

TOP SPENDERS IN 2021

- U.S. Chamber of Commerce
- National Association of Realtors
- Pharmaceutical Research & Manufacturers of America
- Business Roundtable
- Blue Cross/Blue Shield
- American Hospital Association
- Meta Platforms Inc. (formerly Facebook)
- American Medical Association
- Amazon.com Inc.
- American Chemistry Council
- Raytheon Technologies Corp.
- National Association of Manufacturers
- Lockheed Martin Corp.
- NCTA The Internet & Television Association
- AARP
- Boeing Co.
- Comcast Corp.
- Biotechnology Innovation Organization
- Verizon Communications Inc.
- CTIA



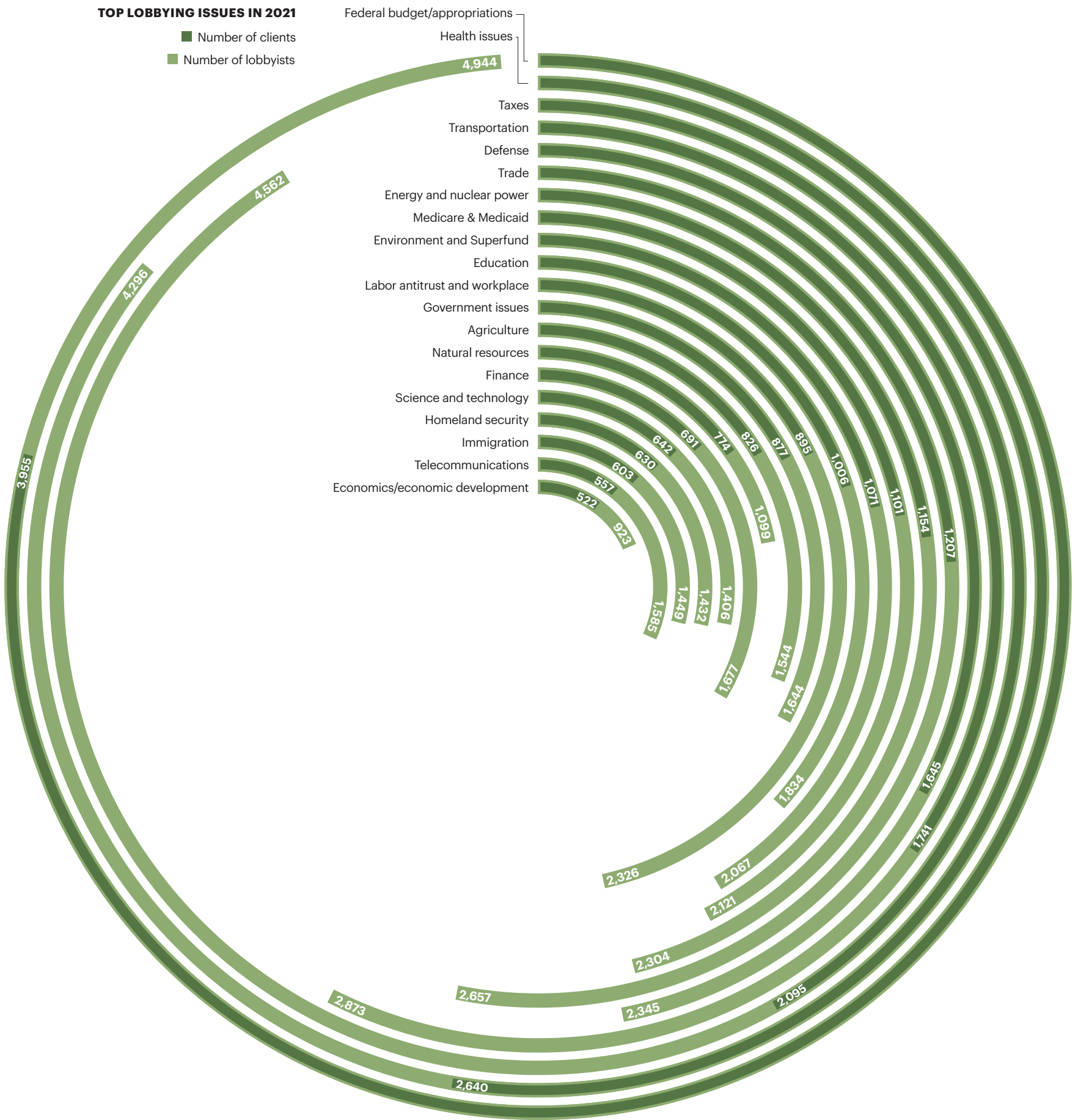
THE LIST

SPHERES OF INFLUENCE

The center of the defense contracting universe is a hub for lobbying, too

BY CAROLYN M. PROCTOR | cmproctor@bizjournals.com | [@WBJBookofLists](https://twitter.com/WBJBookofLists)





Federal contracting has long played a monster role in the Greater Washington economy. But on the defense side especially, our contracting giants — now including the nation’s top five — aren’t here because the D.C. area produces fighter jets, tanks or missiles. They’re here to be as close to their top customer, the federal government, as they can be. With the Boeing Co. and Raytheon Technologies Corp. now settling into Arlington, it seemed a good time to check in on a key way the larger defense industry interacts with the government — that is to say, lobbying. On defense policy, budgeting, taxes, health care, you name it — these companies are spending millions of dollars to influence things. “The central decisions, the priorities, the allocation of resources against those priorities, the timing, the regulatory process, both in terms of acquisition regulations and in terms of regulations of companies from regulatory agencies like the Federal Communications Commission or the

