

## The sharpest shooters on K Street

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In part one of our annual listing of Washington's top lobbyists last week, The Hill focused on trade associations and interest-group lobbyists.

This week we highlight the best K Street has to offer from the corporate side and among so-called "hired guns" from lobbying and law firms.

The lists are determined through conversations with members of Congress, key aides and lobbyists themselves.

### Top Hired Guns:

**Gary Andres, Dutko Worldwide** A former lobbyist for the first Bush administration, Andres has maintained close ties to Republicans as Dutko has grown into a perennial top-10 lobbying firm.

**Dick Arney, Piper Rudnick Gray Cary** The irascible former House majority leader is signed on to a plethora of his firm's clients, but the Texan just might get GOP lawmakers' more rapt attention in his role as chairman of FreedomWorks, the conservative grassroots group.

**John Ashcroft, The Ashcroft Group** With lead lobbyist Juleanna Glover Weiss, the former attorney general and Missouri senator has, in just 11 months, built a lucrative base of clients, including the Israeli government.

**Charles Black, BKSH & Associates** Black is a major GOP political strategist, having worked for the Reagan and first Bush administrations. He has an extraordinary amount of access to Washington's political players.

**David Bockorny, Bockorny Petrizzo** Bockorny is a former Reagan White House staff member who now heads the bipartisan firm. Business is booming for Bockorny Petrizzo, adding a whole list of new clients, including Amazon.

**Tommy Boggs, Patton Boggs** His namesake firm continues to outpace the competition, raking in \$37 million in lobbying revenue last year. And smooth-operating former Sen. John Breaux (D-La.) is now allowed to cajole his former colleagues in Congress.

**Dan Boston, Health Policy Source** Boston may not have the name recognition of some of the heavy hitters on this list, but his knowledge and access to inside information make him a formidable resource for his clients.

**Chuck Brain, Capitol Hill Strategies** President Bill Clinton's former House lobbyist is a regular fixture in the halls of Congress and a favorite when big business needs a Democrat to take their message to the Hill.

**Al Cardenas Tew Cardenas** The former chairman of the Florida Republican Party has continued to expand his Washington office by hiring big names, such as former State Department official Roger Noriega.

**Gerald Cassidy, Cassidy and Associates** Cassidy's 30-year-old practice is the third largest firm on K Street, grossing \$6.8 million in 2005.

**Kirsten Chadwick, Fierce, Isakowitz and Blalock** As a legislative affairs staffer in the White House under Nick Calio, Chadwick helped usher deals with Jordan, Chile and Singapore through Congress. On K Street, she's continued to push free-trade pacts, leading the GOP's outside vote-counting efforts on trade deals with Australia, Morocco and the Central America Free Trade Agreement.

Al D Amato, Park Strategies The Senate s onetime GOP firebrand now rakes in business for his New York and D.C. offices, signing companies from News Corp. to Lockheed Martin.

Linda Daschle, Baker, Donelson, Bearman, Caldwell & Berkowitz Daschle is lobbying full speed in homeland security for hard-hitters such as Lockheed Martin, Boeing and L-3 Communications as well as a full array of airlines and airports across the country.

Bob Dole, Alston & Bird The 1996 GOP presidential nominee is a special counsel for the firm, focusing on international and domestic legislative, policy and regulatory affairs.

Tom Downey, Downey McGrath This former House Democratic wunderkind took on the unenviable task of lobbying for Dubai Ports World during its star-crossed ports takeover bid.

Kenneth Duberstein, Duberstein Group He has built a diverse, lucrative operation representing a smorgasbord of business interests.

Bruce Gates, Washington Council Ernst & Young Don t mistake Gates s departure from the treasurer s post at the PAC of his friend House Majority Leader John Boehner (R-Ohio) for a retreat. Gates is too smart to broadcast his growing power.

Ed Gillespie, Quinn Gillespie The high regard top Republicans have for this lobbyist was perfectly illustrated in 2005 when President Bush trusted Gillespie to help shepherd his Supreme Court nominees through the Senate.

Slade Gorton, Preston Gates Ellis & Rouvelas Meeds The former GOP senator from Washington state has added expertise in homeland security to his background on energy, transportation and environmental issues.

Lanny Griffith, Barbour, Griffith & Rogers The all-Republican firm is on fire even with the departure of co-founder Haley Barbour, who is now governor of Mississippi. Firm revenues grew 30 percent in 2005 from the year before. Chief Executive Griffith is a big reason why the firm, which concentrates on five broad areas of expertise, is thriving.

Steven Hart, Williams & Jensen Hart has worked at Williams & Jensen since 1984, becoming the firm s chairman and CEO in 1999. His practice runs the gamut, from tax to energy to entertainment policy issues.

Gregg Hartley, Cassidy and Associates The former chief of staff to House Majority Whip Roy Blunt (R-Mo.) is a proud asset of one of the biggest-earning lobbying shops in town and it has plenty else going for it.

Mike House, Hogan & Hartson When not signing up big-name clients such as the American Red Cross or managing the PAC of his eighth-ranked lobbying firm, House can be found leading the charge for strict reform of government-sponsored enterprises as head of the FM Policy Focus coalition.

Joel Jankowsky, Akin Gump Strauss Hauer and Feld Jankowsky, a former aide to House Speaker Carl Albert (D-Okla.), heads 2005 s top-grossing lobbying firm. Akin Gump took in a whopping \$14.3 million last year.

