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***Item 12***  
**Information**

***Quarterly Lobbying Summary***

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**Executive Summary:** This item presents a summary of activities reported to the Ethics Commission by lobbying entities for the third quarter of 2020.

**Recommended Action:** This item is for informational purposes only.

**Authors:** Heather Holt, Executive Director  
Mark Low, Lobbying Program Manager

**Presenter:** Lisa Ishimaru, Contracts Program Manager

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# *Lobbying Summary: 3rd Quarter 2020*

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## **A. Introduction**

The Municipal Lobbying Ordinance (MLO) regulates persons who receive compensation to lobby City officials. Los Angeles Municipal Code (LAMC) §§ 48.01, *et seq.* In LAMC § 48.01(B), the MLO makes several findings regarding lobbying activity, including the following:

1. Citizens have a right to know the identities of those who attempt to influence City decisions;
2. Public disclosure by lobbyists and their clients regarding their lobbying activities is essential to citizen confidence in the integrity of local government;
3. It is in the public interest to ensure that lobbyists do not misrepresent facts or their positions;
4. It is in the public interest to ensure that lobbyists do not place City officials under personal obligation to themselves or their clients.

To help ensure adequate and effective disclosure regarding efforts to lobby City government, lobbying entities are required to file quarterly disclosure reports. *See* LAMC §§ 48.01(B)(6), 48.08. This item summarizes information disclosed on the lobbying reports filed for the third quarter of 2020.

## **B. Legal Background**

### 1. Definitions

The MLO defines lobbying activity generally as compensated conduct related to communications with City officials that are designed to influence municipal matters. LAMC § 48.02. The lobbying entities that are regulated by the MLO include lobbyists, lobbying firms, and lobbyist employers.

A lobbyist is an individual, regardless of title, who is compensated to spend 30 or more hours in a three-month period to engage in lobbying activities that include at least one direct communication with a City official or employee that is designed to influence a City matter on behalf of another person. *Id.* A lobbying firm is an entity that is entitled to receive \$1,000 in compensation for engaging in lobbying activities on behalf of another person during a three-month period, if a partner, owner, shareholder, or employee of the entity qualifies as a lobbyist. *Id.* A lobbying firm may be an individual lobbyist. Finally, a lobbyist employer is an entity that employs a lobbyist in-house to lobby on the entity's behalf. *Id.*

Certain persons are exempt from the lobbying regulations. These include individuals acting in an official government capacity, newspapers and other media outlets that publish editorials or paid advertising, persons whose only activity is bidding on a City contract, and 501(c)(3) organizations that receive government funding and are created to provide direct services to indigent persons. LAMC § 48.03.

## 2. Registration and Reporting

Lobbyists and lobbying firms are required to register with the Ethics Commission on an annual basis. LAMC §§ 48.07(A)-(B). Registration is required within 10 days after the end of the month in which the qualification threshold is met. LAMC § 48.07(A). The fees for each year's registration are \$450 per lobbyist plus \$75 for each client from whom the lobbyist is entitled to receive \$250 or more in a calendar quarter. LAMC § 48.07(C).

Each lobbying entity is required to file a disclosure report for every calendar quarter in which it qualifies as a lobbying entity. LAMC § 48.08(A)(1). Lobbying entities must continue to submit quarterly reports until registration is terminated, either voluntarily or automatically by virtue of the end of the calendar year. The disclosure reports must contain specific information, including the following:

- a. Each City agency that a lobbyist attempted to influence. LAMC §§ 48.08(B)(12), 48.08(C)(14).
- b. Each municipal matter that a lobbyist employer attempted to influence. LAMC § 48.08(D)(6).
- c. Total payments from clients to lobbying firms. LAMC § 48.08(C)(4).
- d. Total payments to lobbyists by lobbying firms and lobbyist employers. LAMC §§ 48.08(C)(7)(a), 48.08(D)(3).
- e. The elected City officials, candidates, and committees for which a lobbyist engaged in fundraising activity, as well as the dates of the activity and the amount of money raised. LAMC §§ 48.08(B)(7), 48.08(C)(9), 48.08(D)(10).
- f. Services provided by a lobbyist to a City candidate or ballot measure campaign or to the City under contract, including the amount of compensation received for those services. LAMC §§ 48.08(B)(10)-(11), 48.08(C)(12)-(13).

## 3. Prohibited Activities

Lobbying entities are prohibited from engaging in certain types of activity. They may not attempt to deceive City officials. LAMC §§ 48.04(B), (D). They may not place City officials under personal obligation to them. LAMC § 48.04(A). They may not create a municipal matter for the purpose of being retained to lobby on that matter. LAMC § 48.04(C).

Lobbyists and lobbying firms are also limited in certain financial activities. They may engage in fundraising, but they may not make campaign contributions to elected City officials, City candidates, or their committees if they are required to be registered to lobby the office the official or candidate holds or seeks. Los Angeles City Charter § 470(c)(11). And they may not make or act as an intermediary in the making of a gift to a City official. LAMC §§ 48.04(E), 49.5.8(A)-(C).

### C. Third Quarter Compliance

In the third quarter of 2020, there were 524 registered lobbyists and 152 registered lobbying firms, including 56 sole proprietorships. In addition, there were 89 lobbyist employers.