Federal Trade Commission or the Securities and Exchange Commission — those take place here,” said David Berteau, president and CEO of the Professional Services Council, an Arlington-based trade organization for government contractors. “And so this is where the overall framework is set. Even though the implementation and the execution is widely dispersed both across America and around the world, if you want to affect the overall framework, Washington is the place.” These pages offer a closer look at what lobbying spending looks like for the defense industry, with details for our locally based contractors. The data comes from OpenSecrets.org, a D.C. nonprofit organization that tracks lobbying, political donations, elections and fundraising data. While publicly accessible lobbying reports may not tell us whether a company lobbied for or against something, lobbyists must report who their clients are, how much a client company spent, what laws or issues were cited, and to which government agencies they lobbied.

U.S. DEFENSE SECTOR LOBBYING by the numbers

\$118,347,402
Total spent on defense lobbying in 2021

241
Number of lobbying clients

765
Number of lobbyists involved

68.1%
Portion of those lobbyists who are former government employees

\$33,901,280
Lobbying spending just for defense aerospace in 2021

\$29,228,500
Lobbying spending on defense electronics in 2021

SOURCE: OpenSecrets.org

THE LIST

NOT JUST ABOUT THE MONEY

When digging into the defense sector's top lobbying priorities, it's not surprising to see much of the focus on appropriations bills that actually fund these companies' work. But a few lobbying efforts stand out as less obvious corporate priorities.

