

## Akin Gump Remains Leader In BigLaw Lobbying Revenue

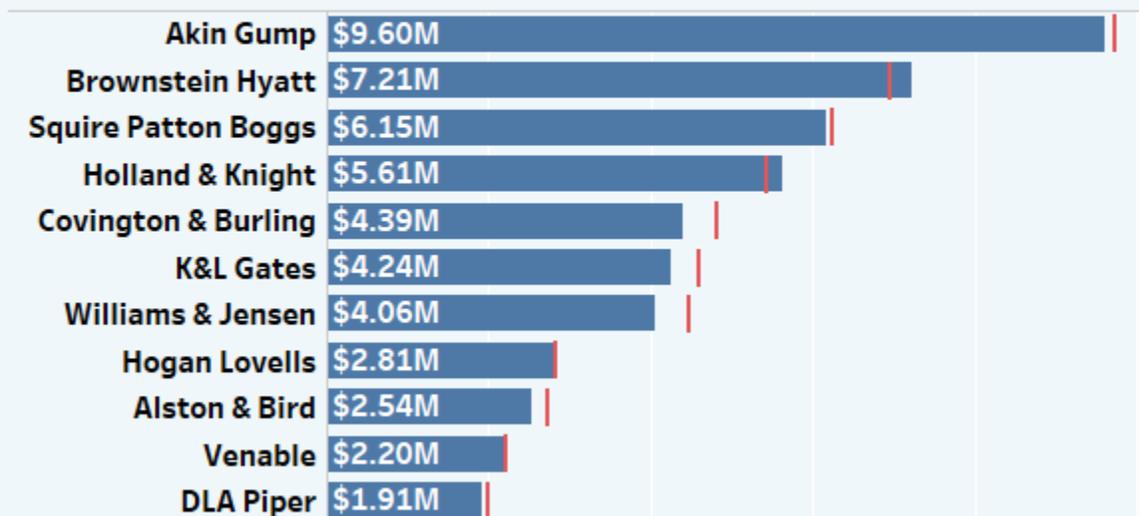
By Sam Reisman

*Law360, New York (October 23, 2017, 5:47 PM EDT)* -- Akin Gump Strauss Hauer & Feld LLP remains the leader in BigLaw lobbying revenues, raking in \$9.6 million for the third quarter of the year, followed by Brownstein Hyatt Farber Schreck LLP and Squire Patton Boggs LLP, according to figures reported by the firms.

The haul represents a slight downturn from the second quarter of the year, during which Akin Gump brought in more than \$9.7 million, but places the firm firmly at the front of the pack going into the end of the year, according to the filings, due Friday, which are required quarterly under the Lobbying Disclosure Act.

### Akin Tops Q3 Lobbying Revenue With \$9.6M

Akin Gump again finished the quarter at the head of the pack for lobbying revenue, though the firm fell short of its **second quarter** posting.



Source: Firm self-reporting and Senate Lobbying Disclosure Act database

“Our results are consistent with a period of sustained, significant activity on Capitol Hill,” Hunter Bates,

co-head of Akin Gump's public law and policy practice, said in a statement. "With tax reform in high gear, a continued focus on areas such as healthcare and trade, and federal budget negotiations, I would expect this level of activity to continue through the remainder of the year and into 2018."

Brownstein Hyatt saw a third consecutive quarter of growth for the year, pulling in \$7.2 million, up from last quarter's \$6.9 million and representing almost a 12 percent increase over the third-quarter revenues for 2016.

Elizabeth Gore, Brownstein's government relations chair, said in a statement that the firm anticipated "a strong end to the year given the administration's focus on health care and tax reform both of which are high priorities for our clients."

Revenue from Squire Patton Boggs, combined with that of its subsidiary Breaux-Lott Leadership Group, held steady in the third quarter: \$6.1 million, down slightly from last quarter's \$6.2 million but up significantly from \$4.5 million in the third quarter of 2016.

Dave Schnittger, spokesman for Squire Patton Boggs' public policy practice, said that much of the firm's growth in the public policy area had occurred globally and was not reportable under the Lobbying Disclosure Act.

This international work, "which includes FARA, the work of our Brussels practice, regulatory work, and the strategic advice work being done by Speaker [John] Boehner and other SPB leaders — is growing substantially," he said in a statement.

Holland & Knight LLP held on to its fourth-place position with another quarter of modest growth in lobbying revenues, taking in \$5.6 million, up from \$5.4 million and \$5.1 million in the second and first quarter of 2017, respectively.

Covington & Burling LLP edged out K&L Gates LLP at fifth place with \$4.4 million in quarterly revenues. K&L Gates took in \$4.2 million, down slightly from last quarter.

Muftiah McCartin, vice chair of Covington's public policy and government affairs practice, said the firm expected to see a leveling off in the second half of the year, following a surge in lobbying activity fueled in part by the uncertainty of the Trump administration's first 100 days. However, taxes remain an ongoing topic of concern that will keep lobbying activity active for the rest of the year, she said.

Lobbying revenues generally held steady for the remaining BigLaw firms, with Williams & Jensen PLLC taking in \$4.1 million, Hogan Lovells earning \$2.8 million, Alston & Bird LLP pulling \$2.5, Venable LLP reporting \$2.2 million and DLA Piper \$1.9 million.

"Clients are learning to expect the unexpected, and are more proactively engaged to protect their interests," said Darrell Conner, co-leader of K&L Gates' public policy and law practice. "So we expect the pace of activity to continue into the fourth quarter and beyond, especially as some of the major initiatives like tax reform and infrastructure policy start to mature."

--Additional reporting by Michael Macagnone and Matthew Guarnaccia.

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