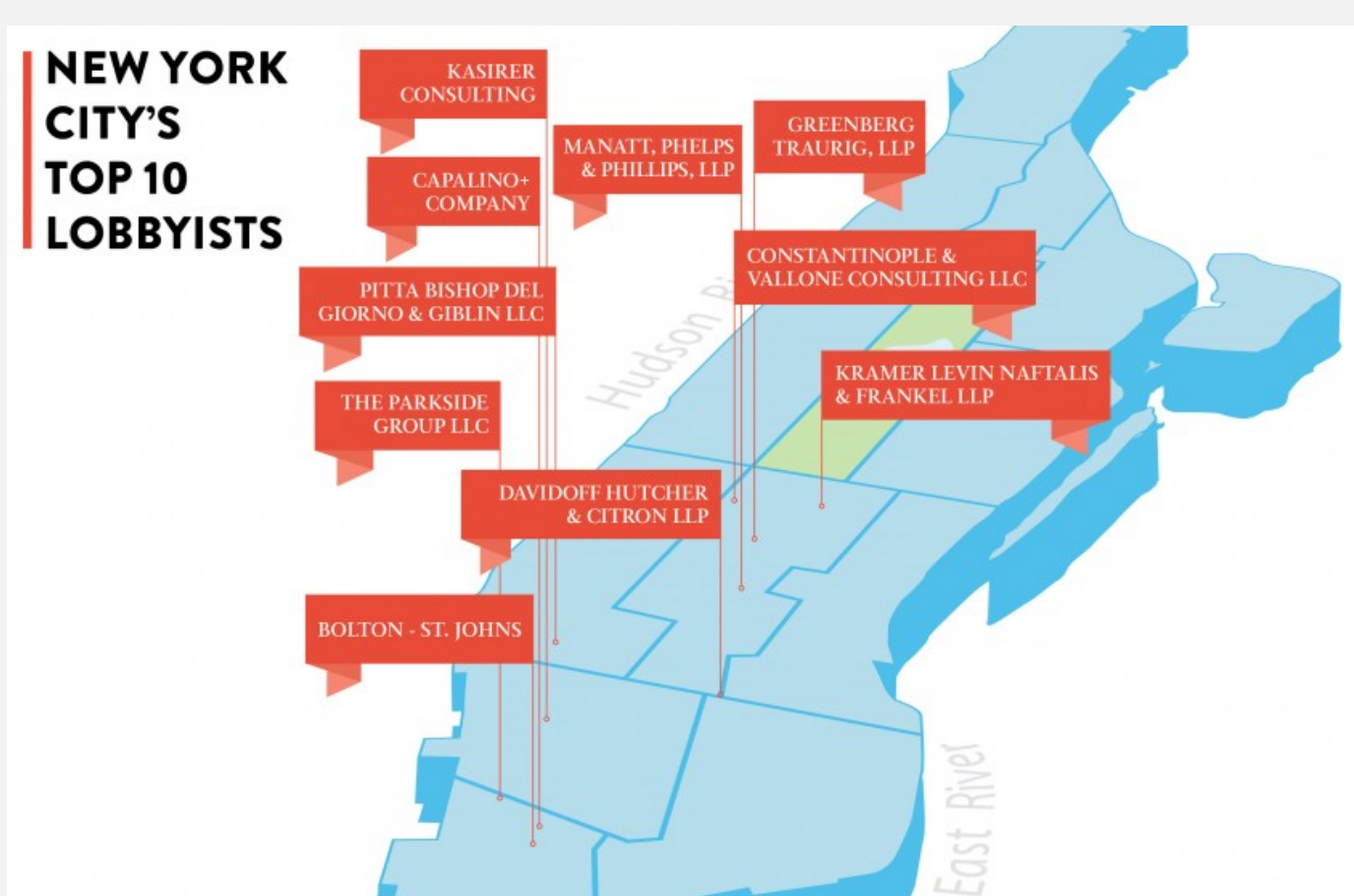


NEW YORK CITY'S TOP 10 LOBBYISTS

BY CITY & STATE | MAR 13, 2014 | 8



The New York City Clerk's Office releases a report every year on March 1 that provides a wealth of data about the city's lobbying industry, including a ranking of its top lobbyists by compensation, the largest firms by number of employees, the clients who spent the most on lobbying, and analyses of political consulting and fundraising reports.

In our inaugural lobbying supplement, *City & State* highlights the top lobbying firms in 2013 by overall dollar compensation, and asks the principals at each firm to explain their strengths, their firm's highlights from 2013 and the most significant changes in New York City's lobbying industry in recent years.

#1 - KASIRER CONSULTING

FOUNDED: 1996 - TOTAL COMPENSATION IN 2013: \$6,618,302.00 - 2012 RANK BY COMPENSATION: #1

KEY PLAYERS:

Every member of the Kasirer Consulting team plays a vital role in delivering success for our clients. Our team includes Suri Kasirer, Julie Greenberg, Omar Alvarelllos, Peter Krokondelas, Cynthia Dames, Shane Myers, Robert Sanna, Tracy Fletcher and Tyesa Galloway

WHAT ARE YOUR BIGGEST STRENGTHS AS A FIRM?

We consistently get positive results for our clients. That about sums it up. Our record of success on behalf of our diverse clientele is unmatched. Our focus is always on those we represent and the end result. Our clients do not just want our advice, counsel and reasoned judgment; they want results, and we know how to achieve them. That's why we rank at or near the very top in our profession. We deliver our services with a combination of hard work, integrity, professionalism, a deep knowledge of how government functions, a reservoir of contacts across the city and, very importantly, our superb relationship with elected and senior government officials as well as business, community and civic leaders. Our team has real experience working inside government at the highest levels and also in the political world, so we understand how things work and are uniquely positioned to achieve our clients' objectives.

WHAT WAS THE HIGHLIGHT OF 2013 FOR YOUR FIRM?

Four very significant and complex projects stand out. Over the past year, we have assisted Cornell University in securing the final approvals from the city and state to begin construction of its new \$2 billion tech campus on Roosevelt Island. We have also assisted Delta Airlines in moving forward with its \$1.4 billion renovation of a new terminal at JFK Airport. We also successfully handled the ULURP process for the Greenpoint Landing redevelopment project on the north Brooklyn waterfront. This important rezoning was achieved by working collaboratively with local residents, the City Council and other important stakeholders in the community. Kasirer Consulting also successfully guided the Howard Hughes Corporation through a Landmarks Preservation Commission approval process and ULURP for the transformation of Pier 17.

WHAT HAS BEEN THE BIGGEST CHANGE IN THE LOBBYING INDUSTRY IN NEW YORK CITY OVER THE PAST FIVE YEARS?

The lobbying industry in New York City has become increasingly professionalized over the last several years. We are proud to hold ourselves to the highest standards. New Yorkers have also increasingly demanded broader and meaningful stakeholder participation when key decisions are made that affect the public good. This is a healthy expectation overall, but one that requires skilled professionals to make certain that everyone's views are taken into account and that consensus is developed in order to move a project forward. Having an effective government and community relations strategy is now viewed as an essential part of any successful project that requires government approval or oversight. Community bloggers have also become more active across the city in recent years. This increased activity on the part of bloggers, many of whom are also community activists, has resulted in greater public scrutiny for all projects, both large and small. This is a trend that we expect will continue.

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