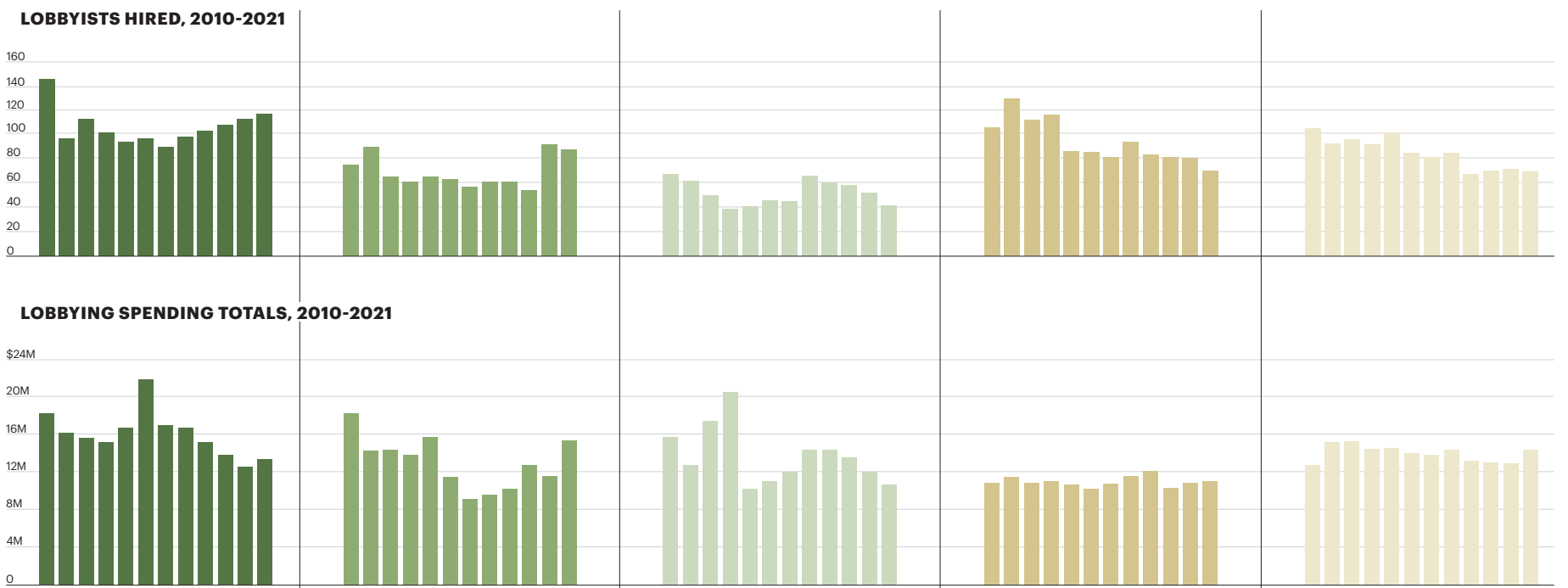
One of the bills Boeing lobbied most on in 2021, at least six times according to data collected by OpenSecrets, was Ethan's Law, or H.R. 748, a gun-control measure requiring proper firearm storage, named for Guilford, Connecticut's Ethan Song, who died at the age of 15 from an accidental shooting. So far, at least 285 organizations have lobbied on this bill, which was introduced in the U.S. House in February 2021 but has not moved forward since.

Last year, Raytheon lobbied heavily with regard to David's Law, or H.R. 133, an anti-cyberbullying law named after 16-year-old David Molak of San Antonio, Texas,

who committed suicide after being harassed online. OpenSecrets data shows 431 organizations lobbied on this bill, which was introduced in the House in January 2021 and, again, has yet to move forward, according to congressional records.

Greater Washington is home to the country's top five aerospace and defense contractors in Lockheed Martin, General Dynamics, Northrop Grumman, Raytheon and Boeing, all of whom we asked in recent weeks about their lobbying activities and firms. While the others didn't respond to requests for comment, Boeing spokesperson Connor Greenwood had offered this statement in response: "Our lobbying spending will remain in line with historical quarterly engagement."

Here's a look at their lobbying operations and areas of focus in 2021, including agencies they targeted, frequency of their outreach and local firms they hired.



Source: OpenSecrets.org

BOEING CO.
 Headquarters:
 929 Long Bridge Drive, Arlington

Lobbying expenditures:
 \$13.5 million

Lobbyists: 115

Agencies lobbied: Air Force, Army, Commerce, Defense (DOD), Energy, Health & Human Services, Homeland Security, Labor, Navy, State, Transportation, Treasury, Environmental Protection Agency, Export-Import Bank of the U.S., Federal Aviation Administration (FAA), IRS, National Economic Council, National Security Council, Office of U.S. Trade Representative, Office of the Secretary of Defense (OSD), Vice President's Office, White House

Top issues: Defense (19), aviation, airlines and airports (16), aerospace (13), health issues (10), taxes (9)

Top bills: Infrastructure Investment and Jobs Act (9), U.S. Innovation and Competition Act of 2021 (6), Ethan's Law (6), Telehealth Expansion Act of 2021 (6), Build Back Better Act (6)

