

2016 Q4 Legislative Lobbyist Compensation Report Highlights

By Firm and by Principal, based on Median Figures

Firms Earning More than \$200K	Amount Earned (based on Median Figures)
Ballard Partners	\$ 2,273,000
Southern Strategy Group	\$ 1,605,000
Ronald L. Book PA	\$ 1,565,000
Capital City Consulting LLC	\$ 1,445,000
Greenberg Traurig PA	\$ 1,135,000
GrayRobinson PA	\$ 935,000
Corcoran & Johnston	\$ 862,000
The Rubin Group	\$ 846,000
Johnson & Blanton	\$ 780,000
Metz Husband & Daughton PA	\$ 640,000
Floridian Partners LLC	\$ 590,000
Buchanan Ingersoll & Rooney PC	\$ 528,000
The Mayernick Group LLC	\$ 510,000
Smith Bryan & Myers Inc	\$ 495,000
Becker & Poliakoff PA	\$ 435,000
Anfield Consulting	\$ 380,000
Colodny Fass, P.A.	\$ 375,000
The Advocacy Group at Cardenas Partners LLC	\$ 350,000
The Fiorentino Group	\$ 335,000
Advantage Consulting Team	\$ 315,000
Spearman Management Inc	\$ 290,000
Peebles & Smith, Inc.	\$ 280,000
PooleMcKinley	\$ 280,000
Gunster Yoakley & Stewart PA	\$ 270,000
Holland & Knight LLP	\$ 255,000
Heffley & Associates	\$ 240,000
Ramba Consulting Group LLC	\$ 240,000
Gomez Barker Associates Inc	\$ 235,000
Rutledge Ecenia PA	\$ 235,000
Foley & Lardner LLP	\$ 220,000
Larry J. Overton & Associates Inc	\$ 215,000
Hopping Green & Sams PA	\$ 205,000
Pittman Law Group PL	\$ 200,000

Registered Legislative Lobbying Firms reported earning a median figure of **\$31,750,000** during Q4 (Oct.-Dec.) of 2016.

Principals Paying more than \$80K	Amount Paid (based on Median Figures)
AT&T	\$ 250,000
United States Sugar Corporation	\$ 219,000
Florida Power & Light Company	\$ 165,000
Automated Healthcare Solutions	\$ 155,000
Dosal Tobacco Corporation	\$ 150,000
Florida Crystals Corporation	\$ 130,000
TECO Energy, Inc	\$ 130,000
Associated Industries of Florida	\$ 120,000
Florida Optometry Eye Health Fund, Inc	\$ 116,000
Seminole Tribe of Florida	\$ 115,000
HCA Healthcare	\$ 111,000
Florida Insurance Council	\$ 110,000
Florida Medical Association	\$ 110,000
Safety Net Hospital Alliance of Florida	\$ 110,000
RAI Services Company	\$ 105,000
Walt Disney Parks and Resorts, U.S.	\$ 105,000
Uber Technologies, Inc	\$ 100,000
Florida Hospital Association	\$ 95,000
ALICO Incorporated	\$ 90,000
Altria Client Services LLC and its Affiliates	\$ 90,000
American Traffic Solutions, Inc	\$ 90,000
Miami-Dade County	\$ 90,000
Nova Southeastern University	\$ 90,000
U.S. Chamber Institute for Legal Reform	\$ 90,000
Shands Healthcare	\$ 84,000
Broward County	\$ 80,000
Florida Chiropractic Association, Inc	\$ 80,000
Harris Corporation	\$ 80,000
Palm Beach County Sheriff's Office	\$ 80,000
Performance Title Services, Inc	\$ 80,000
Title Clerk Consulting Company, LLC	\$ 80,000

Registered Principals reported paying legislative lobbyists a median figure of **\$30,571,000** during Q4 (Oct.-Dec.) of 2016.

Related Research:

[Total 2016 Compensation Data: Q1-Q4 \[XLS\]](#)

Source: Lobbyist Registration Office, <https://floridalobbyist.gov/>; Accessed February 15, 2017.