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## ***Item 9*** **Information**

### ***Quarterly and Annual Lobbying Summary***

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**Executive Summary:** This item presents a summary of activities reported to the Ethics Commission by lobbying entities for 2021 and the fourth quarter of 2021.

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

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## ***Lobbying Summary: 4th Quarter 2021 and Annual Overview***

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### **A. Introduction**

The Municipal Lobbying Ordinance (MLO) regulates persons who receive compensation to lobby City agencies. Los Angeles Municipal Code (LAMC) §§ 48.01, *et seq.* When lobbyists, lobbying firms, and lobbyist employers meet certain qualification thresholds, they are required to register with the Ethics Commission and file quarterly disclosure reports about their activities. This item summarizes information disclosed for the fourth quarter of 2021 and provides an overview of all quarterly reports submitted in 2021.

Registration statements and quarterly reports for lobbying entities can be found on the Public Data Portal at [ethics.lacity.org/data/lobbying/registrations](https://ethics.lacity.org/data/lobbying/registrations). The Lobbying Dashboard also provides an interactive historical summary of lobbying data and is available at [ethics.lacity.org/lobbying/lobbying-dashboard](https://ethics.lacity.org/lobbying/lobbying-dashboard).

### **B. 4th Quarter Lobbying Entities**

The lobbying entities in the table below were required to file disclosure reports for the fourth quarter of 2021 by January 31, 2022. Of all 770 required disclosure reports, 96 percent were filed on time. Late fees totaling \$4,000 were assessed for reports filed after the deadline.

	Lobbyists	Clients	Lobbying Firms	Lobbyist Employers
2021-Q4 Total	567	2,198	109	94

### **C. Highest Paid Lobbying Firms**

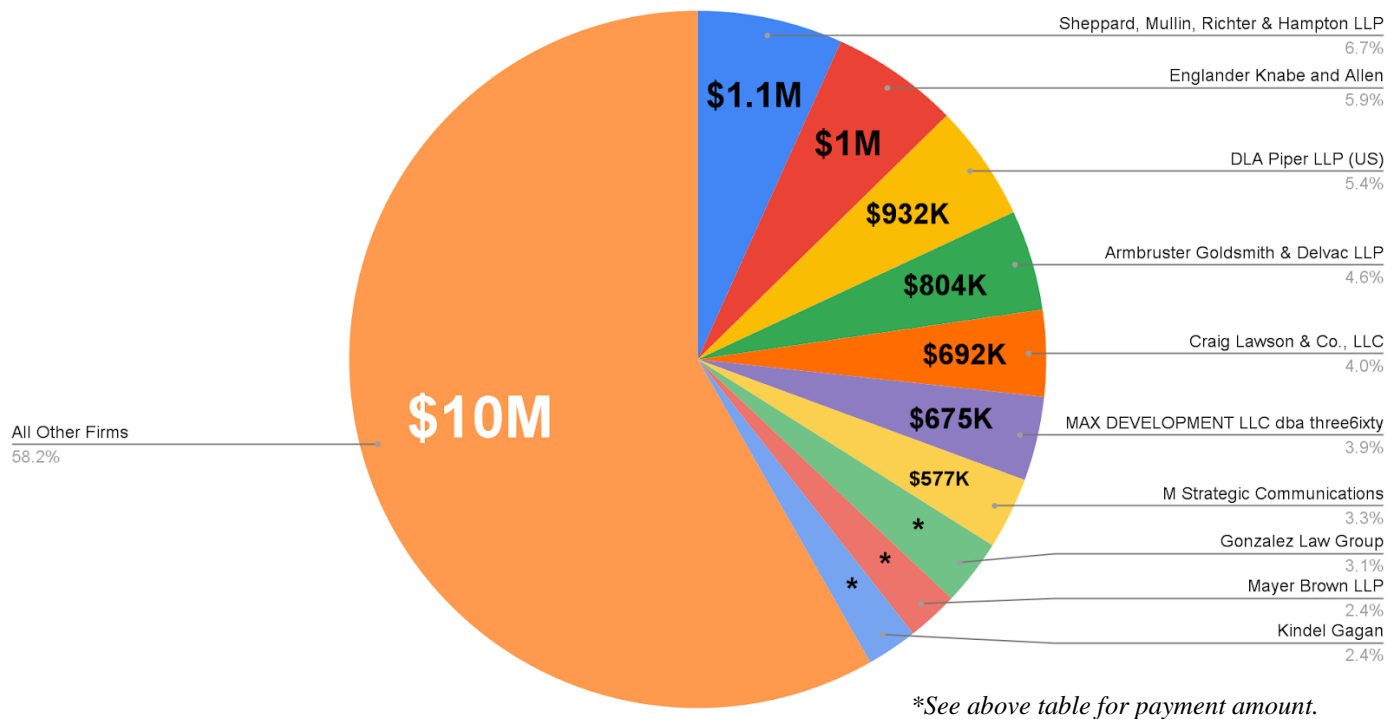
#### **1. 4th Quarter 2021**

Lobbying firms reported receiving a combined total of \$17,300,857 in payments from clients during the fourth quarter of 2021. The table and pie chart on the next page identify the ten lobbying firms that reported the highest total payments from clients and their relative share of all reported payments.

Together, the top ten highest paid firms reported receiving a total of \$7,223,922, which represents 42 percent of all reported payments from clients. For comparison, the table also indicates the payments received by these same top ten lobbying firms in the third quarter of 2021 and the fourth quarter of 2020. More details regarding the ten highest paid lobbying firms are provided in Attachment A.

Highest Paid Lobbying Firms				
Rank	Lobbying Firm	2021-Q4 Payments	2021-Q3 Payments (& Rank)	2020-Q4 Payments (& Rank)
1	Sheppard, Mullin, Richter & Hampton LLP	\$1,166,932	\$2,055,534 (1)	\$1,070,212 (4)
2	Englander Knabe and Allen	\$1,025,878	\$1,029,658 (3)	\$1,163,493 (2)
3	DLA Piper LLP (US)	\$932,333	\$1,424,624 (2)	\$1,564,930 (1)
4	Armbruster Goldsmith & Delvac LLP	\$804,346	\$827,458 (4)	\$1,153,555 (3)
5	Craig Lawson & Co., LLC	\$692,696	\$768,068 (5)	\$698,873 (6)
6	MAX DEVELOPMENT LLC dba three6ixty	\$675,316	\$643,074 (6)	\$614,941 (7)
7	M Strategic Communications	\$577,000	\$528,500 (8)	\$401,500 (11)
8	Gonzalez Law Group	\$530,845	\$290,336 (17)	\$153,846 (34)
9	Mayer Brown LLP	\$410,727	\$446,241 (10)	\$793,566 (5)
10	Kindel Gagan	\$407,849	\$588,415 (7)	\$332,515 (15)
<b>Total Top 10 Firms</b>		<b>\$7,223,922</b>	<b>\$8,772,639</b>	<b>\$8,545,464</b>
<b>Total Other Firms</b>		<b>\$10,076,935</b>	<b>\$10,004,466</b>	<b>\$9,806,270</b>
<b>Total All Firms</b>		<b>\$17,300,857</b>	<b>\$18,777,105</b>	<b>\$18,351,734</b>

#### Q4-2021 Overview: Payments to Lobbying Firms

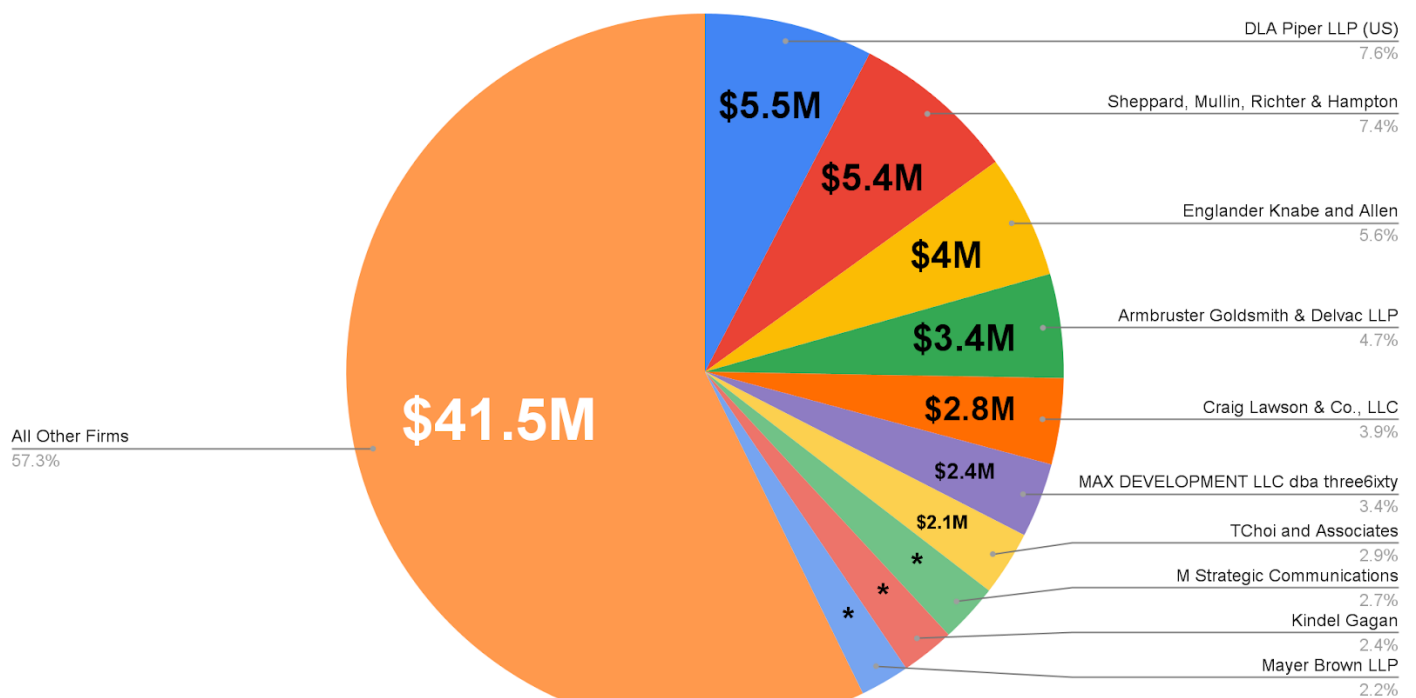


## 2. Annual Overview

The following table and pie chart identify the ten highest paid lobbying firms for the entire year of 2021. For comparison, the table also identifies payments reported for 2020.