Top firms hired: Cornerstone Government Affairs (\$320,000), S-3 Group (\$310,000), Gephardt Group (\$280,000), Ballard Partners (\$240,000), Roberti Global (\$240,000)

RAYTHEON TECHNOLOGIES CORP.
 Headquarters (in 2022):
 1100 Wilson Blvd., Arlington

Lobbying expenditures:
 \$15.4 million

Lobbyists: 86

Agencies lobbied: Defense Security Cooperation Agency, Air Force, Army, Commerce, DOD, Health & Human Services, Homeland Security, State, Transportation, Treasury, Environmental Protection Agency, Executive Office of the President, Federal Aviation Administration, NASA, National Oceanic & Atmospheric Administration, Office of Director of National Intelligence, Office of the Secretary of Defense, White House

Top issues: Defense (28), federal budget (18), government issues (8), aerospace (7)

Top bills: National Defense Authorization Act for FY 2022 (10), Department of Defense Appropriations Act 2022 (9), Build Back Better Act (5), David's Law (4)

Top firms hired: Invariant LLC (\$300,000), Akin Gump (\$240,000), BGR Group (\$240,000), Crossroads Strategies (\$240,000)

NORTHROP GRUMMAN CORP.
 Headquarters: 2980 Fairview Park Drive, Falls Church

Lobbying expenditures:
 \$10.7 million

Lobbyists: 41

Agencies lobbied: Air Force, Army, DOD, Homeland Security, Navy, State, Treasury, NASA, Office of the Secretary of Defense

Top issues: Defense (20), federal budget (17), taxes (6), government issues (5), science and technology (5), aerospace (5)

Top bills: DOD Appropriations Act 2022 (8); National Defense Authorization Act for FY 2022 (8); Commerce, Justice, Science, and Related Agencies Appropriations Act 2022 (5)

Top firms hired: Covington & Burling (\$280,000), Innovative Federal Strategies (\$200,000), Kadesh & Associates (\$150,000)

GENERAL DYNAMICS CORP.
 Headquarters:
 11011 Sunset Hills Road, Reston

Lobbying expenditures:
 \$11.1 million

Lobbyists: 69 lobbyists

Agencies lobbied: CIA, Defense Information Systems Agency, Air Force, Army, DOD, Education, Homeland Security, Justice, Labor, Navy, State, Transportation, FAA, Joint Chiefs of Staff, Maritime Administration, National Geospatial-Intelligence Agency, National Guard, NSA, Office of Director of National Intelligence, OMB, OSD, Pension Benefit Guaranty Corp., U.S. Citizenship & Immigration Services, Coast Guard, Customs & Border Protection, Immigration & Customs Enforcement, Marine Corps, White House

Top issues: Defense (42), federal budget (26), aerospace (5), taxes (5), foreign relations (4)

Top bills: DOD Appropriations Act 2022 (20), NDA Act for FY 2022 (14), SHIPYARD Act (9), American Rescue Plan Act of 2021 (8), American Innovation and R&D Competitiveness Act of 2021 (7)

Top firms hired: FifeStrategies LLC (\$280,000), Cornerstone Government Affairs (\$240,000), Ervin Graves Strategy Group (\$200,000), Harbinger Strategies (\$200,000)

LOCKHEED MARTIN CORP.
 Headquarters:
 6801 Rockledge Drive, Bethesda

Lobbying expenditures:
 \$14.4 million

Lobbyists: 68

Agencies lobbied: Agriculture, Air Force, Army, Commerce, DOD, Homeland Security, Justice, Labor, Navy, State, Interior, Treasury, Executive Office of the President, Federal Trade Commission, Forest Service, National Security Council, OMB, OSD, White House

Top issues: Defense (38), federal budget (19), taxes (10), aerospace (8)

Top bills: National Defense Authorization Act for FY 2022 (13), American Rescue Plan Act of 2021 (8), American Innovation and R&D Competitiveness Act of 2021 (6), American Innovation and Jobs Act (6)

Top firms hired: Venable LLP (\$300,000); theGROUP D.C. (\$200,000); Meeks, Butera & Israel (\$200,000); HLP&R Advocacy (\$200,000); Capitol Counsel (\$200,000)