

## The new sheriffs in town

Contributed by The Hill Staff  
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For the last 12 years, Republican lobbyists have been in high demand. But following the Nov. 7, 2006 electoral wave that changed control of both the House and Senate, Democratic insiders on K Street are now the talk of the town. Still, Democratic leaders on Capitol Hill are wary of getting too cozy with their lobbyist friends because K Street scandals that have plagued the GOP are part of the reason they are now calling the shots in the 110th Congress. In part one of our annual listing of Washington's top lobbyists, we highlight the best "hired guns" and corporate lobbyists on K Street. The list is determined through conversations with members of Congress, key aides and lobbyists themselves.

**Gary Andres, Dutko Worldwide** Andres has a doctorate in public policy and is a longtime Republican Party activist and lobbyist.

**John Ashcroft, The Ashcroft Group** Working closely with Juleanna Glover Weiss, the influential and conservative former attorney general has built a lucrative client base.

**Doyle Bartlett, Bartlett, Bendall & Kadash.** Bartlett counts some of the largest financial-services companies among his clients.

**Charles Black, BKSH & Associates** Black was a senior official in the Reagan and George H.W. Bush administrations and holds significant sway in GOP political circles.

**Kirk Blalock, Fierce, Isakowitz and Blalock** The former White House official represented The Business Roundtable during the debate over rules covering foreign investment in the United States.

**Jim Blanchard, DLA Piper** Blanchard, a former Democratic Michigan governor and congressman, took over the firm's government affairs practice involved in international and strategic lobbying.

**Thomas Hale Boggs Jr., Patton Boggs** His firm is tops, raking in \$35 million in lobbying revenue last year.

**Dan Boston, Health Policy Source** This nuts-and-bolts GOP lobbyist is still plugged in despite the change in control of Congress.

**Chuck Brain, Capitol Hill Strategies** Already an experienced and respected Democratic business lobbyist, Brain's stock has risen this year.

**John Breaux, Patton Boggs** The former senator from Louisiana, who recently opted against a run for governor, has quickly become one of the nation's top lobbyists.

**Al Cardenas, Tew Cardenas** The former Florida GOP chairman is a member of Mitt Romney's steering committee in Florida and continues to attract clients.

**Gerald Cassidy, Cassidy and Associates** Profiled in The Washington Post's "Citizen K Street" series, Cassidy's standing has risen substantially while his firm's business has boomed.

**David Castagnetti, Mehlman Vogel Castagnetti** A former chief of staff to Sen. Max Baucus (D-Mont.), Castagnetti has worked with Republicans to build a growing bipartisan firm.

**Larry Combest, Combest, Sell and Associates** The former House Agriculture Committee chairman wrote the current farm bill and is well connected to those writing a new bill this year.

**George Crawford, King & Spalding** House Speaker Nancy Pelosi's (D-Calif.) former chief of staff has strong ties to the Democratic leadership.

**Al D'Amato, Park Strategies** The GOP senator-turned-lobbyist and poker aficionado continues his successful business and is now fending for the Poker Players Alliance.

**Linda Daschle, Baker, Donelson, Bearman, Caldwell & Berkowitz** The former Federal Aviation Administration head is the airline industry's leading lobbyist.

**Bob Dole, Alston & Bird** Dole, the former Kansas senator and 1996 GOP presidential nominee, advises foreign governments and several healthcare clients.

Julie Domenick, Multiple Strategies The former head of the Investment Company Institute has done brisk business since striking out on her own.

Tom Downey, Downey McGrath The former Democratic House member boasts an impressive roster of clients, and is tight with House Speaker Nancy Pelosi (D-Calif.).

Kenneth Duberstein, Duberstein Group The former chief of staff to Ronald Reagan, Duberstein runs a bipartisan firm with an all-star roster that includes Democrats Mike Berman and Steven Champlin.

Steve Elmendorf, Elmendorf Strategies Elmendorf has worked for former Rep. Richard Gephardt (D-Mo.) and on Sen. John Kerry's (D-Mass.) presidential campaign, and is considered a top party strategist. His lobbying clients include Fannie Mae and the Coalition for Patent Fairness.

