

BEST in the BUSINESS

# HIRED GUNS

The last election gave Democrats the White House and firmer control of Congress. That power shift has been reflected on K Street, where Democratic lobbyists, not long ago relegated to almost an afterthought, are once again in vogue. What follows is The Hill's annual effort to name a few of the best lobbyists for hire in town. Given the state of play, this year's list is dominated by Democrats, although a number of Republicans continue to thrive.

**Josh Ackil and Matt Tanielian, Franklin Square Group.** The plugged-in Democrats give Silicon Valley a voice in Washington. Clients include tech brand names like Google and Apple.

**Andy Barbour, Smith-Free Group.** A former Democratic congressional aide and lobbyist at the Financial Services Roundtable, Barbour has clients across the financial industry, including Mastercard, Bank of America and Poker Players Alliance.

**Jim Blanchard, DLA Piper.** A former Democratic Michigan governor, Blanchard now helps run DLA's broad lobbying practice.

**Thomas Hale Boggs Jr., Nick Alard, Edward Newberry, Patton Boggs.** These three make sure Patton Boggs maintains its lead in the race for revenues on K Street.

**Chuck Brain, Capitol Hill Strategies.** A veteran of the Ways and Means Committee and the Clinton White House legislative affairs office, Brain represents blue chip companies and trade associations.

**John Breaux, Trent Lott, Breaux-Lott Leadership Group.** The powerful duo have their hands full representing interests ranging from the airline industry to telecommunications and oil companies.

**Gerald Cassidy, Gregg Hartley, Marty Russo, Cassidy & Associates.** "Earmark" may be a dirty word, but the firm that invented the art of lobbying for targeted

appropriations remains a power player thanks to the leadership of Cassidy, Hartley and Russo.

**David Castagnetti, Mehlman Vogel Castagnetti.** Castagnetti is a well-respected Democrat that solidified his ties to Capitol Hill as congressional liaison for the 2004 Kerry presidential campaign.

**Al D'Amato, Park Strategies.** D'Amato, an avid poker player himself, will be pushing hard to lift the ban on online gaming.

**Linda Daschle, LHD & Associates.** Daschle left a big firm but remains one of Washington's most prominent lobbyists.

**Julie Domenick, Multiple Strategies.** Once a target of the K Street Project, Domenick and her clients now enjoy the fruits of her close ties to Democrats on the Hill.

**Steve Elmendorf, Elmendorf Strategies.** Elmendorf is a go-to lobbyist for businesses that want to make a few new (Democratic) friends in Congress. Elmendorf scored a K Street coup this week, convincing the highly regarded Jimmy Ryan to join the firm from Citigroup.

**Mitchell Feuer, Rich Feuer Group.** Former counsel to the Senate Banking Committee and lobbyist for Reuters, Feuer understands and represents pretty much every facet of the financial industry.

**Mike Fulton, GolinHarris.** A familiar face for West Virginia's

representatives in Congress, Fulton works the angles for his clients in the race for earmarks.

**Sam Geduldig, Clark Lytle & Geduldig.** A former aide to Rep. Roy Blunt (R-Mo.), Geduldig is quick on his feet even with Democrats in power.

**Nick Giordano, Washington Council Ernst & Young.** Giordano is widely looked to for tax expertise.

**Rich Gold, Gerry Sikorski, Holland & Knight.** The two Democrats run a booming lobbying practice, which increasingly focuses on energy and environmental issues.

**Fred Graefe, Law Offices of Frederick H. Graefe.** This ex-Marine has been a mainstay of the Democratic healthcare lobbying corps for years and recently formed a strategic alliance with Republican Mike Bromberg's boutique Capitol Health Group.

**Lanny Griffith and Loren Monroe, BGR Holdings.** BGR is growing more bipartisan, but Griffith and Monroe remain tight with Republicans on Capitol Hill.

**Larry Harlow, Timmons & Co.** A former member of the Reagan and Bush 41 administrations, Harlow is an experienced Washington hand.

**J. Steven Hart, Williams & Jensen.** Hart is chairman and CEO of one of Washington's biggest law and lobbying shops and a major GOP fundraiser.