These 765 lobbying entities were required to file 709 disclosure reports for the third quarter (the 56 sole-proprietor lobbyists were required to file a lobbying firm report but not a lobbyist report). A total of 697 reports (98.3 percent) were filed on time. Penalties totaling \$750 were collected for reports filed past the November 2nd deadline. One lobbyist report remains unfiled.

### D. Top 10 Highest Paid Lobbying Firms

Lobbying firms are required to report the total amount of payments they receive each quarter from the clients they represent. All lobbying firms reported receiving a total of \$20,204,398 in payments from clients during the third quarter of 2020.

The ten firms that reported the highest total payments from clients are identified in the table that starts below and continues on the next several pages. Each of the top ten firms reported receiving at least \$449,000 from clients in the third quarter. Together, the top ten firms reported receiving a total of \$9,955,327, which represents 49.3 percent of all payments from clients reported by all lobbying firms for the third quarter of 2020.

TOP 10 HIGHEST PAID LOBBYING FIRMS			
<i>Based on Client Payments Reported as Received In 2020 Q3</i>			
Rank and Payments	Firms and Clients		
1. \$2,094,560	<b>Sheppard, Mullin, Richter &amp; Hampton LLP</b> 1 and 8, Inc. 1600 Hudson, LLC 6000 SV Holdings LLC 9712 Oak Pass Road LLC Automobile Club of Southern California Azure Development, Inc. Brookfield Properties Development LLC Brookfield Properties Management (CA) Inc. Capital Hall Partners Elkwood LLC Equitas Academy Girls Athletic Leadership School Go For Broke National Education Center Helm's Deep Trust Holland Partner Group Hollywood Forever Cemetery Hollywood International Regional Center Hudson Pacific Properties, Inc. Jonathan Rose Companies Lightstone DTLA, LLC LLJ Adler Warner MAK Center MOB Hotels & Companies LLC Montgomery Clark Advisors		

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received In 2020 Q3 (cont'd)*

Rank and Payments	Firms and Clients		
	<p><b>Sheppard, Mullin, Richter &amp; Hampton LLP</b> <i>(continued from the previous page)</i></p> <p>Our Lady of Mt. Lebanon Peebles Corporation, The Pluto Partners, LLC</p> <p>Sandstone Properties TA Los Angeles 443 SSS LP The True Life Companies</p> <p>Valley Charter - 18600 Lanark Venus Over Manhattan Warner Center Gardens Limited</p>		
2. \$1,928,451	<p><b>DLA Piper LLP (US)</b></p> <p>1245 Vine Owner LLC 1665 North Sycamore Owner LLC Altman Apartments LLC Amplify Development Co. Arc Capital Partners LLC Atlas Capital Group, LLC BARDAS Investment Group Bastion Development Corporation Bobbitt, Scott Champion Real Estate Company CRE-HAR Crossroads SPV, LLC Equity LifeStyle Properties Equity Residential Estate Four Fifteen Group</p> <p>FIN - Asian Tapas Bar Geneva Street Partners Company, LLC Gerald W. - Vic Inn- Ternational GVI-KU 755 South Los Angeles Owner, LLC Harbor Associates Harridge Development Group, LLC Henry, Richard Jamison Properties, LP Joseph's Café Liner, Stuart Live Nation Entertainment, Inc. Lowe Enterprises Real Estate Group, Inc. LSA Capital, Inc. MR Real Estate, LLC MREC HD Blake Street</p> <p>MREC HD Elysian Park, LLC O'Brien Machinery, Inc. Rising Realty Partners Rosten, James and Rachelle RWBP Highland, LP Shappell Liberty Investment Properties, LLC Statewide Acquisitions Summer Land Partners Group, Inc. Taylor Morrison of California, LLC TruAmerica Multifamily Vaghashia, LLC Valley Canoga Properties LTD Via Transportation, Inc. Watermark Westwood Village LLC Wheelhouse Group</p>		
3. \$1,109,524	<p><b>Englander Knabe and Allen</b></p> <p>1784 Capital Holdings, LLC 4348 Van Nuys Blvd LLC 4410-22 W. Jefferson, LLC 8155 Heights LLC dba AGEA 830 Fairfax Owner II, LLC Accela, Inc. Adam Mizel Agile Modularity Inc. American Golf Corporation</p> <p>American Wood Council Amplify Power Ancon Services Anthem, Inc. Aragon (Toluca/Colton) Properties Corp. AT&amp;T Enterprise Services (AT &amp; T and its affiliates) Avaya, Inc. BNSF Railway Company Boardwalk Property Development, LLC Boingo Wireless, Inc.</p> <p>Boos Development West, LLC California Precision Products Inc. California Trucking Association Calmet Corp. Clark Construction Group - California, LP Clay Lacy Aviation Coca Cola Bottling USA Conduent</p>		

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received In 2020 Q3 (cont'd)*