Highest Paid Lobbying Firms 2021 v. 2020			
Rank	Lobbying Firm	2021 Payments	2020 Payments (& Rank)
1	DLA Piper LLP (US)	\$5,509,135	\$7,228,992 (1)
2	Sheppard, Mullin, Richter & Hampton LLP	\$5,403,776	\$5,331,223 (2)
3	Englander Knabe and Allen	\$4,035,900	\$4,422,292 (3)
4	Armbruster Goldsmith & Delvac LLP	\$3,406,662	\$3,729,418 (4)
5	Craig Lawson & Co., LLC	\$2,822,763	\$3,139,183 (5)
6	MAX DEVELOPMENT LLC dba three6ixty	\$2,443,528	\$2,241,256 (7)
7	TChoi and Associates	\$2,121,003	\$1,432,988 (14)
8	M Strategic Communications	\$1,932,000	\$1,933,666 (10)
9	Kindel Gagan	\$1,744,296	\$1,625,201 (12)
10	Mayer Brown LLP	\$1,613,312	\$2,026,782 (9)
<b>Total Top 10 Firms</b>		<b>\$31,032,375</b>	<b>\$34,528,826</b>
<i>Total Other Firms</i>		<i>\$41,566,213</i>	<i>\$41,472,223</i>
<b>Total All Firms</b>		<b>\$72,598,588</b>	<b>\$76,001,049</b>

**2021 Overview: Payments to Lobbying Firms**



\*See above table for payment amount.

## D. Highest Paying Clients

### 1. 4th Quarter 2021

In the fourth quarter of 2021, there were 2,198 registered lobbying clients. Lobbying firms are required to disclose the payments they receive from each client. The following table indicates the ten lobbying clients that made the highest payments to lobbying firms in the fourth quarter of 2021.

Combined, the payments made by the ten highest paying clients totaled \$2,123,328, or approximately 12 percent of the total \$17,300,857 payments reported by lobbying firms. For comparison, the table also indicates the payments made by these top ten clients in the third quarter of 2021 and the fourth quarter of 2020. Clients that were not among the top ten clients for the relevant reporting period have a rank indicated as “n/a”. More details regarding the ten highest paying clients are provided in Attachment B.

Highest Paying Clients				
Rank	Client	2021-Q4 Payments	2021-Q3 Payments (& Rank)	2020-Q4 Payments (& Rank)
1	Angels Landing Partners, LLC (formerly The Peebles Corporation)	\$279,754	\$311,083 (4)	\$233,895 (7)
2	CIM Group	\$272,674	\$145,497 (n/a)	\$41,293 (n/a)
3	Outfront Decaux Street Furniture LLC	\$233,598	\$35,000 (n/a)	\$32,500 (n/a)
4	Holland Partner Group	\$215,964	\$125,692 (n/a)	\$353,249 (2)
5	Englander Knabe and Allen*	\$211,202	\$377,344 (2)	\$273,490 (4)
6	Harridge Development Group LLC	\$210,730	\$285,895 (5)	\$269,393 (5)
7	Hollywood International Regional Center	\$204,668	\$97,564 (n/a)	\$4,706 (n/a)
8	Berggruen Institute	\$167,625	\$59,749 (n/a)	\$33,960 (n/a)
9	Champion Real Estate Company	\$163,975	\$359,052 (3)	\$377,195 (1)
10	National Real Estate Development LLC	\$163,138	\$30,089 (n/a)	\$67,706 (n/a)
<b>Total Top 10 Clients</b>		<b>\$2,123,328</b>	<b>\$2,969,991</b>	<b>\$2,670,610</b>
<b>Total Other Clients</b>		<b>\$15,177,629</b>	<b>\$15,807,114</b>	<b>\$15,681,124</b>
<b>Total All Clients</b>		<b>\$17,300,857</b>	<b>\$18,777,105</b>	<b>\$18,351,734</b>

\* This client made payments to lobbying firms on behalf of other clients, and those payments were aggregated to calculate the payment amounts.

### 2. Annual Overview

The table at the top of the next page identifies the ten clients who paid the most for lobbying services over the course of 2021. For comparison, the table also identifies client payments reported for 2020; clients that were not among the top ten in 2020 have a rank indicated as “n/a”.

Highest Paying Clients 2021 v. 2020			
Rank	Client	2021 Payments	2020 Payments (& Rank)
1	Englander Knabe and Allen*	\$1,269,118	\$1,077,238 (3)
2	Champion Real Estate Company	\$1,147,520	\$1,508,955 (1)
3	Harridge Development Group LLC	\$978,570	\$1,245,503 (2)
4	CHICK-FIL-A	\$919,186	\$484,119 (n/a)
5	Angels Landing Partners, LLC (formerly The Peebles Corporation)	\$876,841	\$517,211 (n/a)
6	SOCAL San Pedro SPV1 LLC	\$787,148	\$635,014 (n/a)
7	9712 Oak Pass Road LLC	\$775,772	\$675,736 (10)
8	Holland Partner Group	\$707,458	\$892,554 (4)
9	Atlas Capital Group LLC	\$630,454	\$558,995 (n/a)
10	CIM Group	\$628,729	\$219,896 (n/a)
<b>Total Top 10 Firms</b>		<b>\$8,720,796</b>	<b>\$9,051,118</b>
<b>Total Other Firms</b>		<b>\$63,877,792</b>	<b>\$66,949,931</b>
<b>Total All Firms</b>		<b>\$72,598,588</b>	<b>\$76,001,049</b>

\* This client made payments to lobbying firms on behalf of other clients, and those payments were aggregated to calculate the payment amounts.

## E. Fundraising and Contributions

### 1. 4th Quarter 2021 Fundraising

Lobbying entities reported fundraising activity for City officeholders and candidates totaling \$384,151 in the fourth quarter of 2021. Fundraising includes activities such as soliciting a contribution and hosting a fundraising event. Reported fundraising activity is highlighted in the next table. When identical amounts are reported by different entities for the same candidate or officeholder, the entities may have served as co-hosts for the same fundraising event or the fundraising may have been reported by both a lobbyist and that lobbyist's firm or employer.

FUNDRAISING 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
1. \$284,438	Jessica Lall, Central City Association of Los Angeles	Lobbyist	Jessica Lall for Mayor 2022	\$284,438
2. \$15,264	Leon & Walsh Public Affairs	Firm	Kevin James for City Attorney 2022	\$9,000
			Tim McOsker for City Council 2022	\$4,664
			Curren Price, Jr. for City Council 2022	\$1,600

FUNDRAISING 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
3. \$12,550	Englander Knabe and Allen	Firm	Karen Bass for Mayor 2022	\$4,750
			Councilmember O'Farrell Officeholder Account 2013	\$3,200
			Kevin de Leon for Mayor 2022	\$2,500
			Cedillo for City Council 2022	\$800
			Nury Martinez for City Council 2013 Officeholder Account	\$800
			Marina Torres for LA City Attorney 2022	\$500
4. \$8,000	GSD22 Partners Corp	Firm	Cedillo for City Council 2022	\$8,000
5. \$7,200	The Santa Maria Group	Firm	Monica Rodriguez for City Council 2022	\$7,200
6. \$6,085	Veronica Perez & Associates	Firm	Kevin James for City Attorney 2022	\$5,035
			Mitch O'Farrell for City Council 2022	\$1,050
7. \$6,050	Kellie Hawkins, Englander Knabe and Allen	Lobbyist	Karen Bass for Mayor 2022	\$4,750
			Cedillo for City Council 2022	\$800
			Marina Torres for LA City Attorney 2022	\$500
8. \$4,864	Afriat Consulting Group Inc	Firm	Tim McOske for City Council 2022	\$1,600
			Kevin de Leon for Mayor 2022	\$1,500
			Cedillo for City Council 2022	\$1,300
			Mike Feuer for Mayor 2022	\$250
			Paul Koretz for Controller	\$214
9. \$4,500	Sunkin Group, LLC	Firm	Paul Koretz for Controller 2022	\$4,500
10. \$4,000	Robert Urteaga, The Santa Maria Group	Lobbyist	Monica Rodriguez for City Council 2022	\$4,000
11. \$3,900	Jeffrey McConnell, Englander Knabe and Allen	Lobbyist	Councilmember O'Farrell Officeholder Account 2013	\$1,600
			Kevin de Leon for Mayor 2022	\$1,500
			Nury Martinez for City Council 2013 Officeholder Account	\$800
12. \$3,200	James Santa Maria, The Santa Maria Group	Lobbyist	Monica Rodriguez for City Council 2022	\$3,200
13. \$2,650	Brenner Consulting Group, Inc.	Firm	Monica Rodriguez for City Council 2022	\$2,650
14. \$2,650	Stacey Brenner, Brenner Consulting Group, Inc.	Lobbyist	Monica Rodriguez for City Council 2022	\$2,650
15. \$2,500	David Herbst, Vectis Strategies, LLC	Lobbyist	Tim McOske for City Council 2022	\$1,000
			Curren Price, Jr. for City Council 2022	\$500
			Mitch O'Farrell for City Council 2022	\$500
			Reid Lidow for Los Angeles Controller 2022	\$500
16. \$2,300	Strategies 360	Firm	Jessica Lall for Mayor 2022	\$2,300
17. \$2,300	TChoi and Associates	Firm*	Kevin de Leon for Mayor 2022	\$1,500
			Jessica Lall for Mayor 2022	\$800

