

Bloomberg Names Porterfield, Fettig & Sears, LLC

Top Performing Firm

WASHINGTON, DC, February 23, 2016 – In its prestigious annual report of lobbying companies, Bloomberg Government has named Porterfield, Fettig & Sears, LLC (PFS) one of the country’s “top performing” firms of 2015.¹ Out of a total of 1,760 registered lobby firms surveyed, PFS tied for fifth place on the Bloomberg list.

Bloomberg’s analysis measured firm performance by six business metrics. Among these criteria are short term client retention rate, long term client retention rate, and revenue growth. Only twenty five firms scored high enough on all six benchmarks to be analyzed in detail in the report. Bloomberg praised PFS for its “strong performance.”

Lendell Porterfield, CEO of PFS, said, “We are incredibly proud that Bloomberg rated our firm so highly in its comprehensive analysis. We are particularly pleased by our client satisfaction scores, as measured by short and long term retention. PFS delivers the highest quality government relations service with the utmost integrity day in and day out. We are not the biggest, but we strive to be the best and receiving validation from a source like Bloomberg confirms it.”

One of the key criteria noted by Bloomberg was PFS’s increased revenue per quarter in 2015 relative to 2014. This improvement reflects a strategic decision made by the firm in late 2014 to expand beyond its core financial services practice, and PFS added new clients in health care, telecommunications, and manufacturing. That said, PFS is the highest ranking firm in the Bloomberg survey of those whose primary focus is financial services.

Porterfield noted, “The Bloomberg data proves that our strategic plan is working. PFS strives to be a best-in-class bipartisan firm specializing in financial services while at the same time broadening our practice to other areas where our team has expertise and experience. We look forward to another great year in 2016.”

About Porterfield, Fettig & Sears, LLC: Porterfield, Fettig & Sears, LLC is a leading bipartisan government relations firm. Core services include legislative and regulatory representation, strategic planning, policy analysis and coalition management.

###

¹ “Top-Performing Lobbying Firms of 2015,” February 23, 2016, Bloomberg Government, www.bgov.com.