Rank and Payments	Firms and Clients																																																															
	<p><b>Englander Knabe and Allen</b> <i>(continued from the previous page)</i></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%;">DC Collective</td> <td style="width: 33%;">Independent Taxi Company</td> <td style="width: 33%;">Osmose Utilities Services, Inc.</td> </tr> <tr> <td>Decro Corporation</td> <td>Katchko, Vitiello,</td> <td>PMA Consultants</td> </tr> <tr> <td>Deloitte Consulting LLP</td> <td>Karikomi, PC on behalf</td> <td>Puerto Rico Potential, LLC</td> </tr> <tr> <td>Delta 9 THC</td> <td>of their client Boo-Ku CC</td> <td>Road Soup of California Saltchuk Resources, Inc.</td> </tr> <tr> <td>Enterprise Rent-A-Car Company of Los Angeles</td> <td>Katchko, Vitiello,</td> <td>SAP Public Services, Inc.</td> </tr> <tr> <td>Fenix Marine Services</td> <td>Karikomi, PC on behalf</td> <td>Skinny Labs Inc., dba Spin</td> </tr> <tr> <td>Fiserv Solutions, LLC</td> <td>of their client Circle of Hope</td> <td>Skya Ventures</td> </tr> <tr> <td>Fogelre Fund II, LLC</td> <td>Knoll Agency, Inc.</td> <td>Sportsmen's Lodge Owner, LLC</td> </tr> <tr> <td>Fuller Realty Company, Inc.</td> <td>KPMG LLP</td> <td>The Relief Collective</td> </tr> <tr> <td>Genius Fund</td> <td>LA 11th Market, LLC</td> <td>The Ruth Group</td> </tr> <tr> <td>Gohar Afifi</td> <td>La Terra Development LLC</td> <td>Total Transportation Services, Inc. – TTSI</td> </tr> <tr> <td>GSW Creative Corporation dba dosist</td> <td>Laurence School</td> <td>TRC Solutions, Inc.</td> </tr> <tr> <td>Gulfstream Aerospace Corporation</td> <td>Madcap Motel Los Angeles LLC</td> <td>United Taxi</td> </tr> <tr> <td>Haven</td> <td>Malibu Green</td> <td>Universal Technical Institute, Inc.</td> </tr> <tr> <td>HDR Engineering, Inc.</td> <td>McAfee Public Sector, LLC</td> <td>Waste Management Inc.</td> </tr> <tr> <td>Heyday Beverly, LLC</td> <td>N N N Productions</td> <td>Westfield Airports, LLC</td> </tr> <tr> <td></td> <td>National Strategies, LLC on behalf of their client The Mega Company</td> <td>Westfield, LLC</td> </tr> <tr> <td>Hi Hi Heel Productions</td> <td>Nike</td> <td>Xerox Corporation</td> </tr> <tr> <td>Hillcrest Beverly Oil Corporation</td> <td>Official Police Garage Assn of LA</td> <td>YMF Inc dba Creative Home Ideas</td> </tr> <tr> <td>Holistic Pain Relief</td> <td>Onni Contracting (CA) Inc.</td> <td></td> </tr> <tr> <td>In-N-Out Burgers</td> <td></td> <td></td> </tr> </table>	DC Collective	Independent Taxi Company	Osmose Utilities Services, Inc.	Decro Corporation	Katchko, Vitiello,	PMA Consultants	Deloitte Consulting LLP	Karikomi, PC on behalf	Puerto Rico Potential, LLC	Delta 9 THC	of their client Boo-Ku CC	Road Soup of California Saltchuk Resources, Inc.	Enterprise Rent-A-Car Company of Los Angeles	Katchko, Vitiello,	SAP Public Services, Inc.	Fenix Marine Services	Karikomi, PC on behalf	Skinny Labs Inc., dba Spin	Fiserv Solutions, LLC	of their client Circle of Hope	Skya Ventures	Fogelre Fund II, LLC	Knoll Agency, Inc.	Sportsmen's Lodge Owner, LLC	Fuller Realty Company, Inc.	KPMG LLP	The Relief Collective	Genius Fund	LA 11th Market, LLC	The Ruth Group	Gohar Afifi	La Terra Development LLC	Total Transportation Services, Inc. – TTSI	GSW Creative Corporation dba dosist	Laurence School	TRC Solutions, Inc.	Gulfstream Aerospace Corporation	Madcap Motel Los Angeles LLC	United Taxi	Haven	Malibu Green	Universal Technical Institute, Inc.	HDR Engineering, Inc.	McAfee Public Sector, LLC	Waste Management Inc.	Heyday Beverly, LLC	N N N Productions	Westfield Airports, LLC		National Strategies, LLC on behalf of their client The Mega Company	Westfield, LLC	Hi Hi Heel Productions	Nike	Xerox Corporation	Hillcrest Beverly Oil Corporation	Official Police Garage Assn of LA	YMF Inc dba Creative Home Ideas	Holistic Pain Relief	Onni Contracting (CA) Inc.		In-N-Out Burgers		
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Rank and Payments	Firms and Clients
5. \$966,300	<p><b>Armbruster Goldsmith &amp; Delvac LLP</b></p> <p>12001 Pico Property, LLC            2800 Casitas LLC            4454 Van Nuys, LLC            600 San Pedro LP            6th &amp; Alameda LLP            Academy of Motion Picture Arts &amp; Sciences            AEG            American Commercial Equities            Amoroso Company            Artisan Realty Advisors            AutoNation            Bel Air Country Club            Belmont Village Senior Living            Black Equities            blvd hospitality            Bolour            Brookfield Properties Development LLC/Forest City            BWC/St. Andrews LP            California Landmark            Calvary Christian School            Cascades Project Owner LLC            CGI Strategies            Chernoff Family Trust            Cherokee Bliss, LLC            CIM Group            City Market of Los Angeles            CoreSite            Cypress Equity            EAH Housing            Elm Tree Investments            FF Realty IV LLC            Frost/Chaddock Developers, LLC            G.H. Palmer            Glassell Park, LLC            GPI Companies            Greystar            GRT Portfolio Properties            Grubb Properties</p> <p>IMT Capital LLC            International Equity Partners            Jade Enterprises            Jamison Properties, LP            Johnson Development            Kalonymous Development Partners, LLC            Kaplan Development Group            Karma Company, LLC            LA Hollywood Properties LLC            La Terra Development, LLC            Landmark Properties, Inc.            LANDRE, LLC            LeFrak            Lenmar Beverly Glen LLC            Leon Capital Group            LJ Properties, Inc.            Mapleton Investments            Marlborough School            MCRT Investments LLC            Mercy Housing            MGA North LLC            Midwood Investment &amp; Development            Milken Community Schools            MLM Group LLC            Next Century Associates, LLC            North New Hampshire Partners, LLC            Oakmont Capital            ONNI Group Contracting (California) Inc.            P&amp;L Figueroa Investors, LLC            Palatine Capital Partners Management LLC            Palisades Capital Partners</p> <p>Precision Development Company            PSS West L.A., LLC            RAR2-Villa Marina Center CA, LLC            Regalian, LLC            Related California Relevant Group            Sares Regis            SeaZen-AHC 1375, LLC            Skya Highland Park Partners II, LLC            Sonder            Spieker Realty Investments            Stephen Wise Temple            Sunrise Senior Living            Sutter, Gary &amp; Vera            The Buckley School            The Hanover Company            The HQ Group            The Mirman School            The Rand Corporation            The Richman Group California Development Company            Tishman Speyer            Toll Brothers, Inc.            Trammell Crow            TriCal Construction            TriStar Realty Group, LLC            Uncommon Development            Universal Standard Housing            Vantage Property Investors            Ventus Group            Washington Motor LP            Welbrook Senior Living            Westmark School            WH Hotel, LLC            Wilshire Skyline, Inc.            Wiseman Residential            WS Communities            Yorkwood LLC</p>

