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# ***Item 14***

## **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 2022.

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

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# ***Lobbying Summary: Q3 2022***

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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 third quarter of 2022.

The payments and activities indicated in this report may change if filers submit amendments to their quarterly reports. The most recent figures may be accessed online. Registration statements and quarterly reports 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. 3rd Quarter Lobbying Entities**

The table below identifies the number of registrations as of the third quarter of 2022. Lobbyists, lobbying firms, and lobbyist employers were required to file disclosure reports for the quarter by October 31, 2022. Of all 803 required disclosure reports, 97 percent were filed on time. Late fees totaling \$5,350 were assessed for reports filed after the deadline.

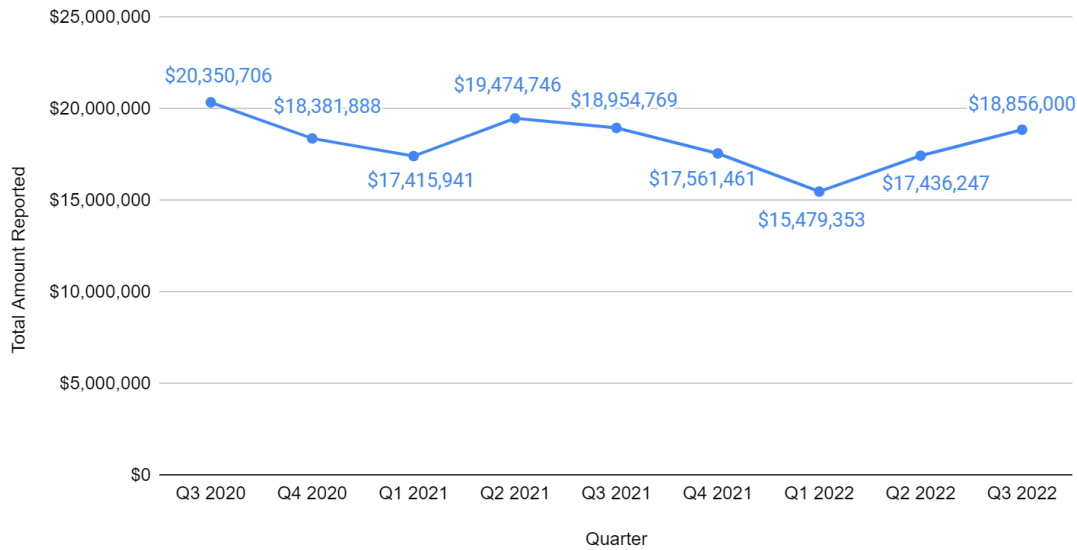
	Lobbyists	Clients	Lobbying Firms	Lobbyist Employers
Q3 2022 Total	582	2,310	117	104

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

For the third quarter of 2022, lobbying firms reported total payments from clients in the amount of \$18,856,000. This marks an eight-percent increase in total payments compared to the previous quarter. The graph at the top of the next page shows total payments from clients reported over the past two years.

## Lobbying Payments from Clients to Firms

Q3 2020 to Q3 2022



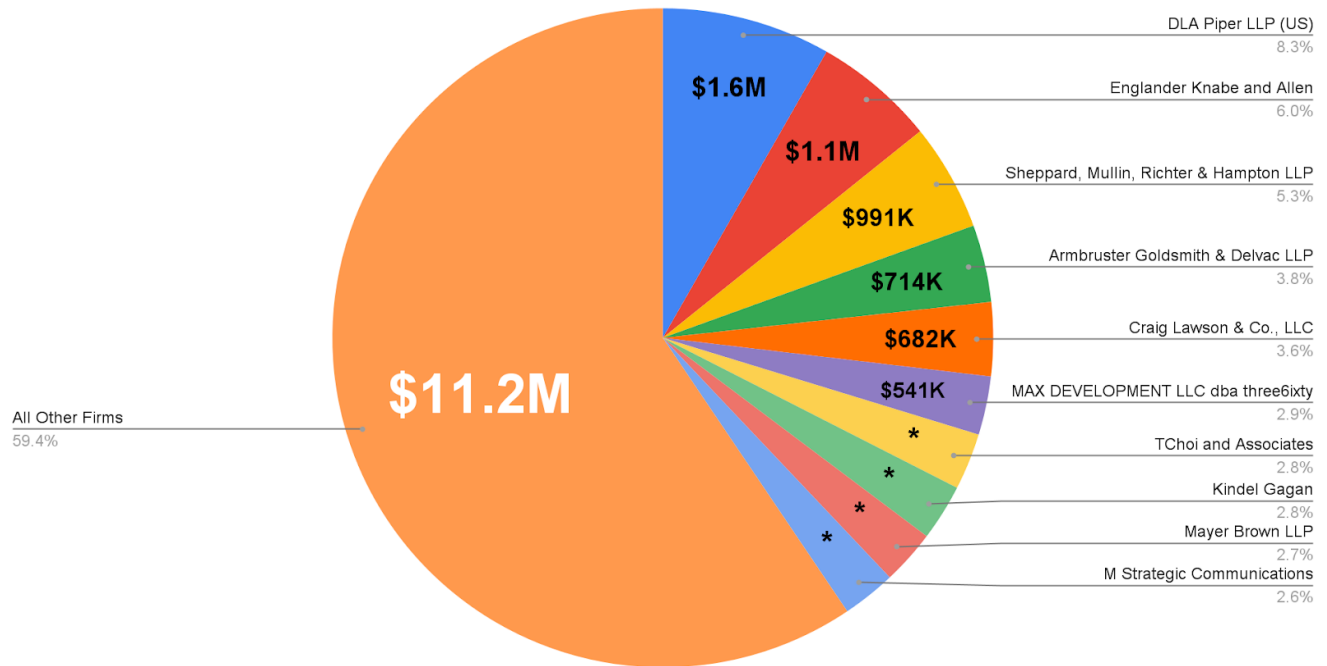
The ten lobbying firms that reported the highest total client payments for the third quarter of 2022 are identified in the table below and the pie chart on the next page. Together, these firms reported receiving a total of \$7,650,469 which represents about 41 percent of all reported payments. For comparison, the table also indicates the payments received by these same firms in the previous quarter and in the same quarter last year, as well as the total amounts paid to the top ten firms of those quarters. More details regarding the ten highest paid lobbying firms are provided in Attachment A.

### Highest Paid Lobbying Firms

*Based on client payments reported as received in Q3 2022.*

Rank	Lobbying Firm	Q3 2022 Payments	Q2 2022 Payments (& Rank)	Q3 2021 Payments (& Rank)
1	DLA Piper LLP (US)	\$1,556,754	\$1,378,943 (1)	\$1,424,624 (2)
2	Englander Knabe and Allen	\$1,123,774	\$1,173,709 (2)	\$1,029,658 (3)
3	Sheppard, Mullin, Richter & Hampton LLP	\$990,981	\$711,879 (3)	\$2,055,534 (1)
4	Armbruster Goldsmith & Delvac LLP	\$713,795	\$622,152 (5)	\$827,458 (4)
5	Craig Lawson & Co., LLC	\$682,324	\$619,200 (6)	\$768,068 (5)
6	MAX DEVELOPMENT LLC dba three6ixty	\$540,894	\$569,538 (7)	\$643,074 (6)
7	TChoi and Associates	\$522,894	\$707,185 (4)	\$461,067 (9)
8	Kindel Gagan	\$520,675	\$399,088 (11)	\$588,415 (7)
9	Mayer Brown LLP	\$503,878	\$493,833 (8)	\$446,241 (10)
10	M Strategic Communications	\$494,500	\$473,500 (10)	\$528,500 (8)
<b>Total Top 10 Firms</b>		<b>\$7,650,469</b>	<b>\$7,232,439</b>	<b>\$8,772,639</b>
<b>Total Other Firms</b>		<b>\$11,205,531</b>	<b>\$10,203,808</b>	<b>\$10,182,130</b>
<b>Total All Firms</b>		<b>\$18,856,000</b>	<b>\$17,436,247</b>	<b>\$18,954,769</b>

### Q3 2022 Overview: Payments to Lobbying Firms



\* See table on previous page for dollar amount.

### D. Highest Paying Clients

In the third quarter of 2022, there were 2,310 registered lobbying clients. Lobbying firms are required to disclose the payments they receive from each client for their representation on City matters. The table at the top of the next page identifies the ten lobbying clients that made the highest payments to lobbying firms in the third quarter of 2022.

Combined, these clients paid \$3,036,900, or approximately 16 percent of the total \$18,856,000 payments reported by lobbying firms. For comparison, the table at the top of the next page also indicates the payments made by the top ten clients in the previous quarter of 2022 and in the same quarter last year. 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 in the third quarter of 2022 are provided in Attachment B.

## Highest Paying Clients

Based on aggregate client payments reported for Q3 2022.

