

A10 Associates Strategic Model

How we are different and why it is working



Introduction



A10 Associates
rises above the crowd



Our business
is driven by efficiency



What makes
our team different



Our model
at work

Award-Winning

Public Affairs Firm

No. 14 on BBJ's 2024 Fast50 List

The Boston Business Journal's Fast50 is awarded to companies based on a stringent set of criteria, including revenue growth over a three-year period, innovation, and impact on industry and culture.

- ◆ Listed in Bloomberg Government's List of Top-Performing Lobbying Firms 5 years consecutively (2019-2023)
 - ◆ Also on the Highest-Performing Lobbying Firms list in 2023
 - ◆ Firms must earn over \$1 million in lobbying revenue and are ranked on the following performance metrics:
 - Year-over-year revenue growth
 - Growth in average revenue per client
 - Short- and long-term customer retention rates
 - Revenue per registered lobbyist

Bloomberg
Government



Top 10 Beacon Hill Lobbying Firms 2023

Lobbying Firms	2023 Revenue	Top Client (2023 Fees)
Smith Costello & Crawford	\$5,523,610	Avangrid Renewables (\$180,000)
Tremont Strategies	\$4,040,408	Dimock Community Foundation (\$144,000)
O'Neill and Partners	\$3,950,464	Habit Opco LLC (\$144,000)
Dempsey Associates	\$3,432,125	Beth Israel Lahey Health (\$168,000)
Kearney, Donovan & McGee	\$3,071,587	Mass General Brigham (\$306,000)
Bay State Strategies	\$2,681,763	Pharmaceutical Research and Manufacturing (\$205,003)
ML Strategies	\$2,628,644	Hancock Street Parters (\$144,000)
TSK Associates	\$2,269,361	Prysmian Cables and Systems (\$175,000)
Issues Management Group	\$2,233,372	Massachusetts Mutual Life Insurance (\$156,000)
The Suffolk Group	\$2,194,161	Steward Health Care (\$210,000)

Source: Commonwealth Beacon

Driven By Efficiency

A10 Associates has a larger book of federal business than any other firm in Boston, including Rasky Baerlein Strategic Communications, ML Strategies, O'Neill & Associates, and Chartwell.

Our national revenue puts us in the same category as the top 20 firms We only report our federal revenue, outpacing the top firms on a state and local level

National competitors our size have 20-100 employees with the same book of business

In Massachusetts, A10 outperforms the competition based on total revenue and federal revenue versus their entire yearly revenue.

Source: BGov.com

The A10 Associates Difference

Our proven track record has shown we do things differently, allowing us to surpass traditional firms.



All of these differences prevent A10 Associates from experiencing fluctuations due to the political climate.

Our Model Works:

More state lobbying work as a result of federal gridlock

The rise of lobbying and interest groups in the states during the Progressive Era

Adam Chamberlain^{1*} James Strickland² Alixandra B. Yanus³

¹ Department of Political Science, Coastal Carolina University, Conway, SC, United States
² School of Politics and Global Studies, Arizona State University, Tempe, AZ, United States
³ Department of Political Science, High Point University, High Point, NC, United States

The postbellum rise of voluntary, federated associations set the stage for modern pressure politics in the American states, yet the connection between associations and lobbying in this era is grossly understudied. Relying on associations' own records and a new dataset of state lobbyists, we explore this relationship more deeply, documenting how federated associations gained membership, created political agendas, and lobbied state legislators for reform. To understand better the processes linking group strength with direct lobbying, we present descriptive case studies of the Grange (agriculture), the "Big Four" railroad brotherhoods (skilled labor), and the American Bankers' Association (finance). Our findings reveal how group strength, measured by association membership or local organizing, was not always related to the choice to lobby legislatures directly. These findings suggest pathways for future research comparing Progressive Era associations to one another, as well as showing how their actions parallel those of modern pressure groups. This analysis also paves the way for a more robust temporal understanding of lobbying in the American states.

1. Introduction

Historians and political scientists have long noted that the United States is a "nation of joiners" (Schlesinger, 1944; see also Tocqueville, 1863[1838]). This aspect of the American nation developed over time but assumed great importance in the late 1800s and early 1900s. During those decades, federated associations spread across the nation and united citizens for political purposes. While their popularity waned with the advent of advocacy and non-profit groups in the 1960s, associations were foundational to American society and representative government (e.g., Putnam, 1995; Skocpol, 2003).

Yet, political scientists have given little attention to associations' political activities before the advocacy explosion of the 1960s. Tichenor and Harris (2005, p. 257–58) label this "the conceits of modern times"—that is, interest group scholars tend to dismiss the past and focus on the post-World War II era.¹ Tichenor and Harris (2002–2003) counter these omissions by examining the rise of lobbying in Congress from 1833 to 1917, revealing that activity increased after the Civil War and became

Source: Frontiers

STATE POLITICS

Amid federal gridlock, lobbying rises in the states

by Liz Essley Whyte and Ben Wieder February 11, 2016

Reading Time: 13 minutes

Feb. 12, 2016: This story has been [clarified](#).


Debbie Mann can barely afford the drug that banishes the stabbing pain rheumatoid arthritis causes in her joints. Although Medicare helps out the \$40,000-per-year list price for prescription Enbrel, she said she still paid more than \$3,800 last year.

She thought about going off of it but doesn't want to return to what she was like before — sleeping most of the day.

"You just want to sit in a chair and not be part of life," said the 56-year-old retired nurse from Goshen, Indiana.

Mann would love a cheaper alternative, but Enbrel, made by Amgen Inc., is a biologic medicine, among the most expensive and difficult type to make because they are derived from sources such as live cells rather than chemicals in a lab. It has been widely praised for its effectiveness in treating rheumatoid arthritis.





WHO WE ARE


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 **Pennsylvania bill could prevent schools from barring homeless students**

Source: The Center for Public Integrity

“Imitation is the sincerest form of flattery”

In 2023, firms started copying our model:
Advocus Partners is a bipartisan, national, public affairs firm that provides comprehensive and integrated government advocacy and advisory services for every level of government in all regions of the country.

Bipartisan Team with a National Footprint Provides Comprehensive Advocacy Offering

WASHINGTON, D.C. (March 21, 2024) - Eight of the nation's top government and public affairs companies have joined together to form Advocus Partners, a comprehensive advocacy company with a nationwide footprint. Advocus provides a full suite of advocacy disciplines from lobbying and strategic communications to polling and grassroots mobilization. Advocus is well-positioned to develop and execute large-scale public policy initiatives and advocacy campaigns at the federal, state, local, and international levels.

Advocus member companies include BGR Group, California-based Capitol Advocacy, Florida-based Capital City Consulting, The Herald Group, Ohio-based Hicks Partners, Hilltop Public Solutions, Stateside Associates, and The Tarrance Group. They operate independently and collaborate to serve clients.

Others have tried to emulate what we do;

But we do it better and have more experience



Thank You