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Rank and Payments	Firms and Clients		
6. \$780,355	<p><b>Craig Lawson &amp; Co., LLC</b></p> <div style="display: flex; flex-wrap: wrap;"> <div style="width: 33%;"> <p>1614 Temple LLC</p> <p>1784 Capital Holdings LLC</p> <p>3800 West Sixth Street LLC</p> <p>888 S. Vermont Ave., LLC</p> <p>91 CM Colorado Owner LLC</p> <p>A Community of Friends Abode Communities</p> <p>AD Sharp US Amidi Group</p> <p>Asana Partners LLC</p> <p>Banner SoCal Developer LLC</p> <p>Blix Equities LLC</p> <p>Carmel Partners Inc.</p> <p>Catholic Charities of Los Angeles Inc.</p> <p>Century Housing Corp</p> <p>Circa 1200 LLC</p> <p>Decro Corporation</p> <p>Desert Orchard LLC</p> <p>Eiden Inc.</p> <p>Equity Residential</p> <p>Flexible PSH Solutions</p> <p>FN Property Investment</p> <p>Freeman Group</p> <p>GLC Colorado LLC</p> <p>Grocery Outlet Inc.</p> <p>Harry's Auto Body Inc</p> </div> <div style="width: 33%;"> <p>Highridge Costa Development Co.</p> <p>Holland Partners</p> <p>Ikar</p> <p>Ivy Station LLC</p> <p>Jacmar Partners</p> <p>Jade Enterprises</p> <p>Jamison Properties LP</p> <p>Kaiser Foundation</p> <p>Health Plan Inc.</p> <p>KLARE 17, LLC</p> <p>LA Family Housing</p> <p>Little Tokyo Service Center</p> <p>LW USC LLC</p> <p>McGregor Company</p> <p>Mercy Housing</p> <p>Meta Housing</p> <p>Mosaic Development Group</p> <p>Motion Picture Industry PHP</p> <p>Museum Associates</p> <p>National Community</p> <p>Renaissance of CA</p> <p>National Real Estate Development LLC</p> <p>Nuveen Real Estate</p> <p>Our Lady of Mt. Lebanon</p> <p>Pacific Springs LLC</p> <p>Palisades Capital Partners LLC</p> <p>Para Los Ninos, Inc.</p> </div> <div style="width: 33%;"> <p>Puente Learning Center</p> <p>Pure Silver Enterprises Inc.</p> <p>R.D. Olson Development</p> <p>Red Hook Capital Partners</p> <p>Roque &amp; Mark Co.</p> <p>RPK Development</p> <p>Sandstone Properties</p> <p>Skid Row Housing Trust</p> <p>Snyder Family Trust</p> <p>SRO Housing Corp.</p> <p>The City Market of Los Angeles</p> <p>The Hanover Company</p> <p>Third &amp; Hill Development, LLC</p> <p>Tower Investments Group LLC</p> <p>Triumph Management</p> <p>TTL Management Inc.</p> <p>Urban Commons</p> <p>Value Schools</p> <p>Vermont Real Estate Properties LLC</p> <p>Wakeland Housing &amp; Development</p> <p>Walter N Marks Inc</p> <p>Weingart Center</p> <p>West Hollywood Community Housing Corp.</p> <p>Yavneh Hebrew Academy</p> </div> </div>		
7. \$578,250	<p><b>Michael Bai and Associates</b></p> <div style="display: flex; flex-wrap: wrap;"> <div style="width: 33%;"> <p>3800 W 6th Street, LLC</p> <p>Alameda Industrial Medical Group</p> <p>Atlas Capital Group</p> <p>Better Home 2018, LLC</p> <p>Capri Urban Baldwin LLC</p> <p>Choi, Lana</p> <p>Clear Channel</p> <p>CTI Housing</p> </div> <div style="width: 33%;"> <p>Domos Co-living, LLC</p> <p>ESI Ventures</p> <p>Ha, Kee Whan</p> <p>Jamison Services, Inc.</p> <p>Jia Long Real Estate Development</p> <p>LA Gateway, LLC</p> <p>Lincoln Property Company West</p> <p>Los Angeles Equestrian Center</p> </div> <div style="width: 33%;"> <p>Pacific 26 Management LLC</p> <p>Public Storage</p> <p>Sabah, Dan</p> <p>Samitaur Constructs</p> <p>Sea Urchin Lounge LLC</p> <p>SM Entertainment LA</p> <p>Sushi Nozawa Group</p> <p>Walter J. Company</p> </div> </div>		