Rank	Lobbying Firm	Q3 2022 Payments	Q2 2022 Payments (& Rank)	Q3 2021 Payments (& Rank)
1	BARDAS Investment Group	\$773,777	\$381,096 (2)	\$157,668 (n/a)
2	9712 Oak Pass Road LLC	\$495,000	\$45,000 (n/a)	\$602,194 (1)
3	Englander Knabe and Allen*	\$355,593	\$412,515 (1)	\$377,344 (3)
4	Chick-Fil-A	\$236,025	\$358,199 (3)	\$100,609 (n/a)
5	Clear Channel Outdoor	\$235,490	\$161,030 (10)	\$69,759 (n/a)
6	Holland Partner Group	\$229,897	\$205,714 (7)	\$125,692 (n/a)
7	Hackman Capital Group	\$198,554	\$3,575 (n/a)	\$0 (n/a)
8	Television City Studios, LLC	\$177,348	\$93,383 (n/a)	\$132,257 (n/a)
9	MR Real Estate	\$171,923	\$209,229 (6)	\$77,390 (n/a)
10	Hines	\$163,293	\$59,777 (n/a)	\$8,779 (n/a)
<b>Total Top 10 Clients</b>		<b>\$3,036,900</b>	<b>\$2,539,663</b>	<b>\$2,969,991</b>
<b>Total Other Clients</b>		<b>\$15,819,100</b>	<b>\$14,896,584</b>	<b>\$15,984,778</b>
<b>Total All Clients</b>		<b>\$18,856,000</b>	<b>\$17,436,247</b>	<b>\$18,954,769</b>

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

## E. Fundraising and Contributions

### 1. Fundraising

Lobbying entities reported fundraising activity for City officeholders and candidates totaling \$263,109 in the third quarter of 2022. Fundraising includes activities such as soliciting a contribution or inviting attendees to a fundraising event. Reported fundraising activity is highlighted in the next table. When similar amounts are reported by different entities for the same candidate or officeholder, the entities may have participated in the same fundraising event, or the fundraising may have been reported by both a lobbyist and that lobbyist's firm or employer.

## FUNDRAISING Q3 2022

Total	Name	Type of Entity	Recipient	Amount
1. \$41,700	Phillip Recht, Mayer Brown LLP	Lobbyist	Karen Bass for Mayor 2022 - General	\$41,700
2. \$40,709	Veronica Perez & Associates	Firm	Tim McOsker for City Council 2022-General	\$21,309
			Mitch O'Farrell for City Council 2022 General	\$11,300
			Hydee Feldstein Soto For City Attorney 2022-General	\$6,300
			Nury Martinez for City Council 2013 Officeholder Account	\$1,000
			Harris-Dawson for City Council 2015 Officeholder	\$800

## FUNDRAISING Q3 2022 (cont'd)

Total	Name	Type of Entity	Recipient	Amount
3. \$29,950	Leon & Walsh Public Affairs	Firm	Mitch O'Farrell for City Council 2022 General	\$11,300
			Tim McOske for City Council 2022-General	\$11,050
			Hydee Feldstein Soto For City Attorney 2022-General	\$4,000
			Traci Park for City Council 2022-General	\$3,600
4. \$29,300	Howard Sunkin, Sunkin Group, LLC	Lobbyist	Karen Bass for Mayor 2022 - General	\$29,300
5. \$25,850	Ronald Stone, Strategic Government Affairs	Lobbyist	Karen Bass for Mayor 2022 - General	\$14,550
			Mitch O'Farrell for City Council 2022 General	\$11,300
6. \$22,350	Kindel Gagan	Firm	Mitch O'Farrell for City Council 2022 General	\$11,300
			Tim McOske for City Council 2022-General	\$11,050
7. \$12,550	David Herbst, Vectis Strategies, LLC	Lobbyist	Karen Bass for Mayor 2022 - General	\$11,750
			Tim McOske for City Council 2022-General	\$800
8. \$12,400	Englander Knabe and Allen	Firm	Tim McOske for City Council 2022-General	\$4,800
			Karen Bass for Mayor 2022 - General	\$3,000
			Mitch O'Farrell for City Council 2022 General	\$2,400
			Koretz for Controller 2022 General	\$1,300
			John Lee for City Council 2020 Officeholder Account	\$800
			Traci Park for City Council 2022-General	\$100
9. \$11,050	Courtney Chesla Torres	Firm*	Tim McOske for City Council 2022-General	\$11,050
10. \$6,100	Edward Sanders	Firm*	Karen Bass for Mayor 2022 - General	\$6,100
11. \$5,700	Afriat Consulting Group Inc	Firm	Tim McOske for City Council 2022-General	\$3,200
			Nury Martinez for City Council 2013 Officeholder Account	\$900
			Tim McOske for City Council 2022	\$800
			Traci Park for City Council 2022-General	\$800
12. \$5,700	Kirra, LLC	Firm	Tim McOske for City Council 2022-General	\$5,700
13. \$4,700	Jeffrey McConnell, Englander Knabe and Allen	Lobbyist	Tim McOske for City Council 2022-General	\$1,600
			Karen Bass for Mayor 2022 - General	\$1,500
			Koretz for Controller 2022 General	\$800
			Mitch O'Farrell for City Council 2022 General	\$800
14. \$4,500	RK Strategies	Firm	Tim McOske for City Council 2022-General	\$4,500

FUNDRAISING Q3 2022 (cont'd)				
Total	Name	Type of Entity	Recipient	Amount
15. \$3,100	Kellie Hawkins, Englander Knabe and Allen	Lobbyist	Karen Bass for Mayor 2022 - General	\$1,500
			Mitch O'Farrell for City Council 2022 General	\$800
			Tim McOske for City Council 2022-General	\$800
16. \$2,900	Eric Rose, Englander Knabe and Allen	Lobbyist	Tim McOske for City Council 2022-General	\$1,600
			Mitch O'Farrell for City Council 2022 General	\$800
			Koretz for Controller 2022 General	\$500
17. \$2,050	TChoi and Associates	Firm*	Tim McOske for City Council 2022-General	\$1,300
			Mitch O'Farrell for City Council 2022 General	\$500
			Traci Park for City Council 2022-General	\$250
18. \$900	Gina Gribow, Englander Knabe and Allen	Lobbyist	John Lee for City Council 2020 Officeholder Account	\$800
			Traci Park for City Council 2022-General	\$100
19. \$800	Central City Association of Los Angeles	Employer	Tim McOske for City Council 2022-General	\$800
20. \$800	Marcus Allen, Englander Knabe and Allen	Lobbyist	Tim McOske for City Council 2022-General	\$800

\*Sole proprietor

## 2. 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 \$30,350 in contributions in the third quarter of 2022, as outlined in the following table. Negative amounts may indicate contributions that were returned by the candidate or committee.

MADE CONTRIBUTIONS Q3 2022				
Total	Name	Type of Entity	Recipient	Amount
1. \$14,200	Southwest Regional Council of Carpenters	Employer	Karen Bass for Mayor 2022 - General	\$1,500
			Koretz for Controller 2022 General	\$1,500
			Bob Blumenfeld for City Council 2013 - Officeholder Account	\$800
			Councilmember Curren Price Officeholder Account	\$800
			Councilmember O'Farrell Officeholder Account 2013	\$800
			Erin Darling for City Council 2022-General	\$800
			Harris-Dawson for City Council 2015 Officeholder	\$800
			John Lee for City Council 2020 Officeholder Account	\$800
			Katy Yaroslavy for City Council 2022-General	\$800

MADE CONTRIBUTIONS Q3 2022 (cont'd)				
Total	Name	Type of Entity	Recipient	Amount
1. \$14,200	Southwest Regional Council of Carpenters (continued)	Employer	Kevin de Leon for City Council 2020 - Officeholder Committee	\$800
			Krekorian for City Council 2009 - Officeholder	\$800
			Mitch O'Farrell for City Council 2022 General	\$800
			Monica Rodriguez for City Council	\$800
			Nithya Raman for City Council 2020 - Officeholder Account	\$800
			Nury Martinez for City Council 2013 Officeholder Account	\$800
			Tim McOsker for City Council 2022-General	\$800
2. \$6,200	Laborers Local 300	Employer	Hydee Feldstein Soto For City Attorney 2022-General	\$1,500
			Karen Bass for Mayor 2022 - General	\$1,500
			Mitch O'Farrell for City Council 2022 General	\$800
			Nury Martinez for City Council 2013 Officeholder Account	\$800
			Tim McOsker for City Council 2022-General	\$800
			Traci Park for City Council 2022-General	\$800
3. \$4,450	UNITE HERE Local 11	Employer	Karen Bass for Mayor 2022 - General	\$1,250
			Erin Darling for City Council 2022-General	\$800
			Hugo Soto-Martinez for City Council 2022-General	\$800
			Katy Yaroslavsky for City Council 2022-General	\$800
			Tim McOsker for City Council 2022-General	\$800
4. \$2,400	Apartment Association of Greater L.A.	Employer	Sam Yebri for City Council 2022-General	\$800
			Tim McOsker for City Council 2022-General	\$800
			Traci Park for City Council 2022-General	\$800
5. \$1,600	California Restaurant Association	Employer	Tim McOsker for City Council 2022-General	\$800
			Traci Park for City Council 2022-General	\$800
6. \$1,500	Parsons Corporation	Employer	Karen Bass for Mayor 2022 - General	\$1,500