FUNDRAISING 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
18. \$2,300	Gina Gribow, Strategies 360	Lobbyist	Jessica Lall for Mayor 2022	\$2,300
19. \$2,000	Ira Handelman, Handelman Consulting Inc	Lobbyist	Karen Bass for Mayor 2022	\$2,000
20. \$1,800	Marcus Allen, Englander Knabe and Allen	Lobbyist	Kevin de Leon for Mayor 2022	\$1,000
			Councilmember O'Farrell Officeholder Account 2013	\$800
21. \$1,750	Urbanism Advisors	Firm*	Kevin de Leon for Mayor 2022	\$1,750
22. \$1,500	Edward Sanders	Firm*	Karen Bass for Mayor 2022	\$1,500
23. \$1,050	Ronald Stone, Strategic Government Affairs	Lobbyist	Mitch O'Farrell for City Council 2022	\$800
			Monica Rodriguez for City Council 2022	\$250
24. \$800	Eric Rose, Englander Knabe and Allen	Lobbyist	Councilmember O'Farrell Officeholder Account 2013	\$800
25. \$500	Gathers Strategies, Inc.	Firm*	Curren Price, Jr. for City Council 2022	\$500

\*Sole Proprietor

## 2. 4th Quarter 2021 Contributions

Lobbying entities must also disclose when they make, deliver, or act as an intermediary for a contribution to a City officeholder or candidate. Lobbying entities reported making a total of \$11,000 in contributions in the fourth quarter of 2021, as outlined in the following table. Negative amounts may indicate contributions that were returned by the candidate or committee.

MADE CONTRIBUTIONS 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
1. \$5,500	UNITE HERE Local 11	Employer	Paul Koretz for Controller 2022	\$1,500
			Bob Blumenfield for City Council 2022	\$800
			Curren Price, Jr. for City Council 2022	\$800
			Hugo Soto-Martinez for City Council 2022	\$800
			Monica Rodriguez for City Council 2022	\$800
			Tim McOsker for City Council 2022	\$800
2. \$2,500	Howard Sunkin, Sunkin Group LLC	Lobbyist	Mark Ridley-Thomas Legal Defense Fund	\$2,500
3. \$1,500	Apartment Association of Greater L.A.	Employer	Ron Galperin for Supervisor 2022	\$1,500
4. \$800	Laborers Local 300	Employer	Paul Koretz Officeholder	\$800



MADE CONTRIBUTIONS 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
5. \$700	Southwest Regional Council of Carpenters	Employer	Kevin James for City Attorney 2022	\$1,500
			Nithya Raman for City Council 2020 - Officeholder Account	(\$800)
6. \$0	Synergistic Solutions	Firm*	Karen Bass for Mayor 2022	\$1,500
			Karen Bass for Mayor 2022	(\$1,500)

\*Sole Proprietor

As detailed in the table below, lobbying entities also reported delivering to City officeholders and candidates \$43,100 in contributions from third parties during the fourth quarter of 2021. When identical amounts are reported by different entities for the same committee, the delivery may have been reported by both a lobbyist and that lobbyist's firm or employer.

DELIVERED CONTRIBUTIONS 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
1. \$14,950	Kindel Gagan	Firm	Bob Blumenfield for City Council 2022	\$2,400
			Monica Rodriguez for City Council 2022	\$2,400
			Cedillo for City Council 2022	\$1,600
			Councilmember O'Farrell Officeholder Account 2013	\$1,600
			Curren Price, Jr. for City Council 2022	\$1,600
			Tim McOsker for City Council 2022	\$1,600
			Paul Koretz for Controller 2022	\$1,350
			John Lee for City Council 2020 Officeholder Account	\$800
			Krekorian for City Council 2009 - Officeholder	\$800
			Nury Martinez for City Council 2013 Officeholder Account	\$800
2. \$8,500	Englander Knabe and Allen	Firm	Councilmember O'Farrell Officeholder Account 2013	\$3,200
			Kevin de Leon for Mayor 2022	\$2,500
			Karen Bass for Mayor 2022	\$1,500
			Cedillo for City Council 2022	\$800
			Marina Torres for LA City Attorney 2022	\$500
3. \$3,200	Airbnb, Inc.	Employer	Councilmember Curren Price Officeholder Account	\$800
			Councilmember O'Farrell Officeholder Account 2013	\$800
			John Lee for City Council 2020 Officeholder Account	\$800
			Tim McOsker for City Council 2022	\$800
4. \$3,100	Jeffrey McConnell, Englander Knabe and Allen	Lobbyist	Councilmember O'Farrell Officeholder Account 2013	\$1,600
			Kevin de Leon for Mayor 2022	\$1,500

DELIVERED CONTRIBUTIONS 2021-Q4				
Total	Name	Type of Entity	Recipient	Amount
5. \$3,000	Central City Association of Los Angeles	Employer	Jessica Lall for Mayor 2022	\$1,500
			Karen Bass for Mayor 2022	\$1,500
6. \$2,800	Kellie Hawkins, Englander Knabe and Allen	Lobbyist	Karen Bass for Mayor 2022	\$1,500
			Cedillo for City Council 2022	\$800
7. \$2,300	TChoi and Associates	Firm*	Kevin de Leon for Mayor 2022	\$1,500
			Jessica Lall for Mayor 2022	\$800
8. \$1,850	Afriat Consulting Group Inc	Firm	Cedillo for City Council 2022	\$800
			Tim McOsker for City Council 2022	\$800
			Mike Feuer for Mayor 2022	\$250
9. \$1,800	Marcus Allen, Englander Knabe and Allen	Lobbyist	Kevin de Leon for Mayor 2022	\$1,000
			Councilmember O'Farrell Officeholder Account 2013	\$800
10. \$800	Arnie Berghoff & Associates	Firm	Councilmember Monica Rodriguez 2017 - Officeholder Account	\$800
11. \$800	Eric Rose, Englander Knabe and Allen	Lobbyist	Councilmember O'Farrell Officeholder Account 2013	\$800

\*Sole Proprietor

### 3. Annual Overview

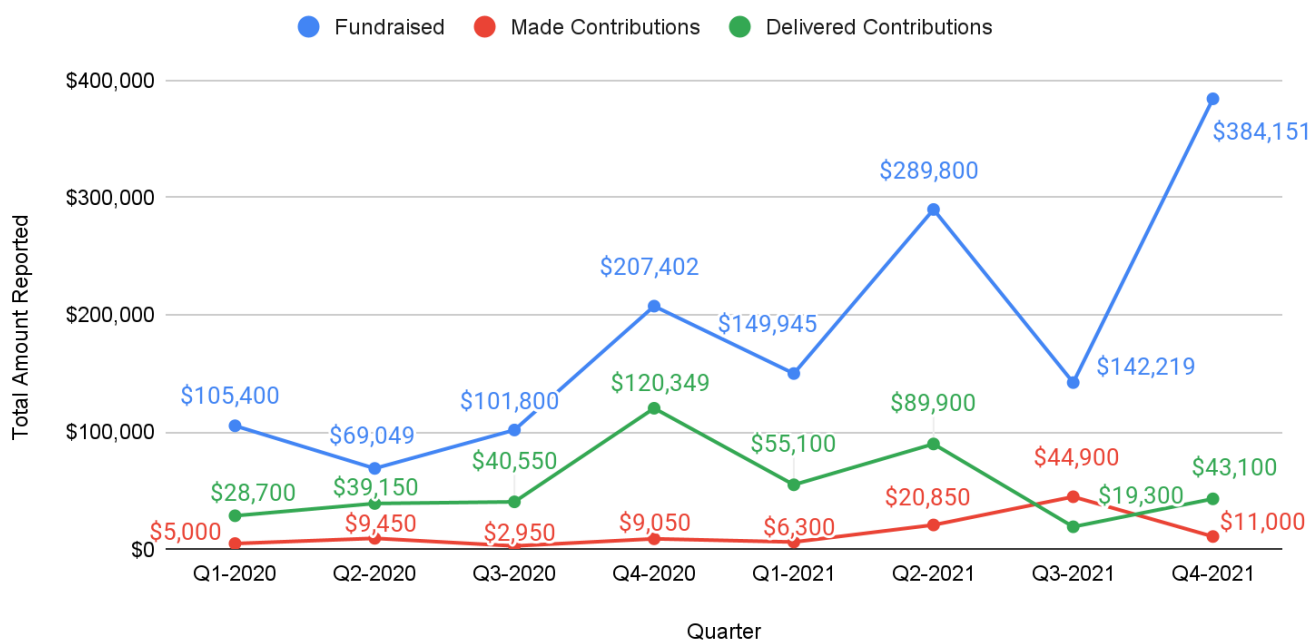
Over the course of 2021, lobbying entities reported a total of \$966,115 in fundraising activity and \$290,450 in contributions made or delivered. The following table identifies both the top ten fundraisers and top ten contributors of 2021.