Joel Johnson, Glover Park Group Johnson leads the hottest Democratic lobbying and public-relations firm in town. Nextel, the Asbestos Study Group and the Major League Baseball Players Association have hired the former Clinton-Gore staffers running the firm.

Matt Keelen, Valis & Keelen Labor groups are turning to Keelen to improve their Republican relations. Keelen helped elect more than 70 GOP lawmakers as a former fundraiser. He represents the national teachers, firefighters and painters unions.

John Kelliher, Timmons & Co. A former chief counsel to the Ways and Means Committee (2001-2003), Kelliher still gets called on to help craft tax policy for House Republicans.

Kenneth Kies, Clark Consulting The former staff director of the Joint Committee on Taxation is the capital s go-to guy for all things tax-related. With tax cuts in conference and tax reform showing signs of life, corporations will not stop seeking out Kies.

Bob Livingston, The Livingston Group The former chairman of the House Appropriations Committee is popular among defense companies such as Raytheon, General Dynamics, Northrop Grumman and Lockheed Martin.

Drew Maloney, the Federalist Group Federalist has steadily moved up the lobbying ranks under the direction of Wayne Berman, Stewart Hall and Maloney, who was schooled in the art of legislative strategies as an aide to then-House Majority Whip Tom DeLay (R-Texas). PR giant Ogilvy bought Federalist last year, extending the firm s reach.

Daniel Mattoon, PodestaMattoon Mattoon is considered a trusted adviser to House Speaker Dennis Hastert (R-Ill.), House Majority Whip Roy Blunt (R-Mo.) and House Republican Conference Chairwoman Deborah Pryce (R-Ohio). Over the years, he has made PodestaMattoon one of the top full-service firms in town.

Bill Paxon, Akin Gump Strauss Hauer & Feld The former New York congressman and Bush 2004 Pioneer stays firmly plugged into the GOP. Paxon was part of a successful team representing several states in the fight against the 2005 round of base closures and realignments. Paxon, a key member of the GOP leadership in 1994, represents many New York interests, from defense to transportation. Akin Gump also boosted its team with the addition of former Democratic appropriator Vic Fazio, formerly of Clark & Weinstock.

Jim Pitts, Navigators Pitts and co-founding partner Phil Anderson, leading a growing and diversified enterprise, have made two of the year s best talent moves, signing former Coalition Provisional Authority spokesman Dan Senor and White House congressional liaison Christopher Cox.

Anthony Podesta, PodestaMattoon Being sued for defamation by a disgruntled, anti-John Kerry filmmaker probably won t slow down Podesta (who managed Kerry s presidential campaign in Pennsylvania) or his firm, which continues to rack up clients and revenues.

Jack Quinn, Quinn Gillespie & Associates Quinn, a former counsel to President Bill Clinton and chief of staff to Vice President Al Gore, is the Democratic half of the firm, which is routinely referred to as one of Washington s powerhouses.

Thomas Quinn, Venable Quinn is a Democrat in a town run by Republicans. No matter. His expertise and charm still make him one of this city s most effective advocates.

Mitch Rose, Mitch Rose Strategic Consulting Rose has had a hectic year, losing out on the presidency of the National Association of Broadcasters before landing at Walt Disney, opening his own shop in February and signing the entertainment industry s top players.

Rhod Shaw, Alpine Group Talk about being able to reach out to both sides of the aisle. Shaw serves on informal steering committees for both Sen. Rick Santorum (R-Pa.) and Rep. Henry Waxman (D-Calif.).

Stu Van Scoyoc, Van Scoyoc Associates When Van Scoyoc started his firm in 1990, he had two employees and eight clients. In the 26 years since, Van Scoyoc Associates has become one of the largest shops in town and the largest independent, lobbying-only firm by paying particular attention to federal appropriations.

Jarvis Stewart, Stewart Partners The former chief of staff to Rep. Harold Ford (D-Tenn.) is one of the most sought-after lobbyists in town.

Alex Vogel, Mehlman Vogel Castagnetti Vogel, former chief counsel to Senate Majority Leader Bill Frist (R-Tenn.), and partners Bruce Mehlman and David Castagnetti are off to a fast start on K Street. The trio has signed up high-tech powers like IBM, Yahoo and Intel.

J.C. Watts, The J.C. Watts Cos. The former House GOP conference chairman, who defeated Rep. John Boehner (R-Ohio) to claim the leadership spot, still wields a lot of clout.

Vin Weber, Clark and Weinstock Weber, a former Minnesota GOP congressman, this year faced one of the highest-profile jobs in his 11-year lobbying career. Weber, who represents the United Arab Emirates, found himself at the heart of the Dubai Ports World flap, trying to sell the UAE as a valuable U.S. ally.

Anne Wexler, Wexler & Walker Associates Few can match Wexler s lobbying experience and expertise. A former aide to President Jimmy Carter, Wexler and her business partner, former Rep. Bob Walker (R-Pa.), have built a practice sought out by the likes of Comcast, American Airlines and General Motors.

Compiled by Alexander Bolton, Susan Crabtree, Bob Cusack, Jonathan E. Kaplan, Elana Schor, Jim Snyder, Roxana Tiron and Jeffrey Young.