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*Based on Client Payments Reported as Received In 2020 Q3 (cont'd)*

Rank and Payments	Firms and Clients
8. \$547,020	<p><b>MAX DEVELOPMENT LLC dba three6ixty</b></p> <p>Aragon Properties, Ltd      Fig &amp; Olive      Norman Family LP                      Archean Partners      Firestone Walker      North Palisades                      Ari Chazans      Galaxy Holdings      Partners, LLC                      Atrio Venice LLC      Geneva Street Partners      Olson Urban Partners                      BCG Lodi Homes LLC      Gillis Family Partnership      Pan Am Equities                      Black Equities Group      Glaser Weil      Parkview Mgmt Group                      Bolour Associates      Greenlawn Development      Inc                      Boost Housing      LLC      Path Ventures                      Botanical Hospital Group      GRUBB Properties      PAX Urban Partners                      Brasa Capital      GTM Holdings LLC      RBM of California                      Cadmium Realty      Hawkins Way Properties      Redcar Properties                      Cal Bay Development      LLC      Relevant Group                      CalBay Development,      Healthy Spot      Reservoir Partners LLC                      LLC      Hollenbeck Palms      Rilito 2 LLC                      CGI Strategies      Hotel Erwin      Rilito 2, LLC                      Charring Cross      In and Out Burger      Robhana Group                      Acquisitions LP      Investors Management      RSE Capital Partners                      Co      Co      Saban Community Clinic                      CIM Group      Japanese American      Seazen AHC 1375LLC                      Cityview LLC      Cultural and      Senior Housing Partners                      Community Corporation      Community Center      Shafrom &amp; Kramer LLP                      of Santa Monica      Jewish Federation of      Shamina Investments                      Comstock Homes      Greater LA      Sklar-Kirsh                      Crescent Capital      JMS Design      Smart Asset                      Partners      Johar Properties LLC      Management                      Crescent Capital      Kanani, Fareed      SPI Holdings LLC                      Partners LLC      Klinedinst PC      Steelwave LLC                      Daylight Community      Kompany, LLC      The Souferian Group                      Development      KSLB Holding LLC      Timberlane Partners                      Decro Corporation      LA Jewish Home      Tishman Speyer                      Domus Development      Linc Housing Corp      Tom Safran &amp;                      LLC      Mark Juncosa      Associates                      EAH Housing      Maxxam LLC      Tova Capital                      EBEAG Properties LLC      McCormack Baron      Unilev Corporation                      EIP001 Hope LLC      Salazar Development      Urth Café                      El Rio Community      McKidd Family Trust      Vidiots Foundation                      School      Millennium Settlement      Viramontes, Enrique                      Elkwood      Consulting      Welbrook Senior Living                      Elsey Partners      Moss &amp; Company      West Hollywood                      Empire Property Group      National Community      Community Housing                      LLC      Renaissance      Wynkoop Properties LLC                      Englander Knabe &amp; Allan      Ness Holdings, Inc      Young S Kim                      Fader Enterprises                      Fifteen Group</p>