2021 TOP TEN FUNDRAISERS AND CONTRIBUTORS					
Fundraisers			Contributors (Made/Delivered)		
Rank	Name	2021 Total	Rank	Name	2021 Total
1	Jessica Lall, Central City Association of Los Angeles	\$407,707	1	Southwest Regional Council of Carpenters	\$56,700
2	Veronica Perez & Associates	\$94,060	2	Kindel Gagan	\$52,950
3	Englander Knabe and Allen	\$52,450	3	Englander Knabe and Allen	\$36,000
4	Kindel Gagan	\$43,575	4	Arnie Berghoff & Associates	\$33,850
5	Ronald Stone, Strategic Government Affairs	\$37,720	5	Jeffrey McConnell, Englander Knabe and Allen	\$14,100
6	Courtney Chesla Torres	\$36,700	6	Afriat Consulting Group Inc	\$12,600
7	Jeffrey McConnell, Englander Knabe and Allen	\$26,250	7	Laborers Local 300	\$11,900
8	David Herbst, Vectis Strategies, LLC	\$22,150	8	Eric Rose, Englander Knabe and Allen	\$10,600
9	The Santa Maria Group	\$21,600	9	Airbnb, Inc.	\$8,800
10	Afriat Consulting Group Inc	\$20,314	10	Marcus Allen, Englander Knabe and Allen	\$8,500

The graph on the next page provides a visual overview of fundraising and contribution activity over the last two years.

# Fundraised, Made Contributions, and Delivered Contributions

Q1-2020 to Q4-2021



## F. Other Expenditures

### 1. 4th Quarter 2021

Lobbying firms and lobbyist employers are required to report expenses that they would not have incurred but for their attempts to influence City matters. These expenditures may be related to community outreach efforts, advertising, consulting fees, and lobbying. They do not include payments made to lobbyists or non-lobbyist employees. These expenditures may include payments made to other lobbying firms, which may also be reported by those lobbying firms as payments from their clients.

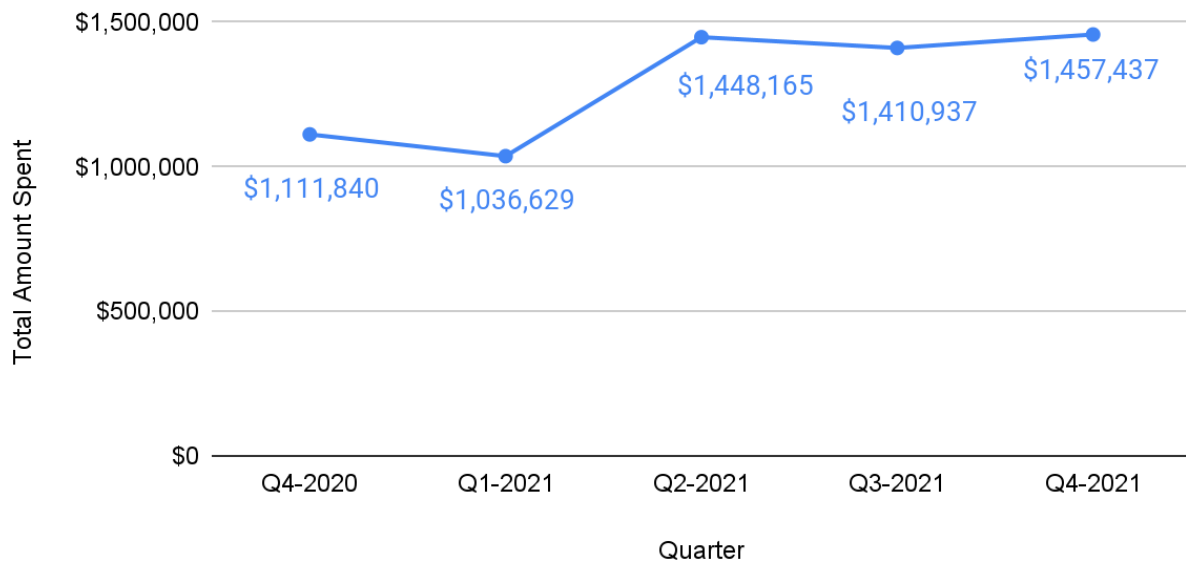
A total of \$1,457,437 in “other” expenditures was reported for the fourth quarter of 2021. Of these reported expenditures, 91 percent were itemized and 9 percent were not. These other expenditures reported in the fourth quarter of 2021 mark a 3-percent increase from last quarter.

### 2. Annual Overview

The graph at the top of the next page shows other expenditures reported over the last year.

## Other Expenditures (Quarter to Quarter)

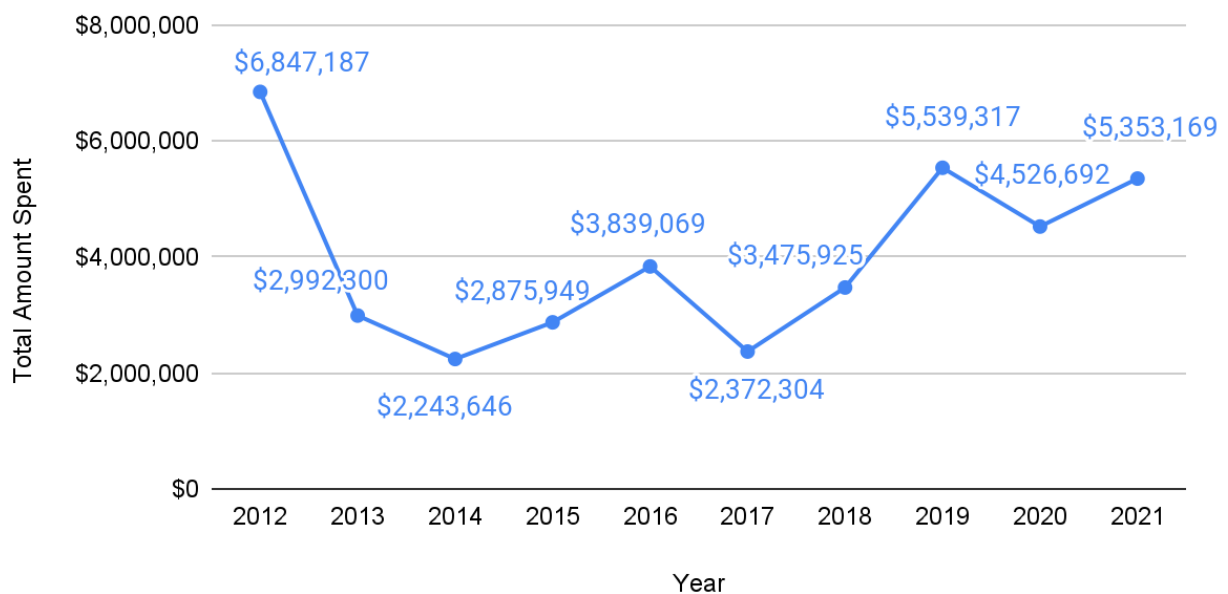
Q4-2020 to Q4-2021



The next graph shows other expenditures reported since 2012.

## Other Expenditures (Year to Year)

2012 to 2021



## G. Major Filers

### 1. 4th Quarter 2021

A major filer is an entity or individual who makes or incurs expenses totaling \$5,000 or more in a calendar quarter to influence one or more City matters but does not qualify as a lobbying entity. As detailed in the table below, three major filers reported spending a total of \$370,913 in the fourth quarter of 2021. This total indicates an increase of 213 percent over last quarter.

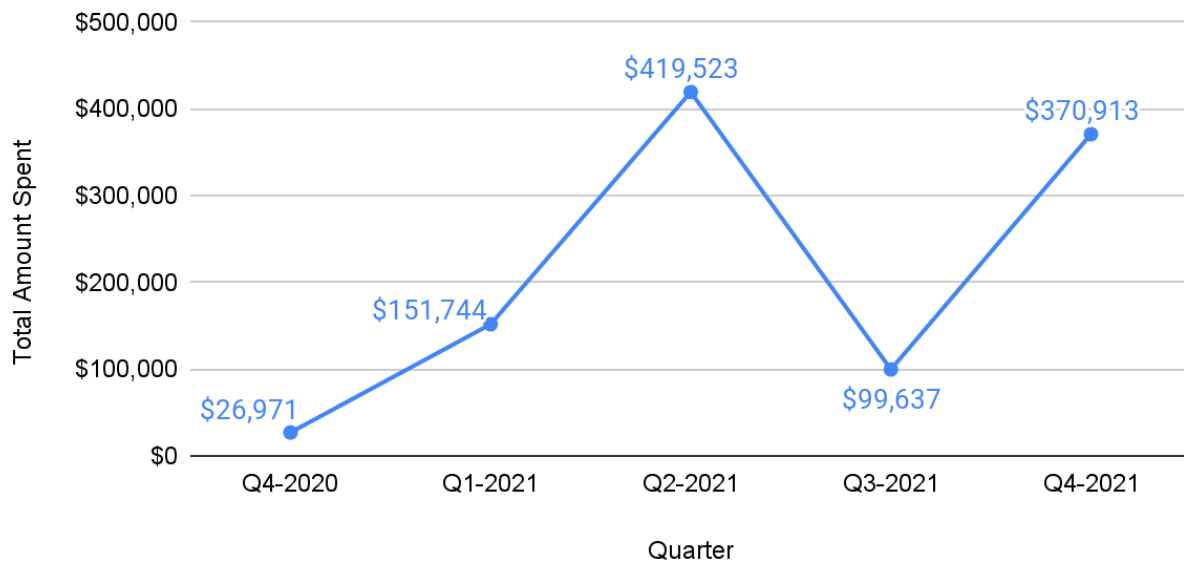
MAJOR FILER ACTIVITY 2021-Q4			
Total Spent	Major Filer	City Matter	Amount
1. \$306,238	Joe Buscaino for a Better LA State Ballot Measure Committee	Vote on putting homelessness measure on June 2022 ballot. (21-1300-S1)	\$306,238
2. \$52,000	Outfront Decaux Street Furniture, LLC	Sidewalk and Transit Amenities Program (STAP) (20-1536)	\$52,000
3. \$12,675	Ad Zero	Sign Ordinance Revisions (11-1705)	\$12,675

### 2. Annual Overview

The next two graphs show historical data on reported major filer activity. The graph below shows major filer spending over the last year. The graph on the next page shows major filer spending since 2012.

