenerative medicine company.

Scott Segal, Bracewell & Giuliani
Segal is one of the most sought-after names in environmental policy, with expertise few can match.

Rhod Shaw, Alpine Group
Shaw has taken a leading role for the high-tech industry on spectrum policy, heading up a coalition that includes Cisco, Qualcomm and Intel.

Tom Sheridan, The Sheridan Group
Sheridan, a longtime political operative, uses his influence to push for causes like the Children’s Aid Society and One Action, an international anti-poverty group.

Michaela Sims and Jennifer Bell, Chamber Hill Strategies
Sims and Bell took a risk to found their own firm and now are reaping the benefits of what is rapidly becoming one of the most successful healthcare-focused shops on K Street.

Mike Smith and Jim Richards, Cornerstone Government Affairs
Smith and Richards help the firm leverage its expertise in policy, appropriations and state-level connections to get things done.

Tracy Spicer, Avenue Solutions
Spicer and her team stay at the center of healthcare policy, which is no small feat when debates are raging about drug policy, the Affordable Care Act and entitlement programs.

Alexander Sternhell, Sternhell Group
A former Senate Banking Committee aide, Sternhell is deeply versed in the complexities of financial services policy.

Linda Tarplin, Tarplin, Downs & Young LLC
Tarplin co-founded the women-run firm a decade ago, and it has become a healthcare shop to be reckoned with.

Cari Thorsen and Alec French, Thorsen French Advocacy
Thorsen, a Republican, and French, a Democrat, are an effective one-two punch for their clients.

David Urban and Manus Cooney, American Continental Group
Urban, a GOP chief of staff to the late Sen. Arlen Specter (D-Pa.), and Cooney, a policy maven who once built out Napster’s Washington office, are on the front lines of several legislative and regulatory battles.

Robert Van Heuvelen, VH Strategies
As a chief of staff to former Sen. Kent Conrad (D-N.D.), Van Heuvelen knows his way around every inch of it.

Stu Van Scoyoc, Van Scoyoc Associates
The budget and appropriations process is an intimidating landscape; Van Scoyoc knows his way around every inch of it.

Stewart Verdery, Monument Policy Group
The bipartisan lobbying firm, founded by Bush administration alum Verdery, helped the US Olympic Committee convince Congress to nix the tax on Olympic medals.

Jack Victory and Rick Shelby, Capitol Hill Consulting Group
Victory, a former aide to former House Majority Leader Tom DeLay (R-Texas), brings budget and energy know-how to Capitol Hill battles.

Vin Weber, Mercury
The former Republican congressman from Minnesota remains close to GOP policymakers and operatives, giving him power behind the scenes.

Jonathan Yarowsky, Wilmer Cutler Pickering Hale and Dorr LLP
He draws on decades of expertise to score for clients such as the American Association for Justice, Walgreen Co., the Beer Institute and Charter Communications.

Greater Washington Heart Walk
Saturday, November 5, 2016
The National Mall
Festivities start at 8:30am
Walk steps off at 10:00am
For more information please contact us at: 703.248.1715 or gwrheartwalk@heart.org
top lobbyists

Cory Alexander, UnitedHealth Group Inc.
A former chief of staff to House Minority Whip Steny Hoyer (D-Md.), Alexander heads up lobbying for the nation’s largest health insurer as it deals with a shifting and consolidating industry.

Bryan Anderson, Southern Co.
Southern Company is aiming to open a carbon capture coal-fired power plant in Mississippi this year, putting Anderson in the thick of the clean coal movement.

Sid Ashworth, Northrop Grumman Corp.
Coming off Northrop’s big win last year in bidding for the B-21 bomber, Ashworth is a key player in regulatory fights over genetically modified foods.

Bill Barloon, Sprint Nextel Corp.
Barloon has helped the company make its presence felt on everything from patent reform to wireless service in the Washington Metroplex system.

Wayne Berman, Blackstone Group LP
A veteran lobbyist with deep ties to Republican donors, Berman is able to draw upon his connections to advocate for the prominent private investment firm.

Abigail Blunt, Kraft Foods Group Inc.
Blunt brings considerable policy chops to Kraft, recently helping the company navigate issues such as labeling for genetically modified food, manufacturing-tax deductions and trade deals.

Stephen Brown, Tesoro Corp.
Congress still hasn’t acted on pressure from fuel refiners and the oil industry to overturn the renewable fuel standard, but Brown is working to find an opening.

Will Carty, Twitter Inc.
Carty has been with Twitter since 2012, helping to build a lobbying operation that increasingly is confronted with broad questions of free speech and national security.

Pablo Chavez, LinkedIn Corp.
Chavez is an envoy for the professional networking site at a time when the company is navigating the implications of its proposed sale to Microsoft.

Maria Cino, HP Inc.
Cino’s resume speaks to her versatility; before coming to HP she served as the vice president for federal government relations at Pfizer and held positions at the Republican National Committee and the Department of Transportation.

Peter Cleveland, Intel Corp.
Bridging the gap between Silicon Valley and Washington, the Sen. Barbara Feinstein (D-Calif.) alum has helped lead the charge for the chipmaker on issues like immigration reform.