As detailed in the table on the following page, lobbying entities also reported delivering to City officeholders and candidates \$71,400 in contributions from third parties during the third quarter of 2022. When similar 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 Q3 2022

Total	Name	Type of Entity	Recipient	Amount
1. \$31,850	Kindel Gagan	Firm	Mitch O'Farrell for City Council 2022 General	\$7,400
			Tim McOske for City Council 2022-General	\$6,250
			Koretz for Controller 2022 General	\$4,500
			Traci Park for City Council 2022-General	\$4,000
			Hydee Feldstein Soto For City Attorney 2022-General	\$2,500
			Karen Bass for Mayor 2022 - General	\$2,500
			Nury Martinez for City Council 2013 Officeholder Account	\$1,400
			Harris-Dawson for City Council 2015 Officeholder	\$900
			Councilmember Curren Price Officeholder Account	\$800
			Katy Yaroslavsky for City Council 2022-General	\$800
			Krekorian for City Council 2009 - Officeholder	\$800
			John Lee for City Council 2020 Officeholder Account	\$0
2. \$10,700	Englander Knabe and Allen	Firm	Tim McOske for City Council 2022-General	\$4,800
			Karen Bass for Mayor 2022 - General	\$3,000
			Mitch O'Farrell for City Council 2022 General	\$1,600
			Koretz for Controller 2022 General	\$1,300
3. \$9,700	Arnie Berghoff & Associates	Firm	Harris-Dawson for City Council 2015 Officeholder	\$5,400
			Karen Bass for Mayor 2022 - General	\$3,000
			Katy Yaroslavsky for City Council 2022-General	\$800
			Tim McOske for City Council 2022-General	\$500
4. \$4,700	Jeffrey McConnell, Englander Knabe and Allen	Lobbyist	Tim McOske for City Council 2022-General	\$1,600
			Karen Bass for Mayor 2022 - General	\$1,500
			Koretz for Controller 2022 General	\$800
			Mitch O'Farrell for City Council 2022 General	\$800
5. \$2,900	Eric Rose, Englander Knabe and Allen	Firm	Tim McOske for City Council 2022-General	\$1,600
			Mitch O'Farrell for City Council 2022 General	\$800
			Koretz for Controller 2022 General	\$500
6. \$2,500	Afriat Consulting Group Inc	Firm	Nury Martinez for City Council 2013 Officeholder Account	\$900
			Tim McOske for City Council 2022	\$800
			Traci Park for City Council 2022-General	\$800

DELIVERED CONTRIBUTIONS Q3 2022 (cont'd)				
Total	Name	Type of Entity	Recipient	Amount
7. \$2,350	TChoi and Associates	Firm*	Tim McOsker for City Council 2022-General	\$1,300
			Mitch O'Farrell for City Council 2022 General	\$800
			Traci Park for City Council 2022-General	\$250
8. \$2,300	Kellie Hawkins, Englander Knabe and Allen	Lobbyist	Karen Bass for Mayor 2022 - General	\$1,500
			Tim McOsker for City Council 2022-General	\$800
9. \$1,500	Ryan Hanretty, Parsons Corporation	Lobbyist	Karen Bass for Mayor 2022 - General	\$1,500
10. \$1,300	Central City Association of Los Angeles	Employer	Maria Brenes for LAUSD School Board 2022-General	\$1,300
11. \$800	Airbnb, Inc.	Employer	Nury Martinez for City Council 2013 Officeholder Account	\$800
12. \$800	Marcus Allen, Englander Knabe and Allen	Firm	Tim McOsker for City Council 2022-General	\$800

\*Sole proprietor

### 3. Year-To-Date Fundraising and Contributions

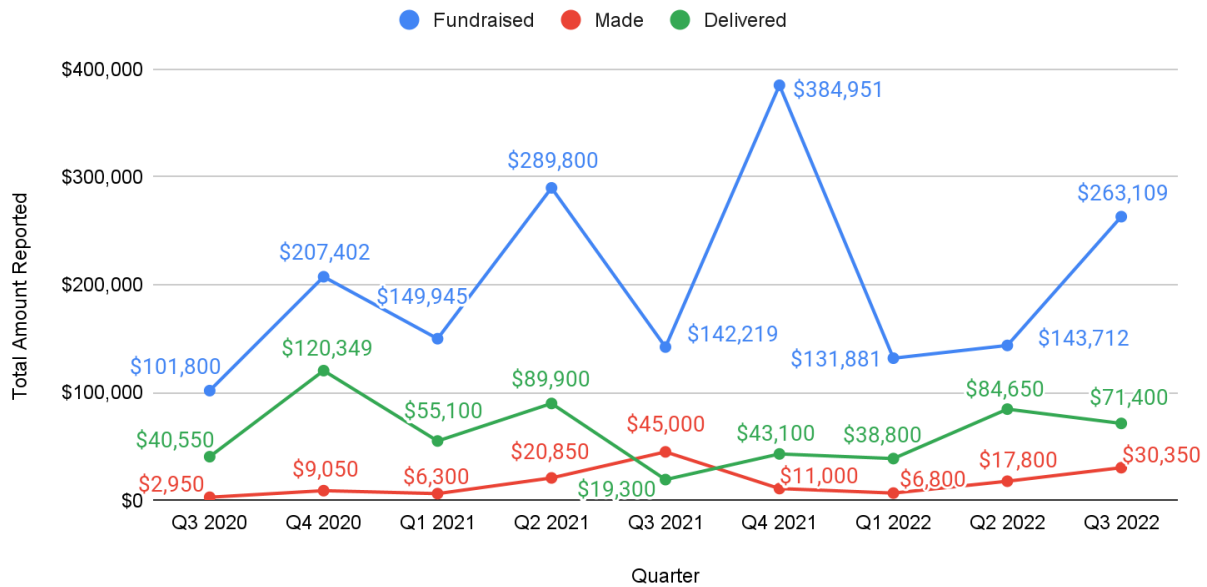
Through the end of the third quarter, lobbying entities reported a total of \$538,702 in fundraising activity and \$250,000 in contributions made or delivered. The following table identifies the top ten fundraisers and contributors for the first three quarters of 2022.

2022 TOP TEN FUNDRAISERS AND CONTRIBUTORS (YEAR-TO-DATE)					
Fundraisers			Contributors (Made/Delivered)		
Rank	Name	2022 Total	Rank	Name	2022 Total
1	Veronica Perez & Associates	\$76,823	1	Kindel Gagan	\$52,700
2	Leon & Walsh Public Affairs	\$48,267	2	Arnie Berghoff & Associates	\$31,400
3	Philip Recht, Mayer Brown LLP	\$41,700	3	Englander Knabe and Allen	\$31,000
4	Kindel Gagan	\$40,350	4	Southwest Regional Council of Carpenters	\$13,400
5	Englander Knabe and Allen	\$39,300	5	Apartment Association of Greater L.A.	\$12,600
6	Howard Sunkin, Sunkin Group, LLC	\$37,100	6	Laborers Local 300	\$12,400
7	Ronald Stone, Strategic Government Affairs	\$32,350	7	Jeffrey McConnell, Englander Knabe and Allen	\$11,800
8	Afriat Consulting Group Inc	\$29,700	8	Central City Association of Los Angeles	\$9,300
9	Courtney Chesla Torres	\$29,050	9	Afriat Consulting Group Inc	\$7,700
10	Mayer Brown LLP; and Edgar Khalatian, Mayer Brown LLP	\$18,700	10	UNITE HERE Local 11	\$6,850

The graph at the top of the next page provides a visual overview of this activity over the last two years.