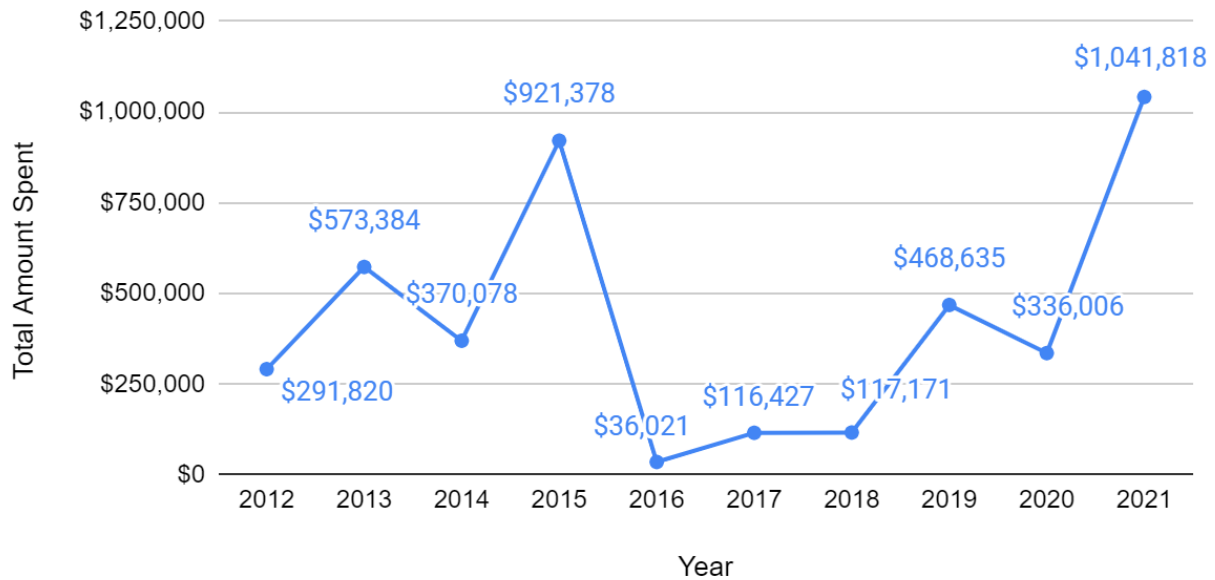
## Major Filer Spending (Quarter to Quarter)

Q4-2020 to Q4-2021



## Major Filer Spending (Year to Year)

2012 to 2021



### H. Looking Ahead

The deadline for filing quarterly reports regarding activity in the first quarter of 2022 is May 2, 2022. Registration statements and quarterly reports may be searched and viewed on the Public Data Portal at [ethics.lacity.org/data/lobbying/registrations](https://ethics.lacity.org/data/lobbying/registrations). Interactive historical data is available on the Lobbying Dashboard at [ethics.lacity.org/lobbying/lobbying-dashboard](https://ethics.lacity.org/lobbying/lobbying-dashboard).

#### *Attachments:*

- A Highest Paid Lobbying Firms (2021-Q4)*
- B Highest Paying Clients (2021-Q4)*

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
1. Sheppard, Mullin, Richter & Hampton LLP	\$1,166,932	1 and 8, Inc.	\$0	Helm's Deep Trust	\$0
		1600 Hudson, LLC	\$0	Holland Partner Group	\$137,497
		5B Enterprises	\$9,821	Hollywood Forever Cemetery	\$48,984
		6000 SV Holdings LLC	\$535	Hollywood International Regional Center	\$204,668
		606 N. Western LLC.	\$36,213	Hudson Pacific Properties, Inc.	\$0
		9712 Oak Pass Road LLC	\$0	Jonathan Rose Companies	\$23,072
		Angels Landing Partners, LLC (formerly Peebles Corporation, The)	\$178,088	Lightstone DTLA, LLC	\$0
		Automobile Club of Southern California	\$76,555	LLJ Adler Warner	\$0
		Azure Development, Inc.	\$0	MOB Hotels & Compagnie LLC	\$0
		Brookfield Properties Development LLC	\$66,477	Montgomery Clark Advisors	\$1,190
		Brookfield Properties Management (CA) Inc.	\$0	Our Lady of Mt. Lebanon	\$33,477
		Capital Hall Partners	\$8,249	Pluto Partners, LLC	\$0
		Continuum Partners	\$56,615	Primestor Development, Inc.	\$162,167
		Daylight Community Development	\$0	Sandstone Properties	\$335
		Elkwood LLC	\$4,642	TA Los Angeles 443 SSS LP	\$0
		Equitas Academy	\$0	The True Life Companies	\$33,933
		Girls Athletic Leadership School	\$0	Venus Over Manhattan	\$0
		Go For Broke National Education Center	\$7,723	Warner Center Gardens Limited	\$0
		Gopuff	\$76,691		
2. Englander Knabe and Allen	\$1,025,878	1100 Wilshire Commercial, LLC	\$0	Holistic Pain Relief	\$0
		1784 Capital Holdings, LLC	\$0	In-N-Out Burgers	\$0
		830 Fairfax Owner II, LLC	\$0	Independent Hospitality Coalition	\$0
		843 N. Spring Owner LLC	\$4,050	Katchko, Vitiello, Karikomi, PC on behalf of their client Circle of Hope	\$0
		Accela, Inc.	\$5,000	Katchko, Vitiello, Karikomi, PC on behalf of their client Southern California Collective	\$150

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
2. Englander Knabe and Allen (continued)	\$1,025,878	AECOM	\$5,000	Katchko, Vitiello, Karikomi, PC on behalf of their client Universal Collective	\$0
		Agile Modularity Inc.	\$0	KPMG LLP	\$17,325
		ALDI, Inc.	\$1,125	LA 11th Market, LLC	\$0
		American Wood Council	\$18,000	LA Blue	\$2,100
		Anthem, Inc.	\$14,400	La Terra Development LLC	\$138,669
		AT&T Enterprise Services (AT & T and its affiliates)	\$9,000	Laurence School	\$0
		Avaya, Inc.	\$6,750	Malibu Green	\$9,000
		BNSF Railway Company	\$12,000	Martin Outdoor of So. California, LLC	\$6,000
		Boingo Wireless, Inc.	\$18,000	McAfee Public Sector, LLC	\$0
		Bonzai Inc.	\$0	Metallic Blue LLC	\$0
		California Trucking Association	\$4,167	N N N Productions	\$200
		Calmet Corp.	\$15,000	Nike	\$45,500
		Canopy	\$0	Official Police Garage Assn of LA	\$37,500
		Coca Cola Bottling USA	\$7,500	Onni Contracting (CA) Inc.	\$15,000
		Columbia Care, LLC	\$7,025	Osrose Utilities Services, Inc.	\$8,000
		Conduent	\$10,000	Pottery Inc.	\$225
		CrowdStrike, Inc.	\$24,000	Puerto Rico Potential, LLC	\$16,738
		DC Collective	\$0	Road Soup of California	\$0
		Decro Corporation	\$1,250	Sakioka Farms	\$8,688
		Deloitte Consulting LLP	\$36,000	Saltchuk Resources, Inc.	\$25,000
		Delta 9 THC	\$0	SAP Public Services, Inc.	\$4,500
		Endera Corporation	\$51,725	Self-Storage Management Company	\$0
		Enenstein Pham & Glass, LLP	\$4,113	Silverstein Properties LLC	\$19,694
		Enterprise Rent-A-Car Company of Los Angeles	\$17,850	Skinny Labs Inc., dba Spin	\$22,000
		Fenix Marine Services	\$24,000	Splunk Inc.	\$14,000
		Final Bell Corp.	\$4,985	Sportsmen's Lodge Owner, LLC	\$115,550
		Fiserv Solutions, LLC	\$2,000	The Relief Collective	\$1,300
		Gemdale USA Corporation	\$22,660	Total Transportation Services, Inc. - TTSI	\$22,500
		Glenrose, Inc.	\$0	TRC Solutions, Inc.	\$0
		Gohar Afifi	\$5,025	True North Landing	\$50,000
		GSW Creative Corporation dba dosist	\$14,400	United Taxi	\$10,667



# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
2. Englander Knabe and Allen (continued)	\$1,025,878	Halo Collective Inc.	\$1,200	Universal Technical Institute, Inc.	\$15,000
		HDR Engineering, Inc.	\$21,000	URW Airports, LLC (f/k/a Westfield Airports, LLC)	\$15,000
		HealthRIGHT 360	\$1,500	Waste Management Inc.	\$14,350
		Hi Hi Heel Productions	\$0	Westfield Property Management, LLC	\$22,500
3. DLA Piper LLP (US)	\$932,333	6767 W Sunset Blvd LLC dba CMNTY Culture Campus	\$0	Ladder Capital Finance	\$0
		Altman Apartments LLC	\$0	Liner, Stuart	\$0
		Amplify Development Co.	\$3,749	Lowe Enterprises Real Estate Group, Inc.	\$0
		Atlas Capital Group, LLC	\$111,021	LSA Capital, Inc.	\$0
		BARDAS Investment Group	\$116,261	MR Real Estate, LLC	\$95,867
		Bastion Development Corporation	\$20,664	MREC HD Blake Street	\$0
		Behrstock Properties LP	\$1,719	O'Brien Machinery, Inc.	\$7,500
		Bonnis Properties Cal 701 LP	\$0	Platform Ventures	\$32,835
		California Landmark Group	\$0	RWBP Highland, LP	\$161
		Champion Real Estate Company	\$137,368	Skid Row Housing Trust	\$4,690
		CRE-HAR Crossroads SPV, LLC	\$59,851	StarPoint Properties	\$0
		Equity LifeStyle Properties	\$1,932	Statewide Acquisitions	\$2,093
		Estate Four	\$91,289	Summer Land Partners Group, Inc.	\$15,847
		Harridge Development Group, LLC	\$210,730	Taylor Morrison of California, LLC	\$11,950
		Joseph's Cafe	\$0	The Panorama Group, Inc.	\$6,808
		KB Home	\$0	Watermark Westwood Village LLC	\$0
4. Armbruster Goldsmith & Delvac LLP	\$804,346	2800 Casitas LLC	\$16,446	La Terra Development, LLC	\$0
		4508ethel, llc	\$12,332	Landmark Properties, Inc.	\$5,472
		5420 Sunset Venture, LLC	\$37,395	LANDRE, LLC	\$0
		6767 W Sunset Blvd LLC dba CMNTY Culture Campus	\$7,500	LeFrak	\$2,592
		6th & Alameda LLP	\$1,454	Leon Capital Group	\$1,756
		9500 Pico LLC	\$328	Lithia Real Estate	\$0

