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## BUSINESS & LOBBYING

### Top Lobbyists - Hired Guns

*Compiled by Bob Cusack, Jeff Dufour, Geoff Earle, Josephine Hearn, Jonathan E. Kaplan, Megan Scully, Jim Snyder and Jeffrey Young.*

In part one of our annual listing of Washington's top lobbyists, last week, The Hill focused on trade associations and nonprofit groups. This week, in part two, we turn to the top lobbyists for individual corporations, as well as hired guns from law firms and public-affairs firms. Again, the list is arrived at through conversations with members of Congress, key aides and other lobbyists. We strive to feature those names that never fail to arise when talk turns to a given issue. We also take into consideration those lobbyists who have enjoyed big legislative wins in the past year or have high-profile legislation before Congress.

### Lobbyists with a license to win top hired guns

Phil Anderson, DC Navigators Former assistant to Vice President Dan Quayle and GOP operative Lee Atwater, he remains a top financial services lobbyist while managing public relations for the firm.

Gary Andres, Dutko Worldwide A fixture at Republican Party events, Andres is now a regular columnist for The Washington Times. He played a major role in development of the Medicare Modernization Act in 2003.

Doyle Bartlett, Bartlett & Bendall A longtime player in the financial services area. Recent clients include MetLife, Morgan Stanley and Countrywide Home Loans.

Michael Berman, The Duberstein Group A well-connected



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Democrat, his practice includes healthcare and communications issues.

David Bockorny, Bockorny Petrizzo Inc. This former Reagan White House staffer heads a reorganized firm of both Republican and Democratic lobbyists.

Tommy Boggs, Patton Boggs One of the trailblazers for today's lobbyists, he presides over the firm with the highest receipts from lobbying in 2004.

Dan Boston, Health Policy Source A former GOP staffer on the House Commerce Committee, Boston's access to staffers, administration officials and K Street insiders is extraordinary.

Chuck Brain, Capitol Hill Strategies Brain was head of legislative affairs for the Clinton White House and a top aide to the Ways and Means Committee. He founded his own firm after the breakup of Bergner Bockorny Castagnetti Hawkins & Brain.

Al Cardenas, Tew Cardenas The former chairman of the Florida Republican Party has built a lucrative office in D.C. that has grown so fast that it is moving to new offices.

Gerald Cassidy, Cassidy & Associates Founded in 1975, the house Cassidy built is among the three largest firms on K Street.

Howard Cohen, HC Associates Inc. Cohen is regarded as the prescription drug lobbyist in town. The former Republican House aide rubs some people the wrong way, but he delivers.

Ray Cole, Van Scoyoc Associates Alabama native who's a former state and Washington staffer to Senate Banking Committee Chairman Richard Shelby (R-Ala.).

Linda Daschle, Baker, Donelson, Bearman, Caldwell & Berkowitz Daschle's lobbying prowess grows now that she is lobbying the Senate in the wake of her husband's loss in November.

Dennis DeConcini, Parry, Romani, DeConcini & Symms A former Democratic senator from Arizona, he's a recognized expert on budget and appropriations matters.

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Frank Donatelli, McGuireWoods Consulting A longtime Republican activist, Donatelli held positions in the Reagan White House.

Tom Downey, Downey McGrath Group After serving as a Democratic House member from New York for 18 years and aiding the Clinton administration's transition effort, he co-founded Downey McGrath in 1993.

Kenneth Duberstein, Duberstein Group A former chief of staff to President Reagan, Duberstein has since become one of the most effective advocates in town. His firm's clients include General Motors, BP America and Comcast.

Vic Fazio, Clark & Weinstock Big Pharma, eBay and Greece have all called on this former Democratic appropriator.

Harold Ford Sr., Harold Ford & Co. Former Democratic congressman from Tennessee and the father of rising Democratic star Rep. Harold Ford Jr. (Tenn.).

Slade Gorton, Preston Gates Ellis & Rouvelas Meeds A Republican senator from Washington for 18 years, Gorton now may add member of the Sept. 11 commission to his resume, adding expertise in homeland security to his background on energy, transportation and environmental issues.

Ed Gillespie, Quinn Gillespie Fresh off a wildly successful run as chairman of the Republican National Committee, Gillespie has returned to lobbying at a firm he co-founded with prominent Democrat Jack Quinn.

Nick Giordano, Washington Council Ernst & Young Giordano, a former Democratic staffer on the Senate Finance Committee, has a low-key yet authoritative style that has brought him a bevy of tax clients.

Fred Graefe, Law Offices of Frederick H. Graefe Graefe, a top Democratic lobbyist, recently left Hunton & Williams to set up his own shop. Graefe gets a ton of healthcare contracts.

G.O. Lanny Griffith. Barbour, Griffith and Rogers A lobbyist during Bush 41's administration, Griffith is now the chief executive officer for this all-Republican firm, with clients that include Pfizer and Southern Co.

Larry Harlow, Timmons & Co. Has represented big business on asbestos issues for several years. His father, Bryce Harlow, was the first White House legislative affairs director under President Eisenhower.