Vic Fazio, Akin Gump Strauss Hauer & Feld Democratic ex-Rep. Fazio (Calif.) has been an asset to his firm since joining two years ago, and his value is even higher now.

Bruce Gates, Washington Council Ernst & Young Gates is busy shielding his blue chip clients from tax increases resulting from pay-go's reinstatement.

Ed Gillespie, Quinn Gillespie and Associates The former Republican National Committee chairman now heads the Virginia GOP but still shows his mettle as a top Washington strategist.

Rich Gold, Holland & Knight Gold The head of his firm's appropriations practice is a Democratic ex-Hill staffer and Clinton administration official.

Slade Gorton, Kirkpatrick & Lockhart Preston Gates Ellis The former Washington GOP senator has represented a diverse group of home-state interests, from Microsoft to Weyerhaeuser.

Lanny Griffith, Barbour Griffith & Rogers Griffith helms this Republican powerhouse, which ended 2006 going strong.

Steven Hart, Williams & Jensen Hart specializes in tax issues and raises money for Republican candidates.

Gregg Hartley, Cassidy & Associates Hartley's connections to his former boss, House Minority Whip Roy Blunt (R-Mo.), gives his firm a direct line to the GOP leadership.

Mike House, Hogan & Hartson The well-liked legislative director is focusing this year on legislation to reform Fannie Mae and Freddie Mac.

Joel Jankowsky, Akin, Gump, Strauss, Hauer & Feld Jankowsky has helped make Akin Gump a lobbying power. He recently brought on board former Republican National Committee Chairman Ken Mehlman.

Broderick Johnson, Bryan Cave Strategies A former AT&T and Bell South lobbyist, Johnson became a hired gun this year, building a book based on his close contacts with Democrats.

Joel Johnson, Glover Park Group Johnson is one of big business's go to guys when it wants to reach Democrats on the Hill.

Matt Keelen, Valis & Keelen Firefighters, boilermakers and painters unions turn to Keelen when they need to connect with Republicans.

John Kelliher, Timmons & Co. A former counsel on the Ways and Means Committee, Kelliher represents heavyweights such as Anheuser Busch.

Kenneth Kies, Clark Consulting The former director of the Joint Committee on Taxation is among Washington's most sought-after tax lobbyists.

Robert Leonard, Akin, Gump, Strauss, Hauer & Feld Leonard, a former Ways and Means staff director of the Ways and Means Committee from 1987-1993, is well respected on both sides of the aisle.

Rita Lewis, The Washington Group A former political director for the Democratic Senatorial Campaign Committee, Lewis has close ties to current and former Democratic leaders including former Sen. Tom Daschle (S.D.).

Bob Livingston, The Livingston Group Livingston, the former House Appropriations Committee chairman, lobbies for a number of clients, including many from his home state of Louisiana.

Paul Magliocchetti, The PMA Group A defense-appropriations heavyweight, Magliocchetti's team has strong ties to Reps. John Murtha (D-Pa.), Jim Moran (D-Va.) and Pete Visclosky (D-Ind.).

Drew Maloney, Ogilvy Government Relations Maloney remains a key GOP strategist and fundraiser at his increasingly bipartisan firm, formerly the GOP shop named The Federalist Group.

Daniel Mattoon, Mattoon & Associates LLC After splitting from Democrat Tony Podesta, the former top aide to Rep. Dennis Hastert (R-Ill.) has registered several clients at his new firm.

Steve McBee, McBee Strategic Consulting A former senior aide to Rep. Norm Dicks (D-Wash.), McBee and his team are sought by Fortune 500 and emerging companies alike.

Larry O'Brien, OB-C Group O'Brien heads a bipartisan lobbying shop, but is well known as an important fundraiser for Democratic candidates.

Manuel Ortiz, Quinn Gillespie Ortiz, a top fundraiser for Democrats, served on Sen. John Kerry's (D-Mass.) presidential campaign and has strong ties to top Senate Democrats.