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
4. Armbruster Goldsmith & Delvac LLP (continued)	\$804,346	Abington Emerson	\$3,427	LP Venice Development LLC	\$0
		ABS Properties, Inc.	\$51,925	M&A Real Estate Partners LLC	\$1,020
		Academy of Motion Picture Arts & Sciences	\$24,522	Mapleton Investments	\$2,636
		AEG	\$11,568	Marlborough School	\$592
		Amidi Group	\$5,613	MCRT Investments LLC	\$692
		Amoroso Company	\$154	Mercy Housing	\$0
		Artisan Ventures	\$8,042	MGA North LLC	\$0
		Asset 1 Holdings, LLC	\$4,376	Midwood Investment & Development	\$22,428
		B&F Associates	\$19,987	Milken Community Schools	\$4,301
		Bel Air Country Club	\$0	MLM Group LLC	\$0
		Belmont Village Senior Living	\$23,549	Next Century Associates, LLC	\$19,047
		BI Opportunity Zone Fund I, LLC	\$2,720	Oakmont Capital	\$0
		Black Equities	\$358	ONNI Group Contracting (California) Inc.	\$38,808
		blvd hospitality	\$0	P&L Figueroa Investors, LLC	\$0
		Bolour	\$10,968	Palisades Capital Partners	\$20,318
		Brentwood School	\$4,597	PSS West L.A., LLC	\$17,015
		Brookfield Properties Development LLC	\$9,148	RAR2-Villa Marina Center CA, LLC	\$31,109
		BWC/St. Andrews LP	\$8,236	Rose Avenue Capital	\$261
		California Landmark	\$3,426	Round Room Live	\$10,778
		Carmel Partners	\$34,578	Sares Regis	\$8,993
		Cascades Project Owner LLC	\$0	Skya Highland Park Partners II, LLC	\$5,581
		CGI Strategies	\$15,698	Sonder	\$319
		Cherokee Bliss, LLC	\$2,906	Spieker Realty Investments	\$4,153
		City Market of Los Angeles	\$1,901	Stephen Wise Temple	\$10,848
		CityView	\$6,821	Sutter, Gary & Vera	\$12,018
		Connolly, John	\$11,896	The Buckley School	\$2,489
		Culver Crossings Properties LLC	\$39,343	The Hanover Company	\$0
		Cypress Equity	\$1,897	The Jacobson Company	\$137
		Decron Properties Corp.	\$634	The Mirman School	\$16,048
		Devenney Group, Ltd.	\$3,057	Tishman Speyer	\$8,196
		Elm Tree Investments	\$0	Toll Brothers, Inc.	\$0
		Frost/Chaddock Developers, LLC	\$26,148	Trammell Crow	\$37,475
		G.H. Palmer	\$0	TriStar Realty Group, LLC	\$464

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported for 2021-Q4*

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
4. Armbruster Goldsmith & Delvac LLP (continued)	\$804,346	Glassell Park, LLC	\$3,000	Uncommon Development	\$9,226
		GPI Companies	\$3,619	University of Southern California	\$12,883
		GRT Portfolio Properties	\$10,862	Vantage Property Investors	\$559
		Grubb Properties	\$1,204	Ventus Group	\$7,517
		Hakim Holdings	\$0	Welbrook Senior Living	\$0
		IMT Capital LLC	\$1,075	Westmark School	\$253
		International Equity Partners	\$0	WH Hotel, LLC	\$0
		Jade Enterprises	\$6,000	Wiseman Residential	\$13,146
		Jamison Properties, LP	\$0	WS Communities	\$2,665
		Johnson Development	\$0	Yorkwood LLC	\$13,340
		Kalonymous Development Partners, LLC	\$0	Young's Holdings	\$0
		Kaplan Development Group	\$11,577	Zoom Video Communications, Inc	\$3,399
		Karma Company, LLC	\$5,526		
5. Craig Lawson & Co., LLC	\$692,696	1614 Temple LLC	\$191	Mosaic Development Group	\$4,005
		1784 Capital Holdings LLC	\$0	Motion Picture Industry PHP	\$3,885
		860 Highland Associates LLC	\$6,868	Museum Associates	\$28,043
		A Community of Friends	\$8,240	Museum of Contemporary Art	\$383
		Abbey Road, Inc.	\$25,275	National Community Renaissance of CA	\$42,253
		Abode Communities	\$37,860	National Real Estate Development LLC	\$105,185
		AECOM Technical Services	\$23,329	Our Lady of Mt. Lebanon	\$8,540
		Amidi Group	\$54,140	Overton Moore Properties	\$19,628
		B & F Associates	\$6,757	P.V.A. Investments, LLC	\$3,497
		Blix Equities LLC	\$200	Pacific Springs LLC	\$4,613
		Bridge Housing Corporation	\$0	Palisades Capital Partners LLC	\$59,470
		Calmart Sub I, LLC	\$17,954	Para Los Ninos, Inc.	\$28
		Catholic Charities of Los Angeles Inc.	\$0	Pico Union Housing Corp.	\$2,142
		Century Housing Corp	\$43	Pure Silver Enterprises Inc.	\$74
		Children's Hospital Los Angeles	\$12,571	Rexford Industrial Realty	\$9,529
		Circa 1200 LLC	\$0	Roque & Mark Co.	\$9,348
		Community Corporation of Santa Monica	\$0	RPK Development	\$1,220

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported for 2021-Q4*

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
5. Craig Lawson & Co., LLC (continued)	\$692,696	Confluent Development LLC	\$8,289	Shoreham Capital LP	\$5,555
		CP V Cumulus, LLC	\$64	Skid Row Housing Trust	\$0
		Flexible PSH Solutions	\$15,567	SMV Housing L.P.	\$24,854
		Freeman Group	\$4,519	Somito Capital LP	\$7,413
		Grocery Outlet Inc.	\$3,865	Summit Western Limited, LLC	\$484
		Holland Partners	\$2,613	The City Market of Los Angeles	\$1,398
		Ikar	\$14,197	The Hanover Company	\$0
		Jacmar Partners	\$3,774	Thrifty Oil Co.	\$3,590
		Jamison Properties LP	\$25,307	Tower Investments Group LLC	\$2,616
		Jefferson Property Owner LLC	\$0	Triumph Management	\$610
		Kaiser Foundation Health Plan Inc.	\$86	Valued Housing II, LLC	\$914
		Kirby Manor Corp	\$13,406	Vermont Real Estate Properties LLC	\$2,714
		KLARE 17, LLC	\$28	Wakeland Housing & Development	\$161
		LA Family Housing	\$14,634	Walter N Marks Inc	\$29,366
		Little Tokyo Service Center	\$0	Weingart Center	\$0
		Logos Faith Development LLC	\$620	West Hollywood Community Housing Corp.	\$9,468
		Mercy Housing	\$1,313	Yavneh Hebrew Academy	\$0
6. MAX DEVELOPMENT LLC dba three6ixty	\$675,316	3710 Dunn Venture LLC	\$2,673	Jewish Federation of Greater LA	\$4,138
		A Community of Friends:114-16 Lorena St ACOF-001P	\$0	Johar Properties LLC	\$0
		Apex Opportunity Fund	\$0	Johnson Development Associates	\$15,988
		Apex Realty	\$0	JRMC Real Estate, Inc.	\$88
		Apex Reaty Inc	\$0	Kanani, Fareed	\$0
		APPA Real Estate	\$0	Klinedinst PC	\$1,190
		Aragon Properties, Ltd	\$0	Kompany, LLC	\$0
		Archean Partners	\$0	KSLB Holding LLC	\$27,063
		Ari Chazans	\$0	LA Jewish Home	\$0
		Aroma Cafe	\$0	Legacy 21 LLC	\$5,606
		Atrio Venice LLC	\$0	Lim, CPA, Steve	\$0
		BA Realty Capital	\$0	Mani Brothers Real Estate Group	\$1,000
		BCG Lodi Homes LLC	\$0	Mark Juncosa	\$10,306
		Beach Cities Capital	\$0	Maxxam LLC	\$0