<b>TOP 10 HIGHEST PAID LOBBYING FIRMS</b>			
<i>Based on Client Payments Reported as Received In 2020 Q3 (cont'd)</i>			
<b>Rank and Payments</b>	<b>Firms and Clients</b>		
9. \$514,589	<b>Mayer Brown LLP</b> 1601 Venice, LP AG-SCH 8150 Sunset Boulevard Owner, L.P. Airbnb, Inc. AvalonBay Communities, Inc. Bird Rides, Inc. Community Builders Group, LLC Goldstein Planting Wagman, LLC		
	Harvard-Westlake School Jamison Properties, LP LIG – 900, 910 and 926 E. 4th St., 405- 411 S. Hewitt St., LLC Maxxam Enterprises MCAF Vine LLC Mitsui Fudosan America, Inc. Noel Chi, L.P. PHR LA Mart LLC	Rescore Hollywood LLC Rescore Koreatown, LLC Seward Partners LLC Sierra Canyon High School Foundation Standard-Southern Corporation Summit Media LLC Sun Hill Properties, Inc. The Laurence School The Post Group, Inc. Watt Investment Partners, LLC	
10. \$449,000	<b>M Strategic Communications</b> Airbnb Amazon Web Services Atlas / College Station CA Apartment Association CA Resources Corporation Californians For Energy Independence Cohen Goldsein Investment (CGI) Strategies Dart Container Corporation		
	EDF Renewable Energy First Solar, Inc Florida East Coast Industries Hntb Corporation Hudson Pacific Properties Jade Enterprises, LLC Juul Labs, Inc Lafc Sports, LLC Lincoln Property Company West LLC Los Angeles Dodgers	Pacific Maritime Association Plains Marketing, L.P. Rancho LPG Holdings LLC Relevant Group Sa Recycling LLC Tishman Speyer Vella Group Verizon Waymo Westfield Promenade	

## **E. Top 10 Highest Paying Clients**

In the third quarter of 2020, there were 2,066 registered clients of lobbying entities. Lobbying firms are required to disclose the payments they receive from each client and the City matters associated with those payments. The clients that lobbying firms reported as having paid the most for lobbying services in the third quarter are identified in the table that begins on the following page. Payments from clients with similar names and projects are aggregated.

Each of the top ten highest paying clients spent at least \$178,000 during the quarter. Combined, their payments totaled \$3,253,563 or 16.1 percent of the total \$20,204,398 reported payments from clients.

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported for 2020 Q3*

TOP 10 HIGHEST PAYING CLIENTS					
Based on Aggregate Client Payments Reported for 2020 Q3					
		Detail of Total Payments			
Client	Total Payments Reported	Lobbying Firm	Payment	City Matter	Agencies Lobbied
1. Champion Real Estate Company	\$601,445	DLA Piper LLP (US)	\$510,234	Yucca Argyle	City Attorney, City Council, Building and Safety, HCID, Neighborhood Councils, Planning
			\$54,143	1501 Sunset	City Attorney, Building and Safety, Planning
			\$37,068	General Real Estate	Building and Safety, LAFD, Planning
2. SOCAL San Pedro SPV1, LLC	\$461,656	Psomas	\$461,656	Ponte Vista: Entitlement Support for Final Map	Planning
3. Harridge Development Group, LLC	\$460,857	DLA Piper LLP (US)	\$327,387	San Feliciano	City Council, Building and Safety, Planning
			\$84,419	Ponte Vista	City Council, Planning
			\$26,841	General Real Estate	Building and Safety, Planning
			\$20,803	Koreatown	Building and Safety, HCID, Planning
		Psomas	\$1,407	Blake: Entitlement Support for Final Map	Planning
4. Hollywood International Regional Center	\$350,547	Sheppard, Mullin, Richter & Hampton LLP	\$203,865	Morrison Hotel/1220 S. Hope St., Los Angeles, CA/Mixed-use residential and hotel project located in downtown Los Angeles [ZA-2018-2293-MCUP-CUX-DD-SPR, ENV-2018-2294-EIR, VTT-82183]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT
			\$91,500	Thompson Hotel/1523-1541 N. Wilcox Ave./ Entitlement request for CUB and Zone Change [CPC-2020-537-ZC-CUB; ENV-2014-3707-MND-REC2]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT
			\$29,040	6421 W. Selma Avenue, [ZA-2015-2671-CUB]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT
			\$15,000	Luchini Project/Application for a new Conditional Use Permit for alcohol and zone variance for off-site parking to replace expiring entitlements/maintain existing restaurant use. [ZA-2019-1326-ZV-CUB]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT
			\$9,236	Tommie Hotel/Construction, use and maintenance of 8-story, approx. 95-ft tall, 79,621 sq. ft. mix-use bldg. consisting of 212 guest room hotel w/amenities, ground fl. and rooftop bars/lounges [CPC-2016-270-VZC-HD-CUB-SPR]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported for 2020 Q3 (cont'd)*