**Mike House, Hogan & Hartson.** The straight-shooting House heads his law firm's broad government relations operation.

**Mark Irion, Gary Andres, Dutko Worldwide.** Andres, who worked for Bush 41, now is helping the National Republican Congressional Committee craft its message for 2010, while Democrat Irion makes sure the firm stays atop the energy debate.

**Mark Isakowitz, Fierce, Isakowitz and Blalock.** The firm has remained true to its Republican roots and continues to thrive, thanks in large part to Isakowitz's direction. The firm's Aleix Jarvis is a rising star, according to one top Senate Democratic aide.

**Joel Jankowsky, Victor Fazio, Bill Paxon, Akin, Gump, Strauss, Hauer & Feld.** Jankowsky built one of the most successful public affairs shops in town by hiring people like Fazio and Paxon.

**Chris Jennings, Jennings Policy Strategies.** Jennings might be the most influential Democrat on K Street when it comes to healthcare. As a veteran of the Clinton health reform effort, Jennings's experience and savvy is considered invaluable to Democrats this year.

**Broderick Johnson, Bryan Cave.** Johnson, a senior aide in the Clinton White House, was an informal adviser to a certain Illinois senator during his presidential campaign. Waldo McMillen, a former aide to Senate Majority Leader Harry Reid (D-Nev.), is highly regarded too.



Trent Lott



Vic Fazio



Steve McBee



Heather Podesta

**Joel Johnson, Glover Park Group.** Johnson, once an aide to ex-Sen. Tom Daschle (D-S.D.), is a star lobbyist at a firm known for its Democratic connections.

**Thomas Jolly, Jolly/Rissler.** Jolly, with partner Patricia Rissler, heads up this Democratic firm. He's also the founder of the Washington Caucus, which stages big monthly meetings with lawmakers.

**Mark Kadesh, Kadesh & Associates.** A former chief of staff to Sen. Dianne Feinstein (D-Calif.) and Rep. Jane Harman (D-Calif.), Kadesh has a reputation for effectively working both sides of the Capitol and one of the most powerful delegations.

**Kenneth Kies, Federal Policy Group.** As a key congressional staffer on tax issues and lawyer before federal courts around the country, Kies is a maestro of tax lobbying and litigation.

**Lisa Kountoupes, Kountoupes Consulting.** The former deputy assistant for legislative affairs to President Clinton and aide to Rep. John Dingell (D-Mich.) runs a small shop with plenty of pull on Capitol Hill.

**Bob Livingston, The Livingston Group.** The former House Appropriations chairman has maintained his hustle on K Street.

**Steve McBee, McBee Strategic.** A cutting-edge approach to lobbying and business is paying off for this former senior aide to Rep. Norm Dicks (D-Wash.); business is booming.

**Moses Mercado, Wayne Berman, Ogilvy Government Relations.** Mercado, a former aide to House Democratic Leader Dick Gephardt (Mo.), has helped Ogilvy put its all-Republican past behind it, even as Berman maintains close ties to the GOP.

**Larry O'Brien, OB-C Group.** O'Brien is a big-time player in Democratic circles as a founder of this bipartisan firm and a fearsome fundraiser.

**Tom O'Donnell, Gephardt Group.** The former chief of staff to House Democratic Leader Dick Gephardt (Mo.), O'Donnell is a key cog in his burgeoning lobbying business.

**Scott Parven, Parven Pomper Strategies.** Parven has close ties to centrist Democrats in the House and Senate.

**Jeff Peck, Peck, Madigan, Jones & Stewart.** Peck is well-respected on the Hill and K Street.

**Jim Pitts, DC Navigators.** Pitts and co-founding partner Phil Anderson have made their shop indispensable for crisis communications.

**Anthony Podesta, The Podesta Group.** While most of Washington's lobbyists have seen a downturn, revenues at Podesta's firm jumped 40 percent in 2008. Jaime Harrison, former aide to House Majority Whip James Clyburn (D-S.C.), is an up-and-comer.

**Heather Podesta, Heather Podesta + Partners.** Podesta is a big-time Democratic fundraiser and lobbyist.

**Jack Quinn, Manuel Ortiz, Quinn Gillespie & Associates.** Quinn is one of the best known Democratic strategists in town, and Ortiz, a former fundraiser for Sen. John Kerry (D-Mass.), is friendly with a number of key members on the Hill.