## Fundraised, Made, and Delivered Contributions

Q3 2020 to Q3 2022



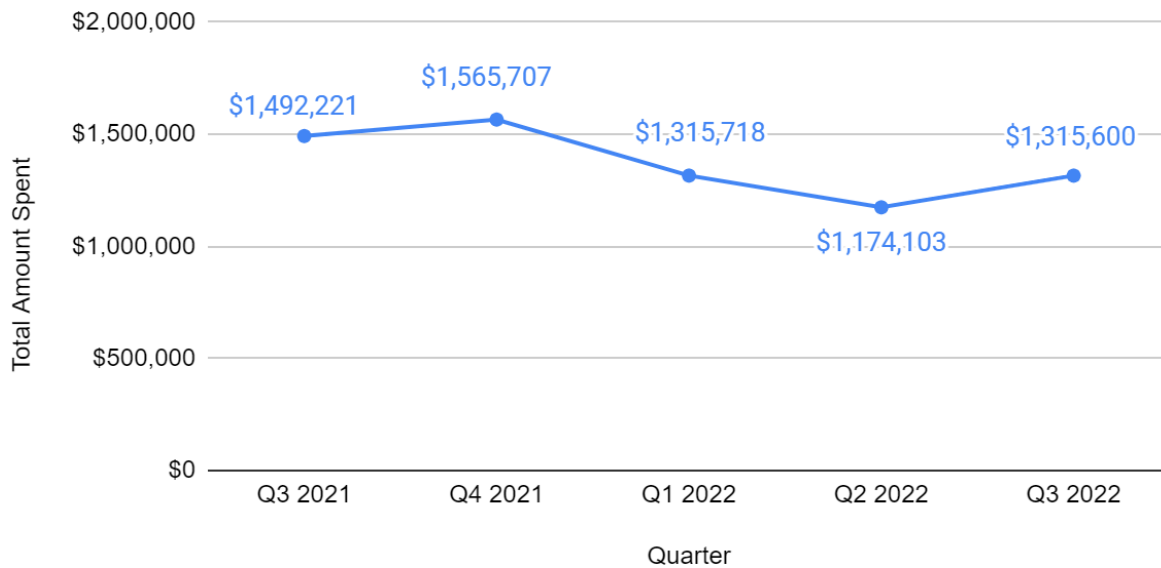
### F. Other Expenditures

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 “other” 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 \$1,315,600 in “other” expenditures was reported for the third quarter of 2022. Of the reported expenditures, 86 percent were itemized (because they were valued at \$5,000 or more), and 14 percent were not. The “other” expenditures reported in the third quarter of 2022 mark a 22-percent increase from last quarter. The graph on the next page shows “other” expenditures reported by lobbying firms and lobbyist employers over the last year.

## Other Expenditures

Q3 2021 to Q3 2022

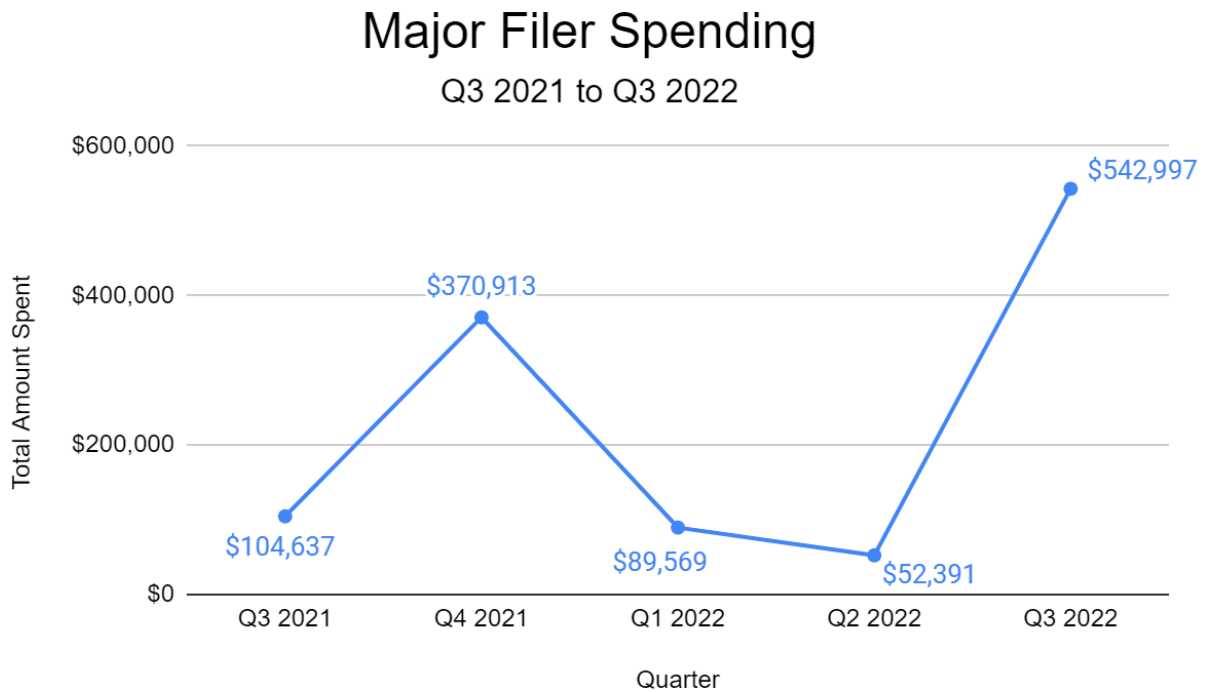


### G. Major Filers

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, five major filers reported spending a total of \$542,997 in the third quarter of 2022. This is an increase of 936 percent over the major filer spending reported last quarter.

MAJOR FILER ACTIVITY Q3 2022			
Total Spent	Major Filer	City Matter	Amount
1. \$260,087	Beverly Fairfax Community Alliance	TVC 2050 Project- Community outreach, public relations (ENV-2021-4091-EIR)	\$260,087
2. \$188,478	AIDS Healthcare Foundation	Print advertising: Call on City Hall to Save SROs	\$188,478
3. \$61,000	OUTFRONT Decaux Street Furniture, LLC	Sidewalk and Transit Amenities Program (STAP) (20-1536)	\$61,000
4. \$25,000	Californians for Energy Independence	Draft oil and gas ordinance	\$25,000
5. \$8,432	Ad Zero	Sign Ordinance Revisions (20-1536)	\$8,432

The graph below shows major filer spending over the last year.



## H. Looking Ahead

The deadline for filing quarterly reports regarding activity in the fourth quarter of 2022 is January 31, 2023. 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 (Q3 2022)*
- B Highest Paying Clients (Q3 2022)*

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
1. DLA Piper LLP (US)	\$1,556,754	5825 W. Sunset, LLC	\$3,585	Landmark Properties, Inc.	\$26,186
		Altman Apartments LLC	\$0	Lowe Enterprises Real Estate Group, Inc.	\$4,160
		Amplify Development Co.	\$6,059	LSA Capital, Inc.	\$0
		Arc Capital Partners LLC	\$0	Manulife Investment	\$9,341
		Atlas Capital Group, LLC	\$59,581	MR Real Estate, LLC	\$171,923
		BARDAS Investment Group	\$763,964	MREC HD Blake Street	\$19,584
		Barlow- MREC HD Elysian Park, LLC	\$0	O'Brien Machinery, Inc.	\$6,000
		Bastion Development Corporation	\$19,861	Platform Ventures	\$12,029
		Behrstock Properties LP	\$6,075	Prana Investments	\$0
		Bonnis Properties Cal 701 LP	\$0	Prime/CRDF Mission Hills, LLC	\$0
		Borstein Enterprises	\$0	Retail Branches	\$40,575
		California Landmark Group	\$0	Rising Realty Partners	\$0
		Champion Real Estate Company	\$83,086	Roundhouse	\$503
		Crossroads SPV II	\$0	RWBP Highland, LP	\$0
		Crossroads SPV III	\$0	San Pedro SFR Owner LLC	\$0
		Crossroads SPV IV	\$113,483	Skid Row Housing Trust	\$0
		Crossroads SPV LLC	\$0	Summer Land Partners Group, Inc.	\$0
		Crown Group Holdings Pty Ltd	\$0	Tailor Lofts, LLC	\$3,219
		Equity LifeStyle Properties	\$0	Taylor Morrison of California, LLC	\$11,646
		Estate Four	\$42,355	The General Investment and Development Co. (GID)	\$0
		Geneva Street Partners Company, LLC	\$0	The Panorama Group	\$17,675
		Harridge Development Group, LLC	\$92,455	The Panorama Group, Inc.	\$0
		Hythum Kiswani	\$0	Ventus Group	\$28,139
		Ian Schrager Company	\$15,272	Westland Partners, Inc	\$0
		KB Home	\$0		
2. Englander Knabe and Allen	\$1,123,774	7-Eleven, Inc.	\$0	Klinedinst PC	\$0
		830 Fairfax Owner II, LLC	\$2,888	KPMG LLP	\$15,000
		Accela, Inc.	\$15,000	LA Blue	\$3,349