### Detail of Total Payments

Client	Total Payments Reported	Lobbying Firm	Payment	City Matter	Agencies Lobbied
Hollywood International Regional Center	(cont'd)	Sheppard, Mullin, Richter & Hampton LLP	\$1,906	Citizen News/1545 W. Wilcox, Hollywood, CA/ Conditional use permit for alcohol [ZA-2017-755-MCUP]	Mayor, City Council, Building and Safety, CLA, HCID, Planning, Engineering, Rec & Parks, LADOT
5. The Peebles Corporation	\$283,316	Sheppard, Mullin, Richter & Hampton LLP	\$283,316	Angels Landing/Redevelopment of Angels Landing in DTLA by applicant, Angels Landing Partners LLC	Mayor, City Council, Building and Safety, CAO, CLA, Planning
6. 1045 Olive, LLC	\$265,413	Holland & Knight	\$231,568	1045 Olive-[New Mixed-Use Residential Tower]	Mayor, City Attorney, City Council, Building and Safety, Planning, Engineering
		Irvine and Associates, Inc.	\$33,845	1045 Olive/Mixed use high rise development [VTT-74531, CPC-2017-3251-TDR-MCUP-SPR, ZA-2017-4845-ZAI]	No agencies lobbied.
7. 9712 Oak Pass Road	\$260,925	Sheppard, Mullin, Richter & Hampton LLP	\$234,770	The Retreat [Hotel and residential estates]	City Council, HCID, Planning
		Afriat Consulting Group Inc	\$26,155	Assist client with political and community outreach.	Mayor, City Council, Planning
8. Watermark Westwood Village LLC	\$198,465	DLA Piper LLP (US)	\$198,465	Westwood	City Attorney, City Council, Building and Safety, LAFD, HCID, Planning
9. MCAF Vine LLC	\$192,852	Mayer Brown LLP	\$192,852	1750 North Vine LLC; 1749 North Vine LLC; 1770 Ivar LLC; 1733 North Argyle LLC; 1720 North Vine LLC/Assist client with City entitlements	City Council, Building and Safety, Contract Administration, Engineering, Planning, Public Works Board, Sanitation, Street Lighting, Street Services
10. Automobile Club of Southern California	\$178,087	Sheppard, Mullin, Richter & Hampton LLP	\$174,375	AAA Parking Project Parking Garage [CPC-2019-6289-GPA-ZC-HDC]	City Council, Planning
		Gathers Strategies, Inc.	\$3,712	General plan amendment to change land use designation from low medium residential to community commercial	City Council

## F. Fundraising

Lobbying entities are required to disclose the fundraising they engage in on behalf of the City's elected officials, candidates, and committees. Of the 765 third-quarter lobbying entities, 20 (2.6 percent) reported fundraising activity totaling \$101,800.

A breakdown of the third-quarter fundraising activity, as reported by 11 lobbying firms and nine lobbyists, is provided in the table that follows. Entities that reported identical amounts for the same candidate or officeholder may have served as co-hosts for the same fundraising event.

FUNDRAISING 2020 Q3				
Rank & Total Raised	Name of Lobbying Entity	Type of Entity	Recipients	Amount
1. \$17,050	Kindel Gagan	Firm	Joe Buscaino for City Council, 2011, Officeholder	\$8,800
			Mark Ridley-Thomas for City Council 2020-General	\$8,250
2. \$11,200	Veronica Perez & Associates	Firm	Joe Buscaino for City Council, 2011, Officeholder	\$8,800
			Councilmember Curren Price Officeholder Account	\$1,600
			Mark Ridley-Thomas for City Council 2020-General	\$800
3. \$9,200	Jessica Lali	Lobbyist	Mark Ridley-Thomas for City Council 2020-General	\$9,200
4. \$9,200	Marie Rumsey	Lobbyist	Mark Ridley-Thomas for City Council 2020-General	\$9,200
5. \$8,850	Gathers Strategies	Firm*	David Ryu for City Council 2020-General	\$5,500
			Mark Ridley-Thomas for City Council 2020-General	\$3,350
6. \$8,800	Courtney Chesla Torres	Firm*	Joe Buscaino for City Council, 2011, Officeholder	\$8,800
7. \$7,100	Englander Knabe and Allen	Firm	Councilmember Curren Price Officeholder Account	\$4,200
			Mark Ridley-Thomas for City Council 2020	\$2,900
8. \$5,900	The McOsker Group	Firm	Mark Ridley-Thomas for City Council 2020	\$5,900
9. \$5,300	Afriat Consulting Group Inc	Firm	Mark Ridley-Thomas for City Council 2020-General	\$4,000
			David Ryu for City Council 2020-General	\$1,300
10. \$4,500	Jeffrey S. McConnell	Lobbyist	Mark Ridley-Thomas for City Council 2020	\$2,400
			Councilmember Curren Price Officeholder Account	\$2,100
11. \$3,200	Edward Sanders	Firm*	Mark Ridley-Thomas for City Council 2020	\$3,200
12. \$3,200	Ronald Stone	Lobbyist	Joe Buscaino for City Council, 2011, Officeholder	\$1,600
			Mark Ridley-Thomas for City Council 2020-General	\$1,600
13. \$2,400	James Santa Maria	Lobbyist	Mark Ridley-Thomas for City Council 2020-General	\$2,400
14. \$2,400	The Santa Maria Group	Firm	Mark Ridley-Thomas for City Council 2020-General	\$2,400
15. \$1,300	Marcus A. Allen	Lobbyist	Councilmember Curren Price Officeholder Account	\$1,300
16. \$800	Eric W. Rose	Lobbyist	Councilmember Curren Price Officeholder Account	\$800
17. \$500	Kellie Hawkins	Lobbyist	Mark Ridley-Thomas for City Council 2020	\$500
18. \$500	TChoi and Associates	Firm*	Mark Ridley-Thomas for City Council 2020	\$500
19. \$200	Brenner Consulting Group, Inc.	Firm	Wesson for Supervisor 2020	\$200
20. \$200	Stacey Brenner	Lobbyist	Wesson for Supervisor 2020	\$200

\*Sole proprietor

## G. Contributions

Lobbying entities must report on a quarterly basis, contributions to City officeholders, candidates, and the committees they control when the lobbying entities make, deliver, or act as intermediaries for the contributions.

A lobbying entity delivers a contribution for another person when the lobbying entity causes the contribution to be mailed or physically conveyed to the recipient. A lobbying entity is an intermediary for a contribution when the lobbying entity makes the contribution, itself, on behalf of another party who then reimburses the lobbying entity. The identity of a person for whom a lobbying entity acts as an intermediary must be disclosed.