Kenneth Cole, Pfizer Inc.
The tough year for drugmakers on Capitol Hill, Cole and the pharmaceutical giant connected to exert influence on issues like taxes and intellectual property.

Nancy Dorn, General Electric Co.
The Trans-Pacific Partnership, the first federal energy reform bill since 2007 and the Export-Import Bank were among this year’s top concerns for General Electric and Dorn, a former budget official in the George W. Bush administration.

Mark Esper, Raytheon Co.
The former Pentagon official, Senate staffer and Army colonel led Raytheon’s lobbying efforts in a number of areas in this year’s defense policy bill, including acquisition policy and missile systems.

Theresa Fariello, ExxonMobil Corp.
Speaking for the world’s largest publicly traded oil company, Fariello has pushed Congress to respond to Obama administration rules on ozone, methane and other climate-related issues.

Bob Filipone, Merck & Co. Inc.
Filipone knows his way around the pharmaceutical world, having served as a top lobbyist for the Pharmaceutical Research and Manufacturers of America and now at Merck.

Tucker Foote, MasterCard Inc.
Foote is at the forefront of the battle over cybersecurity measures and the long-running clash with merchants over swipe fees.

Nate Gatten, JPMorgan Chase & Co.
As head of global government relations for the biggest bank in the country, Gatten has worked on legislation related to the Export-Import Bank.

Jessica Herrera-Flanigan, Univision Communications Inc.
Herrera-Flanigan has a lot of ground to cover at Univision, which is now the largest Spanish-language media company in the country.

Guy Hicks, Airbus Group
Hicks was on the front lines as Airbus succeeded this year to sell airplanes to Iran, leading to a multibillion-dollar deal.

Ed Hill, Bank of America Corp.
Hill has kept the major financial institution in the mix on banking regulations, cybersecurity and data breach protections for two decades.

Joel Kaplan, Facebook Inc.
Kaplan was promoted two years ago to lead policy worldwide for the social network; more recently, the former GOP official helped navigate the company through charges of bias in its “trending” feature.

Timothy Keating, Boeing Co.
This year alone, Boeing won approval to sell airplanes to Iran; fought for its joint venture with Lockheed Martin and United Launch Alliance to use Russian–made rocket engines; and continued to work on issues related to the Export-Import Bank.

Kent Knutson, Home Depot Inc.
Knutson ensures the hardware giant has a place at the table in discussions over tax reform and labor law.

Melissa Lavinson, PG&E Corp.
Lavinson’s team at PG&E lobbies Congress and the administration on energy, environment and taxation issues, all while keeping a sharp focus on the utility’s sustainability strategy.

Chris Leahy, Bayer Corp.
Leahy has been with the pharmaceutical company for nearly three years, expanding its lobbying efforts in grassroots and digital advocacy.

Drew Maloney, Hess Corp.
Policy victories for the oil industry have been hard to come by during the Obama administration, but Maloney played a key role in convincing Congress to overturn the oil export ban.

Melissa Maxfield, Comcast Corp.
Once an aide to former Senate Majority Leader Tom Daschle (D), Maxfield has been with the cable giant for more than a decade, navigating a period of rapid evolution for the industry.

Tim McKone, AT&T Inc.
AT&T knows how to move the needle in Washington; this year, it helped beat back a proposal to radically open up the market for set-top boxes.

Susan Molinari, Google Inc.
Molinari helped Google grow into a Washington powerhouse; now it’s becoming a key player in regulatory fights over self-driving cars and artificial intelligence.

Christopher Myers, Caterpillar Inc.
Myers has traded on his mind as the heavy equipment giant, which is set on expanding business with Cuba, trading with the Middle East and ensuring US businesses can rely on the Export-Import Bank.

Ziad Ojajki, Ford Motor Co.
Ojajki keeps his foot on the gas for the Fortune 500 company as it forges ahead with plans to build fully driverless vehicles.

Chris Padilla, IBM
IBM’s vice president of government and regulatory affairs boasts an extensive resume in trade, having held roles in the Commerce Department, Office of the U.S. Trade Representative and the State Department.

Michael Paese, Goldman Sachs Group Inc.
A veteran of the House Financial Services Committee, Paese has helped Gold- man’s voice in Washington since 2009, keeping the Wall Street giant in the mix.

Dean Pappas, Nationwide Mutual Insurance Co.
Pappas leads the way for Nationwide as it lobbies on insurance regulation, tax reform, retirement plans and cybersecurity.

Robert Rangel, Lockheed Martin Corp.
Rangel oversees an in-house government affairs team that lobbies on a range of programs from the F-35 Joint Strike Fighter to the littoral combat ships.

Joseph Seidel, Credit Suisse Group AG
Seidel leads the Swiss bank’s lobbying on a slew of rules related to international trading, bank liquidity requirements and proposed international corporate taxes.

Jonathan Weisgall, Berkshire Hathaway Energy Co.
Weisgall and Berkshire Hathaway have urged action on an overhaul of federal energy laws, aiming to pass a major energy bill for the first time since 2007.

Candi Wolff and John Emling, Citigroup Inc.
Both Wolff and Emling worked as legislative liaisons in the administration of Presi- dent George W. Bush; since 2011, they have helped push the bank’s priorities on everything from trade to cybersecurity.