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
2. Englander Knabe and Allen (continued)	\$1,123,774	AECOM	\$8,000	La Terra Development LLC	\$73,975
		Air Products and Chemicals, Inc.	\$21,000	Landify ECT Corporation	\$6,750
		American Wood Council	\$18,000	Laurence School	\$3,550
		Anheuser-Busch Companies, LLC	\$15,000	LAZ Parking California LLC	\$0
		AT&T Enterprise Services (AT & T and its affiliates)	\$12,000	Malibu Green	\$0
		Avaya, Inc.	\$11,250	Modern Animal, Inc.	\$26,550
		Bardack, Steve	\$8,000	N N N Productions	\$1,300
		BNSF Railway Company	\$9,000	Neighbors for Hillside Safety	\$15,000
		Boingo Wireless, Inc.	\$30,000	Nike	\$5,113
		Boomboxx Entertainment Companies, LLC	\$5,000	Official Police Garage Assn of LA	\$37,500
		Booster Fuels, Inc.	\$22,500	Onni Contracting (CA) Inc.	\$30,000
		Calmet Corp.	\$0	Osmose Utilities Services, Inc.	\$13,500
		CHSP Los Angeles, LLC dba Hilton Checkers	\$39,000	PCMC	\$32,000
		City of Paramount	\$0	Petteway Management Group, LLC	\$0
		Clark Construction Group - California, LP	\$2,500	PSS West L.A., LLC	\$62,750
		Coca Cola Bottling USA	\$7,500	Qualtrics Inc	\$6,375
		Columbia Care, LLC	\$1,175	R.O.M. Investments, Inc.	\$4,000
		Conduent	\$24,000	RSI Group, Inc.	\$141,000
		Crowdstrike, Inc.	\$16,000	Saltchuk Resources, Inc.	\$5,000
		Deloitte Consulting LLP	\$27,000	SAP Public Services, Inc.	\$6,750
		Elevance Health, Inc. (FNA Anthem, Inc.)	\$12,000	Silverstein Properties LLC	\$0
		Enenstein Pham & Glass, LLP	\$0	Skinny Labs Inc., dba Spin	\$0
		Enterprise Rent-A-Car Company of Los Angeles	\$19,125	So. California Health & Rehabilitation Program, Inc.	\$22,500
		Equinox Fitness Studio City, Inc	\$10,000	Splunk Inc.	\$10,000
		Everytable, PBC	\$18,000	Sportsmen's Lodge Owner, LLC	\$22,500
		Fairfield Kittridge, LLC	\$0	Terrace Restaurant and Lounge, Inc	\$5,488

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
2. Englander Knabe and Allen (continued)	\$1,123,774	Fenix Marine Services	\$24,000	The Relief Collective	\$0
		Flyshare, Inc.	\$0	Third Pulse, LLC	\$2,700
		Gemdale USA Corporation	\$15,400	Tobacco Free Kids Action Fund	\$7,500
		Generation Real Estate Partners, LLC	\$7,500	Total Transportation Services - TTSI	\$30,000
		GreenQuest Energy Development, LLC	\$12,000	United Taxi	\$8,000
		Halo Collective Inc.	\$0	Universal Technical Institute, Inc.	\$10,000
		HDR Engineering, Inc.	\$21,000	URW Airports, LLC (f/k/a Westfield Airports, LLC)	\$40,000
		HealthRIGHT 360	\$0	URW Development Services	\$4,175
		Hi Hi Heel Productions	\$0	Waste Management Inc.	\$10,813
		Jess Chen	\$8,050	Westfield Property Management, LLC	\$0
		Katchko, Vitiello, Karikomi, PC on behalf of their client Southern California Collective	\$0	World Wide Technology, LLC	\$18,750
		Katchko, Vitiello, Karikomi, PC on behalf of their client Universal Collective	\$0		
3. Sheppard, Mullin, Richter & Hampton LLP	\$990,981	1600 Hudson, LLC	\$0	Go For Broke National Education Center	\$0
		5B Enterprises	\$0	Gopuff	\$36,597
		6000 SV Holdings LLC	\$0	Holland Partner Group	\$123,079
		606 N. Western LLC.	\$5,460	Hollywood Forever Cemetery	\$19,718
		9712 Oak Pass Road LLC	\$450,000	Hollywood International Regional Center	\$67,492
		AIR Communities	\$0	Hudson Pacific Properties, Inc.	\$0
		Alliance Ground International	\$21,476	Jonathan Rose Companies	\$0
		Angels Landing Partners, LLC (formerly Peebles Corporation, The)	\$0	Lightstone DTLA, LLC	\$16,890
		Automobile Club of Southern California	\$14,394	LLJ Adler Warner	\$0
		Azure Development, Inc.	\$0	MOB Hotels & Compagnie LLC	\$7,653
		Brookfield Properties Development LLC	\$123,951	Our Lady of Mt. Lebanon	\$0



## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
3. Sheppard, Mullin, Richter & Hampton LLP (continued)	\$990,981	Brookfield Properties Management (CA) Inc.	\$0	Primestor Development, Inc.	\$33,802
		Capital Hall Partners	\$0	Sandstone Properties	\$18,615
		Continuum Partners	\$32,630	TA Los Angeles 443 SSS LP	\$0
		Daylight Community Development	\$0	Tensley Wines, Inc.	\$1,585
		Elkwood LLC	\$1,624	The True Life Companies	\$10,000
		Equitas Academy	\$0	Topa Equities	\$0
		Fox Investment Company, LLC dba Los Angeles Theatre	\$6,017	Venus Over Manhattan	\$0
		Girls Athletic Leadership School	\$0	Warner Center Gardens Limited	\$0
4. Armbruster Goldsmith & Delvac LLP	\$713,795	5420 Sunset Venture, LLC	\$47,088	La Terra Development, LLC	\$0
		6767 W Sunset Blvd LLC dba CMNTY Culture Campus	\$9,259	Landmark Properties, Inc.	\$1,493
		6th & Alameda LLP	\$354	Leon Capital Group	\$6,456
		9500 Pico LLC	\$2,717	M&A Real Estate Partners LLC	\$0
		Abington Emerson	\$13,169	MGA North LLC	\$0
		ABS Properties, Inc.	\$4,381	Midwood Investment & Development	\$0
		AEG	\$113,468	Milken Community Schools	\$10,484
		Amidi Group	\$2,936	MLM Group LLC	\$386
		Amoroso Company	\$0	Next Century Associates, LLC	\$7,705
		Artisan Ventures	\$0	Oakmont Capital	\$0
		Asset 1 Holdings, LLC	\$236	ONNI Group Contracting (California) Inc.	\$19,794
		Belmont Village Senior Living	\$663	P&L Figueroa Investors, LLC	\$3,683
		Bolour	\$7,792	Palisades Capital Partners	\$100,322
		Brentwood School	\$8,853	Playa Capital Company, LLC	\$393
		Brookfield Properties Development LLC	\$0	PSS West L.A., LLC	\$7,962
		BWC/St. Andrews LP	\$13,100	RAR2-Villa Marina Center CA, LLC	\$5,399
		California Landmark	\$1,299	Related California	\$5,749
		Campbell Hall School	\$3,966	Rose Avenue Capital	\$0

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
4. Armbruster Goldsmith & Delvac LLP (continued)	\$713,795	Canfield Development, Inc.	\$0	Round Room Live	\$0
		Carmel Partners	\$8,085	Sares Regis	\$4,940
		Century Investment LLC	\$5,975	Skya Highland Park Partners II, LLC	\$4,043
		CGI Strategies	\$8,324	Sonder	\$0
		City Market of Los Angeles	\$1,438	Spieker Realty Investments	\$0
		CityView	\$0	Stephen Wise Temple	\$4,374
		Culver Crossings Properties LLC	\$64,685	Sutter, Gary & Vera	\$0
		Cypress Equity	\$0	The Buckley School	\$14,853
		Cypress Equity Investments	\$1,834	The Hanover Company	\$0
		Devenney Group, Ltd.	\$440	The Mirman School	\$2,589
		Frost/Chaddock Developers, LLC	\$0	Tishman Speyer	\$22,693
		G.H. Palmer	\$8,374	Trammell Crow	\$69,354
		GPI Companies	\$4,428	TriStar Realty Group, LLC	\$5,646
		GRT Portfolio Properties	\$0	Uncommon Development	\$16,454
		Grubb Properties	\$0	University of Southern California	\$11,741
		IMT Capital LLC	\$0	Vantage Property Investors	\$14,031
		Jade Enterprises	\$35,304	Westmark School	\$2,297
		Jamison Properties, LP	\$220	Wiseman Residential	\$139
		Kaplan Development Group	\$2,429	WS Communities	\$0
		Karma Company, LLC	\$0	Yorkwood LLC	\$0
5. Craig Lawson & Co., LLC	\$682,324	1784 Capital Holdings LLC	\$6,109	Mosaic Development Group	\$76
		860 Highland Associates LLC	\$0	Motion Picture Industry PHP	\$0
		A Community of Friends	\$0	Museum Associates	\$3,406
		Abbey Road, Inc.	\$0	National Community Renaissance of CA	\$39,960
		Abode Communities	\$7,366	National Real Estate Development LLC	\$69,764
		AD Sharp US	\$20,322	Our Lady of Mt. Lebanon	\$741
		AECOM Technical Services	\$0	Overton Moore Properties	\$16,545
		Allies for Every Child, Inc.	\$6,460	P.V.A. Investments, LLC	\$0
		Amidi Group	\$53,190	Pacific Springs LLC	\$43,258