Bill Paxon, Akin Gump Strauss Hauer & Feld The former Bush Pioneer is now supporting Rudy Giuliani and represents several firms from his home state, including the New York Yankees.

Jeffrey Peck, Johnson, Madigan, Peck, Boland & Stewart Inc. Wall Street turns to Peck for representation in the Democratic-controlled Congress.

Jim Pitts, DC Navigators Pitts and co-founding partner Phil Anderson lead a diversified GOP firm that is strengthening relationships with Democratic lobbyists and consultants.

Anthony Podesta, The Podesta Group Podesta and partner Dan Mattoon parted ways last year, but the newly named shop is as influential as ever.

Jack Quinn, Quinn Gillespie & Associates Quinn and his firm have continued to grow in revenues and reputation since he left the Clinton White House.

Thomas Quinn, Venable This veteran campaign operative and official is a preeminent Democratic lobbyist for financial-services companies.

John Raffelli, Capitol Counsel Raffelli is a Democratic tax specialist. He took advantage of midterm election results to start his own Democratic-dominated tax firm.

Mitch Rose, Mitch Rose Strategic Consulting Hollywood's go-to guy is working around the clock on intellectual-property issues.

Alan Roth, Lent, Scrivner & Roth A former chief counsel to the House Energy and Commerce Committee, Roth is close with chairman John Dingell (D-Mich.).

Marty Russo, Cassidy & Associates This former Democratic congressman from Illinois is close to House Speaker Nancy Pelosi (D-Calif.) and other House and Senate leaders but also has valuable ties to many Republican lawmakers.

Melissa Schulman, The Bockorny Group A former top aide to House Majority Leader Steny Hoyer (D-Md.), Schulman has strong ties to centrist Democrats.

Scott Segal, Bracewell & Giuliani A Texas Democrat, Segal has advocated for the biggest fossil-fuel companies and extended his practice into public relations.

Rhod Shaw, Alpine Group Shaw's clients include Ford, US Cellular and Dell Computers. He also advises several lawmakers and holds dozens of fundraisers a year.

Gerry Sikorski, Holland & Knight The former congressman (D-Minn.) did well even under the GOP and expects to have better access to his former colleagues.

Jarvis Stewart, Stewart Partners Previously chief of staff to former Rep. Harold Ford Jr. (D-Tenn.), Stewart has lobbied

for Verizon and Wal-Mart.

Sandi Stuart, Clark & Weinstock Stuart worked in Congress and the Clinton administration before moving to K Street, where her clients include the Nuclear Energy Institute and Pfizer.

Linda Tarplin, Tarplin Downs & Young Tarplin, a Republican healthcare lobbyist, launched a new firm and had a lucrative 2006.

Rich Tarplin, Timmons & Co. A Clinton White House veteran, Tarplin chairs his firm's board and is a well-regarded shoe-leather lobbyist.

Dan Tate Jr., Capitol Solutions A former congressional and White House aide, Tate specializes in energy issues as a lobbyist and has access to the most influential offices on Capitol Hill.

Stu Van Scoyoc, Van Scoyoc Associates Van Scoyoc propelled his once-small lobby-only shop into the ranks of the top-grossing firms in town.

Alex Vogel, Mehlman Vogel Castagnetti Vogel's bipartisan firm continued to attract new business in 2006, as it registered to lobby for Pepsico and Wal-Mart.

J.C. Watts, The J.C. Watts Companies The former House GOP conference chairman has lobbied for NASCAR and appeared on CNN as a political analyst.

Vin Weber, Clark and Weinstock The former Minnesota congressman has racked up Fortune 500 clients during his 12-year lobbying career.

Anne Wexler, Wexler & Walker A former aide to President Clinton, longtime lobbyist Wexler became the first woman to own a lobbying firm in 1981. Her partner, former Rep. Bob Walker (R-Pa.), is a major player on K Street and on the Hill.

Jonathan Yarkowsky, Patton Boggs A former senior counsel to President Clinton, Yarkowsky is now "the best Judiciary lobbyist is town," according to a fellow lobbyist.

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