**Thomas Quinn, Venable.** No top lobbyist list would be complete without Quinn. He's one of the best people in town to have lunch with, even if ethics rules prevent him from buying.

**Robert Raben, The Raben Group.** When his party was in the wilderness, Raben built one of the few all-Democratic shops in town. Now the once senior aide to Rep. Barney Frank (D-Mass.) has clients in both the corporate and non-profit worlds.

**John Raffaelli, Capitol Counsel.** A one-time Democratic staffer in the House and Senate, Raffaelli has a quarter-century of Washington ties.

**Emanuel Rouvelas, Slade Gorton, K&L Gates.** Rouvelas, a Democrat, and Gorton, a former Republican senator from Washington, run one of the most successful lobbying operations in D.C.

**Melissa Schulman, The Bockorny Group.** The former aide to House Majority Leader Steny Hoyer (D-Md.) is close to business-friendly Democrats.

**Scott Segal, Susan Molinari, Bracewell & Giuliani.** Segal is an effective advocate for the utility industry and co-director of the firm's government relations team. Molinari, a former Republican congresswoman from New York, is a prized new team member.

**Rhod Shaw, The Alpine Group.** Shaw is welcome in Democratic and Republican offices alike as a strategic thinker who knows the lay of the land in Congress as well as anyone. One of the most frequently nominated names on the list.

**Tom Sheridan, The Sheridan Group.** Sheridan is a powerbroker for those who often don't have a voice in Congress. He helped U2's Bono advocate for various charitable endeavors.

**Tracy Spicer, Avenue Solutions.** Spicer is a former political director and deputy chief of staff to Sen. Edward Kennedy (D-Mass.), and represents a number of healthcare and insurance companies.

**Charlie Stenholm, Olsson Frank Weeda Terman Bode Matz PC.** Stenholm, once the Democrats' top man on the House Agriculture Committee, will be a key K Street figure as farming organizations fight back against proposed budget cuts by the Obama administration.

**Alexander Sternhell, Sternhell Group.** Sternhell, formerly a top Democratic staffer on the Senate Banking Committee, recently started his firm to work on financial issues.

**Sandi Stuart, Vin Weber, Clark & Weinstock.** A veteran of the Clinton administration, Stuart specializes in defense, healthcare and high-tech issues. Weber, a former Republican congressman from Minnesota, remains a popular GOP strategist and lobbyist.

**Linda Tarplin, Tarplin, Downs & Young.** A Republican healthcare specialist, Tarplin wields a sharp mind and a disarming charm and is proof that GOP lobbyists are in the mix during a Democratic era.

**Rich Tarplin, Tarplin Strategies.** Tarplin's been in the game for years, having earned his wings in the Clinton administration and with Sen. Chris Dodd (D-Conn.),

and he relies on old-fashioned shoe-leather lobbying for his stable of healthcare clients.

**Dan Tate Jr., Capitol Solutions.** Some lobbyists know people, some know policy. Tate is the rare breed who knows both.

**Marti Thomas, Ken Duberstein, The Duberstein Group.** Thomas, once a top staffer for former House Democratic Leader Dick Gephardt (Mo.) and a veteran of the Clinton Treasury Department, has years' worth of powerful connections. Duberstein is a former chief of staff to President Reagan.

**Robert Van Heuvelen, Van Heuvelen Strategies.** The former chief of staff to Senate Budget Committee Chairman Kent Conrad (D-N.D.) has built a thriving practice on K Street.

**Stu Van Scoyoc, Van Scoyoc Associates.** This former chemical engineer and his strong staff maintain a laser beam-like focus on their clients.

**Anne Wexler, Wexler and Walker.** Former Carter aide Wexler still has strong connections to Democrats. Former Rep. Bob Walker (R-Pa.) helps reach out to the GOP.

**Jonathan Yarowsky, Patton Boggs.** The former general counsel to the House Judiciary Committee is a good person to know when you have business before that panel or its Senate counterpart.

Next Friday: Look for Part Two of the Top Lobbyists series, featuring grassroots and associations.



Thomas Hale Boggs Jr.



Anthony Podesta



Ken Kies



Steve Elmendorf



Mike Fulton



Gerry Sikorski



Mark Isakowitz