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
5. Craig Lawson & Co., LLC (continued)	\$682,324	Angel City Properties LLC	\$7,726	Palisades Capital Partners LLC	\$659
		B & F Associates	\$2,699	Parish of St. Matthew	\$1,623
		Baldwin Hills Motor Inn, Inc.	\$583	Pico Union Housing Corp.	\$716
		Calmart Sub I, LLC	\$64	Rexford Industrial Realty	\$54,044
		Capacity Power Group, LLC	\$6,250	Roque & Mark Co.	\$0
		Century Housing Corp	\$12,685	Shoreham Capital LP	\$0
		Children's Hospital Los Angeles	\$12,684	Somito Capital LP	\$7,629
		Confluent Development LLC	\$30,941	SRO Housing Corp.	\$17,101
		Eiden Inc.	\$6,047	Summit Western Limited, LLC	\$6,836
		Flexible PSH Solutions	\$0	TAP Worldwide	\$10,438
		Freeman Group	\$3,272	The City Market of Los Angeles	\$3,113
		Greenbergs-Rosen, a Partnership	\$3,846	Thrifty Oil Co.	\$14,399
		Hessed Development Inc.	\$9,648	Tower Investments Group LLC	\$5,896
		Holland Partners	\$412	Triumph Management	\$14,174
		Ikar	\$5,656	Urbanspace	\$11,891
		Jacmar Partners	\$9,585	Value Schools	\$10,730
		Jamison Properties LP	\$14,697	Vermont Real Estate Properties LLC	\$4,307
		Kirby Manor Corp	\$16,054	Volunteers of America	\$65,073
		LA Family Housing	\$0	Walter N Marks Inc	\$38,047
		Mercy Housing	\$0	West Hollywood Community Housing Corp.	\$0
		Merlin Entertainments Ltd.	\$2,463	Yavneh Hebrew Academy	\$3,139
6. MAX DEVELOPMENT LLC dba threeSixty	\$540,894	A Community of Friends: 114-16 Lorena St ACOF-001P	\$0	Mani Brothers Real Estate Group	\$1,511
		Apex Reaty Inc	\$500	Mark Juncosa	\$988
		Aragon Properties, Ltd	\$7,719	Maxxam LLC	\$0
		Aroma Cafe	\$8,181	May Lindstrom	\$1,138
		Atrio Venice LLC	\$0	McCormack Baron Salazar Development	\$2,394
		Bhagat Investments, Inc.	\$0	MDM Investments Group	\$0
		Black Equities Group	\$34,268	Midwood Investment & Development	\$0

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
6. MAX DEVELOPMENT LLC dba three6ixty (continued)	\$540,894	Blue Coast Inc.	\$0	MLL Capital:640 S San Vicente MLL-001	\$0
		Bolour Associates	\$20,955	Moss and Company	\$0
		Botanical Hospital Group	\$0	New LA Charter	\$0
		Brasa Capital	\$175	Nine Oak Investments	\$3,156
		Cape Point Development	\$0	Norman Family LP	\$0
		CDSA Investments, Inc.	\$0	Olson Urban Partners	\$0
		Century Housing	\$0	Orion Capital	\$0
		CIM Group	\$7,456	Oxford Capital Group LLC	\$0
		Cityview LLC	\$19,911	Pan Am Equities	\$0
		CK Development	\$1,756	Park Place Investmt Hldg:6753 Selma PPIH-001	\$0
		Community Corporation of Santa Monica	\$0	Path Ventures	\$315
		Comstock Homes	\$1,911	PAX Urban Partners	\$1,531
		Crescent Capital Partners	\$0	Praxis Development Group	\$11,486
		Cypress Equity	\$5,994	RBM of California	\$2,256
		D & M Steel	\$0	Relevant Group	\$28,796
		Daylight Community Development	\$0	Renaissance Arts Academy	\$0
		Decro Corporation	\$0	Robhana Group	\$0
		Domus Development LLC	\$8,223	RSE Capital Partners	\$6,608
		EIP001 Hope LLC	\$22,418	Senior Housing Partners	\$4,539
		Fifteen Group	\$0	Sentinel Peak Resources California	\$0
		Firestone Walker	\$1,175	Skansa USA Community Development	\$6,688
		Geneva Street Partners	\$22,554	Sonder USA Inc.	\$5,355
		Greenlawn Development LLC	\$0	Starkwood Inc.	\$0
		GRUBB Properties	\$32,344	Taylor Aquities	\$0
		GTM Holdings LLC	\$3,610	The Actor's Fund	\$8,106
		Haroni Investments Inc.	\$29,206	The Athletic Body	\$0
		Hawkins Way Properties LLC	\$8,379	Tishman Speyer	\$11,909
		Hollenbeck Palms	\$0	Toll Brothers Inc.	\$0
		Hollywood Community	\$5,094	Tom Safran & Associates	\$63,510
		Homey Heritage	\$0	Tova Capital	\$0

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
6. MAX DEVELOPMENT LLC dba three6ixty (continued)	\$540,894	HPA, Inc.	\$0	Tradewinds LLC	\$6,580
		Hugo, Edith	\$0	Trinity Investments	\$0
		In and Out Burger	\$26,630	United Building Company	\$0
		Investors Management Co	\$0	Urth Caffè	\$0
		Jewish Federation of Greater LA	\$646	Viramontes, Enrique	\$0
		Johar Properties LLC	\$1,871	Welbrook Senior Living	\$9,141
		John Stanley	\$4,962	West Hollywood Community Housing	\$21,209
		Johnson Development Associates	\$6,594	West Modular	\$0
		JRMC Real Estate, Inc.	\$0	Woodland Investments	\$0
		Klinedinst PC	\$0	WORKS	\$8,425
		KSLB Holding LLC	\$8,869	Wynkoop Properties LLC	\$3,565
		Lantana Development Company	\$0	Yardsworth, Inc.	\$950
		Legacy 21 LLC	\$5,159	Young S Kim	\$34,181
		Leonard, Scott	\$0	Zephyr Acquisitions	\$0
		Linc Housing Corp	\$0		
7. TChoi and Associates	\$522,894	Chick-Fil-A	\$197,488	Englander Knabe & Allen on behalf of N.N.N. Productions	\$975
		englander knabe & allen on behalf of chsp los angeles	\$30,570	Englander Knabe & Allen on behalf of PSS West	\$49,833
		Englander Knabe & allen on behalf of Equinox Holding	\$7,500	Englander Knabe & Allen on behalf of ROM investments	\$3,144
		Englander Knabe & Allen on behalf of Fairfield Kittridge, LLC	\$0	Englander Knabe & Allen on behalf of RSI Group	\$109,736
		Englander Knabe & Allen on behalf of Gemdale USA	\$11,967	Englander Knabe & Allen on behalf of Silverstein Properties	\$0
		Englander Knabe & Allen on behalf of Hi Hi Heel Productions	\$0	Englander Knabe & allen on behalf of Terrace Restaurant	\$4,275
		Englander Knabe & Allen on behalf of LaTerra Properties	\$66,923	Englander Knabe & Allen on behalf of URW Development Services	\$3,095
		Englander Knabe & Allen on behalf of Laurence School	\$2,688	Next Century Partners, LLC	\$0