Certain contributions are prohibited. Lobbyists and lobbying firms may not make contributions to elected City officials, City candidates, or their City-controlled committees if they are required to be registered to lobby the City office the official or candidate holds or seeks. This ban does not extend to lobbyist employers.

In the third quarter, two lobbyist employers and two sole proprietor lobbying firms reported making \$3,250 in contributions to the committees of two City officeholders and one City candidate.

MADE CONTRIBUTIONS 2020 Q2				
Rank & Total Made	Name of Lobbying Entity	Type of Entity	Recipients	
1. \$1,500	Apartment Association of Greater L.A	Employer	Wesson for Supervisor 2020	\$1,500
2. \$800	Edward Sanders	Firm*	Mark Ridley-Thomas for City Council 2020-General	\$800
3. \$800	Labor Local 300	Employer	David Ryu for City Council 2020-General	\$800
4. \$150	Praxis Development Group	Firm*	Wesson for Supervisor 2020	\$150

\*Sole proprietor

Also during the reporting period, five lobbyists, four lobbying firms, and one lobbyist employer reported delivering \$40,500 in contributions to the committees of seven City officeholders and three City Council candidates. More detail is provided in the table on the next page.

DELIVERED CONTRIBUTIONS 2020 Q3				
Rank & Total Delivered	Name of Lobbying Entity	Type of Entity	Recipients	
1. \$23,450	Kindel Gagan	Firm	Mark Ridley-Thomas for City Council 2020-General	\$6,650
			David Ryu for City Council 2020-General	\$4,000
			Joe Buscaino for City Council, 2011, Officeholder	\$4,000
			Councilmember Curren Price Officeholder Account	\$3,200
			John Lee for City Council 2020 Officeholder Account	\$3,200
			Councilmember Monica Rodriguez 2017 - Officeholder Account	\$800
			Jeff Ebenstein for City Council 2022	\$800
			Nury Martinez for City Council 2013 Officeholder Account	\$800
2. \$4,500	Afriat Consulting Group Inc	Firm	Mark Ridley-Thomas for City Council 2020-General	\$3,200
			David Ryu for City Council 2020-General	\$1,300
3. \$3,700	Englander Knabe and Allen	Firm	Councilmember Curren Price Officeholder Account	\$3,200
			Mark Ridley-Thomas for City Council 2020	\$500
4. \$2,800	Central City Association of Los Angeles	Employer	Wesson for Supervisor 2020	\$1,200
			Councilmember Curren Price Officeholder Account	\$800
			Joe Buscaino for City Council, 2011, Officeholder	\$800
5. \$1,600	Arnie Berghoff & Associates	Firm	Councilmember Curren Price Officeholder Account	\$1,600
6. \$1,600	Jeffrey S. McConnell	Lobbyist	Councilmember Curren Price Officeholder Account	\$1,600
7. \$800	Marcus A. Allen	Lobbyist	Councilmember Curren Price Officeholder Account	\$800
8. \$800	Beverly Kenworthy	Lobbyist	Grace Yoo for City Council 2020-General	\$800
9. \$800	Eric W. Rose	Lobbyist	Councilmember Curren Price Officeholder Account	\$500
10. \$500	Kellie Hawkins	Lobbyist	Mark Ridley-Thomas for City Council 2020	\$500

## H. Activity Expenses

Lobbying entities are required to report the payments they make to benefit City officials and their immediate family members. LAMC §§ 48.08(B)(4)–(5), 48.08(C)(5)–(6), 48.08(D)(7)–(8). Activity expenses include gifts and must be itemized if they are valued at \$25 or more. *Id.*; LAMC § 48.02.

Just as lobbyists and lobbying firms cannot make certain campaign contributions, they also cannot make gifts to City officials. Gifts from lobbyist employers are not prohibited, but they may not exceed \$100 per City official per year. As noted in the following table, lobbyist employer USC reported itemized activity expenses totaling \$78,033 in the third quarter of 2020.

ACTIVITY EXPENSES 2020 Q3					
Total	Lobbying Entity	Type of Entity	Recipient	Description	Value
\$78,033	University of Southern California	Employer	Teresa Villegas <i>Commissioner</i> Board of Public Works	Salary paid to spouse	\$49,395
			Alarcon, Patricia <i>Commissioner</i> El Pueblo de Los Angeles Historic Monument	Salary paid to City official	\$15,979
			Hawthorne, Christopher <i>Chief Design Officer</i> Office of the Mayor	Salary paid to City official	\$12,659

## I. Major Filers

A major filer is a person who makes or incurs expenses totaling \$5,000 or more in a calendar quarter to influence one or more City matters but does not directly communicate with a City decision maker. Lobbyists, lobbying firms, and lobbyist employers are not major filers, and the payments and expenses they report do not count toward the threshold. However, a lobbying client can qualify as a major filer. LAMC § 48.02.

For the third quarter of 2020, no major filer activity was reported.

## J. Public Access

This and other quarterly summaries are available on the Ethics Commission's web site. Detailed information about lobbying entities and their clients is also available. Registration statements and quarterly reports may be viewed online, and specific information may be searched through the Public Data Portal.