

## BigLaw Lobbyists See Strong Q1 Demand Under Divided Gov't

By Sam Reisman

*Law360 (April 23, 2019, 5:33 PM EDT)* -- For BigLaw federal lobbyists, the first quarter of 2019 got off to a slow start with a weekslong shutdown, but soon rebounded as clients sought out expertise to navigate the tangle of regulatory and oversight agendas under a newly divided government.

"I would say the government shutdown was a little bit of a mixed bag in the sense that it precipitated some work as people tried to make sure that their priorities continued to move through the system as best they could," said Darrell Conner, co-leader of K&L Gates LLP's public policy and law practice. "But at the same time, there were just some things you couldn't get done because the bureaucracy had shut down."

### Top BigLaw Firms For Q1 Lobbying Revenues

Akin Gump and Brownstein Hyatt lead in most federally reported lobbying revenues.

Akin Gump	\$9.64M
Brownstein Hyatt	\$9.17M
Squire Patton Boggs	\$6.74M
Holland & Knight	\$5.74M
K&L Gates	\$4.44M
Covington & Burling	\$4.00M
Williams & Jensen	\$3.63M
Hogan Lovells	\$3.06M
Steptoe & Johnson LLP	\$2.39M
Alston & Bird	\$2.37M

Source: Law firms' self-reported data and U.S. Senate Lobbying Disclosure Act Database

Once the federal government reopened, and Democrats assumed control of the House, companies and other organizations increasingly turned to lobbyists to navigate and provide access within the district's new power dynamics, the firms told Law360.

Akin Gump Strauss Hauer & Feld LLP and Brownstein Hyatt Farber Schreck LLP were once again among the top firms in reported lobbying revenue for the quarter, raking in \$9.64 million and \$9.17 million, respectively. Both firms credited their strong results to their success in assembling strong bipartisan teams and noted that they were expecting an uptick in oversight and legislative activity for the year.

The financial data, released Monday, comes from the law firms' self-disclosures as well as from the Senate Lobbying Disclosure Act Database.

The revenues were generally consistent with figures from the first quarter of 2018, which saw nearly across-the-board revenue increases that the firms attributed partly to uncertainty about the then-new tax reform legislation and U.S. trade relations, both of which continued to drive lobbying work throughout the year.

Marc Lampkin, Brownstein Hyatt's Government Relations Department chair, said a divided government can present multiple opportunities, since large, bipartisan legislative deals are more likely to be negotiated, and also that an opposition party is more likely to perform oversight and investigation functions.

"The business community needs to have the eyes and ears in Washington to help them understand how the regulatory and legislative landscape is going to change," Lampkin said.

Squire Patton Boggs LLP, along with its subsidiary Breaux-Lott Leadership Group, took in \$6.74 million for the quarter. Dave Schnittger, spokesperson for the firm's public policy practice, said the haul was indicative of the firm's having recently brought on high-level congressional alumni from both parties: former Reps. Bill Shuster, R-Pa., the ex-chairman of the House Transportation and Infrastructure Committee, and Joe Crowley, D-N.Y., a former member of Democratic leadership.

Holland & Knight LLP took in \$5.74 million for the quarter, while K&L Gates raked in \$4.44 million and Covington & Burling LLP followed at \$4 million.

"Democrats winning the House has translated into a busy quarter for our lobbying and public policy team across many different industries, including tech, defense, energy, financial services, food and drug, health care, workforce development and pensions," said Muftiah McCartin, co-chair of Covington's public policy group. "Our robust relationships with House Democrats have been particularly important to our clients as they focus on the transition to the new House leadership."

Lobbying revenues for the remaining large law firms in the top 10 were either consistent with or higher than last quarter, with Williams & Jensen PLLC taking in \$3.63 million, Hogan Lovells earning nearly \$3.1 million, and Steptoe & Johnson LLP and Alston & Bird LLP each reporting approximately \$2.4 million.

--Additional reporting by Aebra Coe and Michael Macagnone. Editing by Alanna Weissman.