# TOP 10 HIGHEST PAID LOBBYING FIRMS

Based on Client Payments Reported as Received in Q3 2022

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
7. TChoi and Associates (continued)	\$522,894	Englander Knabe & Allen on behalf of Modern Animal	\$21,203	Western Avenue Capital Real Estate Partners LLC	\$13,500
8. Kindel Gagan	\$520,675	ABM	\$19,500	Greater Los Angeles Zoo Association	\$40,000
		Alchemy Media	\$7,500	Hudson Group	\$12,000
		Amazon	\$18,000	Ketter Construction	\$15,000
		American Chemistry Council	\$16,328	Kilroy Realty Corp	\$844
		AT&T	\$39,600	L.A. Chrysler, Dodge, Jeep, Ram	\$38,077
		Atlas	\$12,000	La Cienega Triangle LLC	\$0
		Aviation Facilities Company Management	\$7,500	Linde	\$12,000
		Bardas Investment Group	\$3,000	London & Gonzalez Advocacy on behalf of the Recording Industry Assoc. of America	\$18,750
		Brandon Steven Motors	\$42,030	Mirman School	\$0
		California Hotel & Lodging Association	\$17,500	Noakes Land Venture, LLC c/o REDA	\$9,827
		California Sign Association	\$1,500	Reef Technology	\$20,075
		Cannon Building	\$77	STV Group Inc.	\$10,000
		DWP Mgmt Employees Assn	\$20,000	Swedish Match North America LLC	\$15,333
		EVgo	\$19,500	Swissport USA, Inc.	\$10,000
		Exelon Generation Company, LLC	\$15,000	TADG Real Estate Group, LLC	\$0
		Felix Chevrolet on behalf of The Shammas Group	\$24,125	Transdev North America, Inc.	\$8,438
		Geosyntec Consultants	\$20,000	Troller Mayer Associates, Inc.	\$1,972
		Go Rentals	\$0	United Airlines	\$22,500
		Greater LA New Car Dealers Assn	\$2,700		
9. Mayer Brown LLP	\$503,878	1601 Venice, LP	\$0	PHR LA Mart LLC	\$0
		7577 Foothill, LLC	\$0	PR2020, LLC	\$0
		AG-SCH 8150 Sunset Boulevard Owner, L.P.	\$0	Prologis, Inc.	\$19,815
		AvalonBay Communities, Inc.	\$0	Rescore Hollywood LLC	\$0
		Cahuenga Vine Properties II, LLC	\$0	Rescore Koreatown, LLC	\$0
		Clark Construction Group - California, LP	\$0	Seward Partners LLC	\$55,008

## TOP 10 HIGHEST PAID LOBBYING FIRMS

*Based on Client Payments Reported as Received in Q3 2022*

Firm	Total Amount Received	Client	Amount Paid to Firm	Client	Amount Paid to Firm
9. Mayer Brown LLP (continued)	\$503,878	Community Builders Group, LLC	\$0	Sierra Canyon High School Foundation	\$2,550
		CP LA Cold Storage Land, LLC	\$66,065	SR Partners, LLC	\$515
		Five Points, LP	\$0	Summit Media LLC	\$11,550
		Harvard-Westlake School	\$77,133	Sun Hill Properties, Inc.	\$1,513
		Jamison Properties, LP	\$0	The Laurence School	\$0
		LIG – 900, 910 and 926 E. 4th St., 405-411 S. Hewitt St., LLC	\$61,103	The Post Group, Inc.	\$48,214
		Maxxam Enterprises	\$16,030	The Star LLC	\$33,194
		MCAF Vine LLC	\$87,877	Thrifty Oil Company	\$0
		Mitsui Fudosan America, Inc.	\$13,040	Watt Investment Partners, LLC	\$968
		Noel Chi, L.P.	\$9,303	West LA Commons, LLC	\$0
10. M Strategic Communications	\$494,500	ADOBE SYSTEMS	\$0	IKE Smart City, LLC	\$20,000
		AIRBNB	\$15,000	JADE ENTERPRISES, LLC	\$10,000
		ALLVISION	\$20,000	JAMISON PROPERTIES	\$22,500
		AMAZON WEB SERVICES	\$11,000	LAFC SPORTS, LLC	\$20,000
		ANAERGIA SERVICES, LLC	\$20,000	LOS ANGELES DODGERS	\$15,000
		CA APARTMENT ASSOCIATION	\$30,000	NETFLIX	\$30,000
		CITY STORAGE SYSTEMS, LLC	\$0	PASSPORT	\$15,000
		COHEN GOLDSEIN INVESTMENT (CGI) STRATEGIES	\$40,000	PLAINS MARKETING, L.P.	\$10,000
		DART CONTAINER CORPORATION	\$21,000	PSA HEALTH, LLC / BLUESTONE	\$0
		EDF RENEWABLE ENERGY	\$70,000	SA RECYCLING LLC	\$0
		FISERV	\$10,000	SHRYNE GROUP	\$30,000
		HNTB CORPORATION	\$5,000	TISHMAN SPEYER	\$30,000
		HUDSON PACIFIC PROPERTIES	\$40,000	VELLA GROUP	\$10,000

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported as Made for Q3 2022*

Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
1. BARDAS Investment Group	\$773,777	DLA Piper LLP (US)	\$259,426	6101-6111 Melrose Ave	City Council; Neighborhood Councils; City Planning
			\$188,414	1200 Cahuenga creative office development [N/A]	Neighborhood Councils; City Planning
			\$125,753	Sears (5601 Santa Monica Blvd) creative office and studio campus development [N/A]	Water & Power (DWP); City Planning; Neighborhood Councils
			\$123,768	TVC creative office and studio development [N/A]	City Council
			\$66,603	1149 Las Palmas creative office development [N/A]	City Planning
			\$0	6344 Fountain	No agencies indicated
			\$0	712 Seward	No agencies indicated
			\$0	General Real Estate	No agencies indicated
		3D Networks Corp., Inc.	\$6,813	Community Outreach Planning Matter	City Council; Neighborhood Councils
		Kindel Gagan	\$3,000	Obtaining water and power service @ 712 Seward St & 6344 Fountain Ave in Los Angeles	Water & Power (DWP)
			\$0	Bardas Investment Group Assistance with DWP for project [N/A]	No agencies indicated



## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported as Made for Q3 2022*

Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
1. BARDAS Investment Group (continued)	\$773,777	Kimberlina Whettam & Associates	\$0	DAS Plan Check/Fountain & Cahuenga Requested assistance from LADBS DAS Supervisor regarding intervening on behalf of non-responsive DAS Plan Checker. [N/A]	Building and Safety
2. 9712 Oak Pass Road LLC	\$495,000	Sheppard, Mullin, Richter & Hampton LLP	\$450,000	The Retreat Hotel and residential estates [CPC-2018-1506-GPA-VZC-SP-SPP-SPR]	Mayor; City Council; Building and Safety; City Planning; Fire (LAFD)
		Golden State Advocates LLC	\$22,500	The Retreat Zoning Amendment	City Planning; Neighborhood Councils; City Council; Mayor; Transportation (LADOT, DOT)
		The Santa Maria Group	\$22,500	Development Consulting/Entitlement Development Consulting/Entitlement [n/a]	City Planning; City Council
3. Englander Knabe & Allen	\$355,593				
<i>on behalf of RSI Group</i>		TChoi and Associates	\$109,736	Permitting finalizing Permitting issues [N/A]	Building and Safety
<i>on behalf of PSS West</i>			\$49,833	Permitting and plan check Permitting and plan check [N/A]	Fire (LAFD)
<i>on behalf of LaTerra Properties</i>			\$31,772	Due Diligence	Building and Safety
<i>on behalf of chsp los angeles</i>			\$30,570	permit issues Permit records and discrepancies correction [N/A]	Building and Safety
<i>on behalf of LaTerra Properties</i>			\$25,500	12575 Venice / 12444 Venice	Building and Safety
<i>on behalf of Modern Animal</i>			\$21,203	Permit facilitation with planning for clearance summary sign off for permit [N/A]	City Council; Building and Safety; City Planning

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported as Made for Q3 2022*

Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
3. Englander Knabe & Allen (continued)	\$355,593				
<i>on behalf of Gemdale USA</i>		TChoi and Associates	\$11,967	Development	Water & Power (DWP); City Council
<i>on behalf of Equinox Holding</i>			\$7,500	Inspection and Permitting issues Facilitate inspection and permit sign off for TCO [N/A]	Fire (LAFD); Building and Safety
<i>on behalf of LaTerra Properties</i>			\$5,729	4900 Hollywood Blvd.	City Council
<i>on behalf of Terrace Restaurant</i>			\$4,275	Permit LAPD Cafe live entertainment permit [N/A]	Police (LAPD)
<i>on behalf of LaTerra Properties</i>			\$3,922	4850 Hollywood Blvd.	City Council
<i>on behalf of ROM investments</i>			\$3,144	Permitting and Inspections Permitting and Inspection Clarification [N/A]	Building and Safety
<i>on behalf of URW Development Services</i>			\$3,095	Permitting and plan check and inspections Permitting and plan check and inspections [N/A]	Building and Safety
<i>on behalf of Laurence School</i>			\$2,688	13639 W Victory Blvd, Valley Glen, CA 91401	No agencies indicated
<i>on behalf of N.N.N. Productions</i>			\$975	1509 Mateo St.	No agencies indicated
<i>on behalf of LaTerra Properties</i>			\$0	1100 W. Temple	No agencies indicated
<i>on behalf of Fairfield Kittridge, LLC</i>			\$0	Permit Issue U permit facilitation with LADOT , Public Works [N/A]	No agencies indicated
<i>on behalf of Hi Hi Heel Productions</i>			\$0	2001 E. 7th Street	No agencies indicated
<i>on behalf of Silverstein Properties</i>			\$0	Permitting facilitation with LAFD on renovation permits [N/A]	Building and Safety; Fire (LAFD)
<i>on behalf of Deloitte Consulting LLP</i>		Kathy Jones Irish Consulting, LLC	\$14,250	LADWP Consulting and Advisory Services	Water & Power (DWP)
<i>on behalf of Osmose Utilities Services, Inc.</i>			\$9,450	Contract Execution	Water & Power (DWP)