Gregg Hartley, Cassidy & Associates Hartley was lured from Rep. Roy Blunt's (R-Mo.) office nearly two years ago to shake things up and shake it up he has, bringing in over a dozen new lobbyists and expanding the firm's communications and media practice.

Susan Hirschmann, Williams & Jensen Rep. Tom DeLay's (R-Texas) former chief of staff remains a close adviser to House Republican leaders.

Mark Isakowitz, Fierce, Isakowitz and Blalock This all-Republican firm boasts clients such as the Recording Industry Association of America, MCI, the Business Roundtable and Yahoo. When he wasn't lobbying, Isakowitz played an active role in the 2004 election, helping, for example, with planning the party's nominating convention in New York.

Joel Jankowsky, Akin Gump Strauss Hauer and Feld A former aide to House Speaker Carl Albert (D-Okla.), Jankowsky now heads one of the largest lobbying shops in town.

Joel Johnson, Glover Park Group Johnson joined the Glover Park Group, then a successful Democratic lobbying firm in a predominantly GOP town, this year. He's been involved in some of Congress's biggest controversies in 2005, including the hearings on steroids in baseball.

Marty Kanner, Kanner & Associates This boutique shop has just three lobbyists, but is nevertheless a major player in energy policy debates.

Ken Kies, Clark Consulting Federal Policy Group A heavy hitter in the tax arena, Kies led several industries' lobbying efforts on FSC/ETI legislation.

Bob Livingston, The Livingston Group Being a former chairman of the House Appropriations Committee means never having to hear I'm sorry.

Dan Mattoon, PodestaMattoon Former deputy chairman of

the National Republican Congressional Committee and former aide to Reps. Thomas Corcoran (R-Ill.) and John Grotberg (R-Ill.), he has helped make PodestaMattoon one of the top full-service firms in town.

Bob Michel, Hogan & Hartson His 38 years in the House as a Republican representative from Illinois included 14 as minority leader.

George Mitchell, Piper Rudnick Former Senate Majority Leader from Maine, this Democrat is still one of the most respected figures in Washington.

Bruce Mehlman, Mehlman Vogel Castagnetti Mehlman, a former Bush administration official and brother of current Republican National Committee Chairman Ken Mehlman, has attracted a number of high-profile clients with partners Alex Vogel and David Castagnetti.

Susan Molinari, Washington Group A former Republican congresswoman from Staten Island, N.Y., Molinari heads up a full-service Washington shop that includes the lobbying arm of the Washington Group and the PR arm of Ketchum Public Affairs.

Loren Monroe, Barbour Griffith & Rogers Representing a diverse array of interests from healthcare to tobacco, Monroe also raised significant funds for Republican candidates in past years.

Bill Paxon, Akin Gump, Strauss Hauer & Feld A key member of Republican leadership when the GOP took back the House in 1994, the former New York congressman remains plugged in to GOP leadership circles. He is active on transportation and defense issues, among others.

Jim Pitts, DC Navigators A major force in energy and financial services, Pitts has added lobbying on Indian gaming to his firm's growing portfolio.

Anthony Podesta, PodestaMattoon Firm co-chairman Podesta has helped to take a small shop, which started in 1988 with only three employees, into one of the town's top revenue generators.

Jack Quinn, Quinn Gillespie The Democratic half of the Quinn-Gillespie team, Quinn served as Vice President Al

Gore's chief of staff and as an aide to President Clinton.

Thomas Quinn, Venable Active in Democratic politics from Sen. Edward Kennedy's (D-Mass.) presidential run in 1980 to Sen. John Kerry's (D-Mass.) run last year, this Rhode Island native is a key player on financial services, taxation and homeland security issues.

Steve Ricchetti, Ricchetti Inc. A former deputy chief of staff to President Bill Clinton, Ricchetti remains well connected in Democratic political circles. He was instrumental in creating the Voices for Choices coalition of long-distance companies along with Republican Charlie Black.

Aubrey Rothrock, Patton Boggs Rothrock's stock rose with each dollar he raised for President Bush's reelection campaign. The tax lobbyist has been busy in the Bush administration.

Emanuel Rouvelas, Preston Gates Ellis & Rouvelas Meeds The chairman of Preston Gates's D.C. office, he's an expert on transportation and maritime issues.

Tim Rupli, Rupli and Associates Another DeLay insider, Rupli is known for his ability to kill legislation and his prodigious fundraising power.

Tom Scully, Alston & Bird The magnitude of this former Medicare chief's connections may only be equaled by the trouble he's courted because of his outspokenness.

Robert Walker, Wexler & Walker Public Policy Associates Wexler & Walker's chairman has been credited with contributing to the GOP takeover of Congress in 1994.

J.C. Watts, The J.C. Watts Cos. The former House Republican Conference chairman has reeled in a host of clients since establishing his own company.

Vin Weber, Clark & Weinstock More than 10 years in Congress have been matched by more than 10 years of lobbying for the GOP veteran.

Anne Wexler, Wexler and Walker Public Policy Associates Almost three decades ago, Wexler was a top policy aide in the Carter administration. Since then, she has been a fixture on K Street.

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