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
6. MAX DEVELOPMENT LLC dba three6ixty (continued)	\$675,316	Black Equities Group	\$0	McCormack Baron Salazar Development	\$11,563
		Black Equities Group	\$36,163	MDM Investments Group	\$3,265
		Bolour Associates	\$34,390	MLL Capital:640 S San Vicente MLL-001	\$0
		Bolour Associates	\$0	Moshar, Hooman	\$0
		Boost Housing	\$0	Moss & Company	\$9,170
		Botanical Hospital Group	\$0	National Community Renaissance	\$3,150
		Brasa Capital	\$3,133	Newcastle Partners	\$0
		Brickstar Capital LLC	\$0	North Palisades Partners, LLC	\$0
		Cadmium Realty	\$0	Orion Capital	\$3,548
		Cadmium Realty	\$0	Oxford Capital Group	\$0
		CalBay Development, LLC	\$0	Pan Am Equities	\$5,450
		CBRE	\$3,626	Paramount Construction and Management	\$0
		CGI Strategies	\$0	Park Place Investmt Hldg:6753 Selma PPIH-001	\$0
		Charring Cross Acquisitions LP	\$0	Parkview Mgmt Group Inc	\$0
		CIM Group	\$0	Path Ventures	\$0
		CIM Group	\$705	PAX Urban Partners	\$10,489
		Cityview LLC	\$4,994	RBM of California	\$11,874
		Community Corporation of Santa Monica	\$0	Relevant Group	\$39,075
		Comstock Homes	\$2,214	Renaissance Arts Academy	\$14,736
		Copart	\$0	Reservoir Partners LLC	\$0
		Crescent Capital Partners	\$1,281	Reservoir Partners, LLC	\$0
		Crescent Capital Partners LLC	\$0	Robhana Group	\$0
		D & M Steel	\$0	Rockpoint Group	\$0
		Dalan Management	\$0	RSE Capital Partners	\$10,655
		Daylight Community Development	\$12,225	Saban Community Clinic	\$0
		Decro Corporation	\$1,631	Sancerra	\$0
		Demien Farrell	\$0	Saticoy Sepulveda Venture	\$0
		Devaskar, Uday	\$0	Seazen AHC 1375LLC	\$0
		Domus Development LLC	\$18,405	Senior Housing Partners	\$4,231
		EAH Housing	\$275	Shafrom & Kramer LLP	\$0
		EBEAG Properties LLC	\$0	Shamina Investments	\$12,316
		EIP001 Hope LLC	\$57,868	Skansa USA Community Development	\$0
		Elkwood	\$11,975	Sonder USA Inc.	\$2,258
		Elmore, Ryan	\$6,000	Starkwood Inc.	\$2,245

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
6. MAX DEVELOPMENT LLC dba three6ixty (continued)	\$675,316	Elsey Partners	\$1,269	Suit Supply LA	\$0
		Empire Property Group LLC	\$0	Taylor Aquities	\$0
		Englander Knabe & Allan	\$0	The Actor's Fund	\$21,781
		Fifteen Group	\$11,829	Tishman Speyer	\$8,056
		Fifth Season Holdings LLC c/o Ensemble RE Investments	\$0	Tom Safran & Associates	\$93,654
		Firestone Walker	\$5,536	Tova Capital	\$0
		Geneva Street Partners	\$7,438	Tyerman, Sarah	\$0
		Gillis Family Partnership	\$0	Unilev Corporation	\$0
		Glaser Weil	\$0	United Building Company	\$0
		Greenlawn Development LLC	\$244	Urth Cafe	\$9,624
		Greystone Management Group	\$0	Vidiots Foundation	\$0
		GRUBB Properties	\$40,721	Viramontes, Enrique	\$184
		GTM Holdings LLC	\$420	Welbrook Senior Living	\$13,961
		Hawkins Way Properties LLC	\$5,269	West Hollywood Community Housing	\$5,494
		Healthy Spot	\$0	West LA Enclave Commonwealth, LLC c/o LaSalle Investment Management, Inc.	\$0
		Hollenbeck Palms	\$683	West Modular	\$6,653
		Hotel Erwin	\$0	Wynkoop Properties LLC	\$6,381
		HPA, Inc.	\$0	Young S Kim	\$24,419
		In and Out Burger	\$4,744	Zephyr Acquisitions	\$0
		Investors Management Co	\$0		
7. M Strategic Communications	\$577,000	ADOBE SYSTEMS	\$10,000	IKE Smart City, LLC	\$30,000
		AERIAL RAPID TRANSIT TECHNOLOGIES LLC	\$7,500	JADE ENTERPRISES, LLC	\$10,000
		AIRBNB	\$60,000	JUUL LABS, INC	\$30,000
		ALLVISION	\$20,000	LAFC SPORTS, LLC	\$15,000
		AMAZON WEB SERVICES	\$7,500	LONGROAD SOLAR	\$10,000
		CA APARTMENT ASSOCIATION	\$60,000	LOS ANGELES DODGERS	\$0
		CALIFORNIA BUSINESS ROUNDTABLE	\$0	NETFLIX	\$15,000
		CALIFORNIANS FOR ENERGY INDEPENDENCE	\$10,000	PASSPORT	\$10,000
		CITY STORAGE SYSTEMS, LLC	\$21,000	PLAINS MARKETING, L.P.	\$10,000
		COHEN GOLDSEIN INVESTMENT (CGI) STRATEGIES	\$10,000	PSA HEALTH, LLC / BLUESTONE	\$40,000

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
7. M Strategic Communications (continued)	\$577,000	DART CONTAINER CORPORATION	\$15,000	SA RECYCLING LLC	\$20,000
		EDF RENEWABLE ENERGY	\$65,000	TISHMAN SPEYER	\$30,000
		FIRST SOLAR, INC	\$0	UNIVERSITY OF SOUTHERN CALIFORNIA	\$20,000
		FLORIDA EAST COAST INDUSTRIES	\$0	VELLA GROUP	\$18,000
		HNTB CORPORATION	\$5,000	VERIZON	\$18,000
		HUDSON PACIFIC PROPERTIES	\$0	WESTFIELD PROMENADE	\$10,000
8. Gonzales Law Group, APC	\$530,845	1300 Westwood Development LLC	\$5,398	GH Hollywood Investors, LLC	\$0
		1717 Bronson Holdings, LLC	\$39,822	HC 2859 Francis LLC	\$2,437
		926 James M. Wood Boulevard, LLC and Beat Investors, LLC	\$0	J & J Properties	\$73,640
		Alley Vacations	\$28,182	JESSE STREET LA OWNER, LLC	\$44,672
		Apartments on 8th 1 LLC	\$0	Mainspring Equities LLC	\$0
		AYM Investments, Inc	\$0	NBK LLC	\$19,301
		Cadence Capital Investment, Inc.	\$2,144	NELA Development 1, LLC	\$6,660
		CCHLWD LLC	\$1,782	Roberto Valentino, LLC	\$0
		CFM Group, Inc	\$18,818	Suaya Properties	\$7,448
		CIM Group	\$271,969	The Gathering Spot LA, LLC	\$4,226
		Galstyan, Tigran	\$4,347	VT 1207 Cypress	\$0
9. Mayer Brown LLP	\$410,727	1601 Venice, LP	\$0	Noel Chi, L.P.	\$0
		6450 Sunset Owner LLC	\$38,840	PHR LA Mart LLC	\$0
		AG-SCH 8150 Sunset Boulevard Owner, L.P.	\$0	Rescore Hollywood LLC	\$0
		AvalonBay Communities, Inc.	\$204	Rescore Koreatown, LLC	\$0
		Community Builders Group, LLC	\$42,791	Seward Partners LLC	\$0
		CP LA Cold Storage Land, LLC	\$37,001	Sierra Canyon High School Foundation	\$2,280
		Five Points, LP	\$3,275	Summit Media LLC	\$28,905
		Harvard-Westlake School	\$56,533	Sun Hill Properties, Inc.	\$7,004
		Jamison Properties, LP	\$5,522	The Laurence School	\$0
		LIG - 900, 910 and 926 E. 4th St., 405-411 S. Hewitt St., LLC	\$12,565	The Post Group, Inc.	\$61,700
		Maxxam Enterprises	\$40,091	The Star LLC	\$2,606
		MCAF Vine LLC	\$34,111	Watt Investment Partners, LLC	\$11,484
		Mitsui Fudosan America, Inc.	\$25,815	West LA Commons, LLC	\$0



# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported for 2021-Q4

Firm	Total Amount Received	Client	Amount Paid	Client	Amount Paid
10. Kindel Gagan	\$407,849	ABM	\$19,500	Honeywell International Inc.	\$30,330
		Alchemy Media	\$10,000	Hotel Figueroa	\$0
		Amazon	\$5,000	Hudson Group	\$16,000
		American Chemistry Council	\$45,750	Ketter Construction	\$5,000
		AT&T	\$19,800	Kilroy Realty Corp	\$0
		Aviation Facilities Company Management	\$7,500	La Cienega Triangle LLC	\$11,031
		Bardas Investment Group	\$0	Linde	\$12,000
		California Business Roundtable	\$0	London & Gonzalez Advocacy on behalf of the Recording Industry Assoc. of America	\$11,250
		California Hotel & Lodging Association	\$15,000	Menzies Aviation	\$0
		California Sign Association	\$1,000	Mirman School	\$22,500
		Capital 360	\$0	Noakes Land Venture, LLC c/o REDA	\$16,031
		Center BMW	\$0	Parker Brown, Inc.	\$0
		Corvias Group	\$15,000	Reef Technology	\$7,500
		DWP Mgmt Employees Assn	\$15,000	STV Group Inc.	\$5,000
		Exelon Generation Company, LLC	\$7,500	Swedish Match North America LLC	\$40,000
		Felix Chevrolet on behalf of The Shammass Group	\$3,750	Swissport USA, Inc.	\$15,000
		Gateway to LA	\$1,000	Transdev North America, Inc.	\$3,750
		Geosyntec Consultants	\$15,000	Troller Mayer Associates, Inc.	\$2,156
		Greater LA New Car Dealers Assn	\$0	United Airlines	\$12,000
		Greater Los Angeles Zoo Association	\$10,000	Unqork, Inc	\$7,500