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported as Made for Q3 2022*

Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
3. Englander Knabe & Allen (continued)	\$355,593				
<i>on behalf of World Wide Technology, LLC</i>		Kathy Jones Irish Consulting, LLC	\$7,500	Technology IT Solutions [n/a]	Water & Power (DWP)
<i>on behalf of Third Pulse LLC</i>			\$1,755	333 S. Boylston St. electrical permit assistance [n/a]	Water & Power (DWP)
<i>on behalf of Petteway Management Group, LLC</i>			\$0	Local Business Certification Assist client in completing for Local Business certification. [n/a]	No agencies indicated
<i>on behalf of AECOM</i>			\$0	Engineering and Design Services	No agencies indicated
<i>on behalf of Enterprise</i>			\$0	Fleet Services / EV Fleet Vehicle [N/A]	No agencies indicated
<i>on behalf of Qualtrics Inc.</i>			\$0	Experience Management Software Experience Management Software [N/A]	Water & Power (DWP)
<i>on behalf of American Wood Council</i>		Dragonfly Public Affairs	\$7,500	related to wood construction materials Oppose continued restrictions on safe and effective building materials approved by the State of California for use in new constructions [CF# 19-0603 ]	City Council
<i>on behalf of Coca Cola</i>			\$0	Related to the circular economy + plastic Seeking approval for continued use of recycled PET for beverages. [CF# 21-0064]	No agencies indicated
EKA		Matthew A Goulet	\$3,231	Research and Strategy for Lot Split and SB9 Providing consulting and processing services toward ministerial urban lot split [N/A]	City Planning
			\$0	Research into various improvements and entitlements Performing research into entitlements necessary to permit various remodel scenarios of US Bank Tower [N/A]	No agencies indicated

## TOP 10 HIGHEST PAYING CLIENTS

*Based on Aggregate Client Payments Reported as Made for Q3 2022*

Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
4. Chick-Fil-A	\$236,025	TChoi and Associates	\$109,688	Outreach, Entitlement Strategy	City Council
			\$22,700	Permitting Permitting and entitlements [N/A]	City Planning; Public Works, Engineering
			\$14,600	LADWP Permitting LADWP Permitting [N/A]	Building and Safety
			\$11,000	Permitting Public works permits for water testing in street [N/A]	Public Works, Engineering
			\$10,100	entitlements and permitting entitlement approval for restaurant [N/A]	City Council
			\$8,500	Entitlements and permitting Zoning approval for restaurant [N/A]	Transportation (LADOT, DOT)
			\$7,900	Entitlement and permitting Facilitation with Planning and City Council	City Council
			\$7,200	20101 Ventura Blvd	City Council
			\$5,800	17660 Ventura Blvd	City Council
			\$0	Permittng issue Permitting and approvals [N/A]	No agencies indicated
		Pacific Crest Consultants	\$18,082	Commercial Property/5043 Van Nuys/Hesby N/A [N/A]	Building and Safety; Dept of Neighborhood Empowerment (DONE); City Planning
			\$6,695	Commercial Property/5440 Century N/A [N/A]	City Planning; Building and Safety; Dept of Neighborhood Empowerment (DONE)
			\$5,838	Commercial Property/2925 Los Feliz N/A [N/A]	Building and Safety; Dept of Neighborhood Empowerment (DONE); City Planning

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Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
4. Chick-Fil-A (continued)	\$236,025	Pacific Crest Consultants	\$3,768	Commercial Property/9048 Balboa N/A [N/A]	City Planning; Building and Safety; Dept of Neighborhood Empowerment (DONE)
			\$3,480	Commercial Property Plan for approval for existing quick serve restaurant [N/A]	Building and Safety; Dept of Neighborhood Empowerment (DONE); City Planning
			\$675	Commercial Property/2913 Broadway N/A [N/A]	Building and Safety; Dept of Neighborhood Empowerment (DONE); City Planning
			\$0	Commercial property N/A [N/A]	No agencies indicated
			\$0	Commercial Property/Eagle Rock N/A [N/A]	No agencies indicated
5. Clear Channel Outdoor	\$235,490	Actum I, LLC	\$175,000	Issue related to digital boards	Mayor; City Council
		Kirra, LLC	\$45,000	Outdoor Advertising	City Planning; City Council; Mayor
		Afriat Consulting Group Inc	\$15,490	Assist with securing permits and other issues regarding outdoor advertising	City Council
		David Gershwin Consulting	\$0	Outdoor Advertising Issues [FILE11-1705]	No agencies indicated
		Latham & Watkins LLP	\$0	Assist client in connection with outdoor advertising issues.	No agencies indicated
6. Holland Partner Group	\$229,897	Sheppard, Mullin, Richter & Hampton LLP	\$123,079	3rd and Fairfax Entitlements for mixed-use residential and commercial development	Transportation (LADOT, DOT); City Planning; City Council
		Loeb & Loeb LLP	\$53,855	1911 Sunset	City Planning; City Council; City Attorney
		Irvine and Associates, Inc.	\$29,398	New Mixed-Use Development Proposed new mixed-use residential and commercial development [CPC-2020-3140-CU-MCUP-DB-SPR-HCA]	City Council; City Planning

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Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
6. Holland Partner Group (continued)	\$229,897	Irvine and Associates, Inc.	\$6,150	New Mixed-Use Development Assistance with Lot Line Adjustment [N/A]	City Planning
			\$2,004	New Mixed-Use Development Assistance with signage application [N/A]	City Planning; Building and Safety
			\$0	Mixed Use Development Entitlements for a new mixed-use residential and commercial development [ZA-2020-2595-ZAD-SPR-HCA]	No agencies indicated
			\$0	Research Land use research and coordinate city department meetings for a potential new project. [N/A]	No agencies indicated
		Eric Shabsis Public Affairs	\$15,000	Town & Country Center Entitlement Re-entitlement of the Town & Country Shopping Center to include a residential mixed use development project	Mayor; City Council; Neighborhood Councils; City Planning
		Craig Lawson & Co., LLC	\$412	Mixed Use Project	City Planning
		Strategies 360	\$0	Land Use, Development, HCD Projects & Policies	No agencies indicated
7. Hackman Capital Group	\$198,554	Park & Velayos	\$198,310	Radford Studio Center. [N/A]	No agencies indicated
		Trifiletti Consulting, Inc.	\$244	CBS Studio Center	Water & Power (DWP)
8. Television City Studios, LLC	\$177,348	Advocacy	\$124,750	Television City Studios Masterplan	City Council; Neighborhood Councils
		Burns & Bouchard, Inc.	\$19,471	Television City Specific Plan	Public Works, Engineering; City Planning; Neighborhood Councils
		Vectis Strategies, LLC	\$14,098	Television City Expansion	City Council; Mayor
		Park & Velayos	\$7,687	Television City matter	City Council; City Planning; Transportation (LADOT, DOT)

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Client	Total Payment Reported	Firm	Payment Received	City Matter	Agencies Lobbied
8. Television City Studios, LLC (continued)	\$177,348	Sunkin Group, LLC	\$6,667	Land use entitlements and permitting Television City Expansion [N/A]	Mayor; City Council; City Planning
		Trifiletti Consulting, Inc.	\$4,675	Television City Campus at 7800 Beverly Blvd.	Transportation (LADOT, DOT)
9. MR Real Estate	\$171,923	DLA Piper LLP (US)	\$171,923	Avenue 34 Entitlements	City Attorney; City Council; Building and Safety; City Planning; Recreation & Parks
10. Hines	\$163,293	Allen Matkins Leck Gamble Mallory & Natsis LLP	\$141,758	6000 Hollywood Boulevard (390889.00004)	Public Works, Engineering; City Planning; Building and Safety
		Marathon Communications Inc	\$19,535	Development of the Toyota of Hollywood parcels Development of the Toyota of Hollywood parcel at 6000 Hollywood Blvd, Los Angeles 90028 [N/A]	City Council; City Planning
		Burns & Bouchard, Inc.	\$2,000	AI Violet, LLC Proposed office building [CPC-2021-2231-GPA-VZC-HD-VCU-SPR, VTT-83382, ENV-2021-2232-EAF ]	City Council; Building and Safety; Fire (LAFD); Neighborhood Councils; City Planning; Public Works, Engineering; Public Works, Sanitation; Transportation (LADOT, DOT); Public Works, Street Services; Water & Power (DWP)
		Kimberlina Whettam & Associates	\$0	Lane Closure - West Edge Lane Closure [N/A]	No agencies indicated