<b>TOP 10 HIGHEST PAYING CLIENTS</b> <i>Based on Aggregate Client Payments Reported for 2021-Q4</i>					
<b>Client</b>	<b>Total Payment Reported</b>	<b>Firm</b>	<b>Payment Received</b>	<b>City Matter</b>	<b>Agencies Lobbied</b>
1. Angels Landing Partners LLC (formerly The Pebbles Corporation)	\$279,754	Sheppard, Mullin, Richter & Hampton LLP	\$178,088	Angels Landing Redevelopment of Angels Landing in DTLA by applicant, Angels Landing Partners LLC	City Administrative Officer (CAO); Mayor; City Council; Building and Safety; Chief Legislative Analyst (CLA); City Planning
		The Rynders Corporation	\$80,666	Angels Landing Development Project Angels Landing mixed-use development project.	City Administrative Officer (CAO); City Planning; Mayor; City Attorney; City Council; Chief Legislative Analyst (CLA)
		LG Strategies	\$21,000	Angels Landing development project, DTLA.	Mayor; City Council; Chief Legislative Analyst (CLA)
2. CIM Group	\$272,674	Gonzales Law Group, APC	\$52,118	Parkmile	City Council; City Planning
			\$49,405	2231 Western	City Council; City Planning
			\$43,739	6007 Sunset Blvd.	City Planning; City Council
			\$41,146	5201 Adams	City Planning; City Council
			\$19,435	4750 Wilshire	City Planning; City Council
			\$16,263	728 Hudson	City Council; City Planning
			\$15,820	5217 Adams	City Planning; City Council
			\$15,798	3045 Crenshaw	None indicated
			\$8,865	5469 Adams	City Council; City Planning
			\$7,384	3921 Sunset	City Planning; City Council
			\$918	5170 Adams Hotel	City Planning; City Council
		MAX DEVELOPMENT LLC dba three6ixty	\$705	CIM-031 5410 Adams	City Planning

<b>TOP 10 HIGHEST PAYING CLIENTS</b> <i>Based on Aggregate Client Payments Reported for 2021-Q4</i>					
<b>Client</b>	<b>Total Payment Reported</b>	<b>Firm</b>	<b>Payment Received</b>	<b>City Matter</b>	<b>Agencies Lobbied</b>
2. CIM Group (continued)	\$272,674	Gonzales Law Group, APC	\$610	953 Sycamore	City Planning; City Council
			\$244	926 Sycamore	City Planning; City Council
			\$225	7007 Romaine Office Redevelopment	City Planning; City Council
3. Outfront Decaux Street Furniture LLC	\$233,598	Greenberg Traurig LLP	\$191,098	STAP Contract	Mayor; City Attorney; City Council; Board of Public Works; Public Works, Street Services
		Kirra, LLC	\$30,000	Outdoor Advertising	Mayor; City Council; Public Works, Street Services
		Sunkin Group, LLC	\$12,500	Street Furniture Issues	City Council; Public Works, Street Services; City Administrative Officer (CAO); Chief Legislative Analyst (CLA)
4. Holland Partner Group	\$215,964	Sheppard, Mullin, Richter & Hampton LLP	\$137,497	3rd and Fairfax Entitlements for mixed-use residential and commercial development	City Council; Transportation (LADOT, DOT); City Planning
		Eric Shabsis Public Affairs	\$30,000	Town & Country Center Entitlement Re-entitlement of the Town & Country Shopping Center to include a residential mixed use development project	City Council; Mayor; Neighborhood Councils
		Loeb & Loeb LLP	\$23,603	1911 Sunset	City Attorney; City Council; City Planning
		Sheppard, Mullin, Richter & Hampton LLP	\$137,497	3rd and Fairfax Entitlements for mixed-use residential and commercial development	City Council; Transportation (LADOT, DOT); City Planning

TOP 10 HIGHEST PAYING CLIENTS					
Based on Aggregate Client Payments Reported for 2021-Q4					
Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
4. Holland Partner Group (continued)	\$215,964	Eric Shabsis Public Affairs	\$30,000	Town & Country Center Entitlement Re-entitlement of the Town & Country Shopping Center to include a residential mixed use development project	City Council; Mayor; Neighborhood Councils
		Loeb & Loeb LLP	\$23,603	1911 Sunset	City Attorney; City Council; City Planning
		Irvine and Associates, Inc.	\$12,673	Mixed Use Development Entitlements for a new mixed-use residential and commercial development[ZA-2020-2595-ZAD-SPR-HCA]	City Planning
		Strategies 360	\$5,000	Land Use, Development, HCD Projects & Policies	City Council; City Planning
		Irvine and Associates, Inc.	\$4,578	New Mixed-Use Development Proposed new mixed-use residential and commercial development	City Planning
		Craig Lawson & Co., LLC	\$2,613	Mixed Use Project	City Planning
5. Englander Knabe & Allen*	\$211,202				
On behalf of Sportsmen's Lodge Owner LLC		TChoi and Associates	\$65,988	12825 Ventura Blvd	Public Works, Engineering; Building and Safety
On behalf of LaTerra Properties			\$27,390	1100 W. Temple	Building and Safety; City Council
On behalf of their client Deloitte Consulting LLP		Kathy Jones Irish Consulting, LLC	\$19,000	LADWP Consulting and Advisory Services	Water & Power (DWP)

<b>TOP 10 HIGHEST PAYING CLIENTS</b> <i>Based on Aggregate Client Payments Reported for 2021-Q4</i>					
<b>Client</b>	<b>Total Payment Reported</b>	<b>Firm</b>	<b>Payment Received</b>	<b>City Matter</b>	<b>Agencies Lobbied</b>
5. Englander Knabe & Allen* (continued)	\$211,202				
<i>On behalf of LaTerra Properties</i>		TChoi and Associates	\$18,647	4850 Hollywood Blvd.	Cultural Affairs; City Council
			\$17,361	Due Diligence	City Council
<i>On behalf of Gemdale USA</i>			\$16,853	Development	City Council
<i>On behalf of Puerto Rico Potential LLC</i>			\$13,272	1516 Stone Canyon	Building and Safety
<i>On behalf of LaTerra Properties</i>			\$12,156	4900 Hollywood Blvd.	Transportation (LADOT, DOT)
			\$6,300	12575 Venice / 12444 Venice	Building and Safety
<i>On behalf of Osmose Utilities Services Inc</i>		Kathy Jones Irish Consulting, LLC	\$5,600	Contract Execution	Water & Power (DWP)
<i>On behalf of their client AECOM</i>			\$3,000	Engineering and Design Services	Water & Power (DWP)
<i>On behalf of their client 843 N Spring Owner</i>			\$2,486	Electrical Connection	Water & Power (DWP)
<i>On behalf of TRC</i>			\$1,500	Scattergood Repowering Project Power plant construction	Water & Power (DWP)
<i>On behalf of their client Fiserv Solutions LLC</i>		Kathy Jones Irish Consulting, LLC (continued)	\$1,500	Walk -in Bill Payment Services	Water & Power (DWP)
<i>On behalf of NNN Productions</i>		TChoi and Associates	\$150	1509 Mateo St.	None indicated
6. Harridge Development Group LLC	\$210,730	DLA Piper LLP (US)	\$158,686	Baldwin Hills	City Attorney; City Council; City Planning
			\$30,362	Ponte Vista 15	Neighborhood Councils; Water & Power (DWP); Recreation & Parks; City Planning; Building and Safety; City Council; Mayor
			\$13,949	Granada Hills	City Council; City Planning; Building and Safety

<b>TOP 10 HIGHEST PAYING CLIENTS</b> <i>Based on Aggregate Client Payments Reported for 2021-Q4</i>					
<b>Client</b>	<b>Total Payment Reported</b>	<b>Firm</b>	<b>Payment Received</b>	<b>City Matter</b>	<b>Agencies Lobbied</b>
6. Harridge Development Group LLC (continued)	\$210,730	DLA Piper LLP (US)	\$7,733	Koreatown	Los Angeles Housing Department; Building and Safety; City Council; City Planning
7. Hollywood International Regional Center	\$204,668	Sheppard, Mullin, Richter & Hampton LLP	\$194,850	Morrison Hotel Mixed-use residential and hotel project located in downtown Los Angeles[ZA-2018-2293-MCUP-CUX-DD-SPR, ENV-2018-2294-EIR, VTT-82183]	Transportation (LADOT, DOT); Mayor; City Council; Building and Safety; Chief Legislative Analyst (CLA); Los Angeles Housing Department; City Planning; Public Works, Engineering; Recreation & Parks
			\$9,818	Citizen News Conditional use permit for alcohol	Los Angeles Housing Department; Chief Legislative Analyst (CLA); Building and Safety; City Council; Mayor; City Planning; Recreation & Parks; Public Works, Engineering; Transportation (LADOT, DOT)
8. Berggruen Institute	\$167,625	Gibson, Dunn and Crutcher	\$167,625	Berggruen Institute Development	None indicated
9. Champion Real Estate Company	\$163,975	DLA Piper LLP (US)	\$75,099	Yucca Argyle	City Council; City Attorney; City Planning
			\$62,270	General Real Estate	City Planning; City Council
		Elkins Kalt Weintraub Reuben Gartside LLP	\$22,475	1489 Sunset Blvd Mixed-Use Development project	Building and Safety; City Planning; Transportation (LADOT, DOT)
			\$4,132	806 W. Adams Blvd. Development matters	Building and Safety

<b>TOP 10 HIGHEST PAYING CLIENTS</b> <i>Based on Aggregate Client Payments Reported for 2021-Q4</i>					
<b>Client</b>	<b>Total Payment Reported</b>	<b>Firm</b>	<b>Payment Received</b>	<b>City Matter</b>	<b>Agencies Lobbied</b>
10. National Real Estate Development LLC	\$163,138	Craig Lawson & Co., LLC	\$65,543	Sign District Entitlements for Sign District[CPC-2018-6388-SN, ENV-2021-9959-EIR ]	City Planning; City Council
		Loeb & Loeb LLP	\$57,953	700 S. Flower Street	Building and Safety; City Council; City Planning

\* This client made payments to lobbying firms on behalf of other clients. Those payments were aggregated to calculate the payment amounts reflected in this table.