



## LOBBY SHOPS

# Joel D. Kassiday

Joel D. Kassiday's ancestors were on hand for some colorful moments in American history.

His great-grandfather was a silver miner in Cripple Creek, Colo., in the late 1800s. His grandmother drove to the top of Lookout Mountain—where “Buffalo Bill” is interred—in a Model T. His father studied with Milton Friedman at the University of Chicago when the champion of free-market economics was just an assistant professor.

This month, Kassiday was named vice president of HillStaffer, a government-affairs firm. The 60-year-old has served as chief of staff to no fewer than three members of Congress: then-Reps. Elton Gallegly, R-Calif., Rick Lazio, R-N.Y., and Hank Brown, R-Colo.

HillStaffer, which was founded at the beginning of the 112th Congress, has an unorthodox business model. “Clients get what they pay for,” Kassiday says. “The job is done in the way the client needs, not to suit the needs of the firm.”

Born in Chicago, Kassiday was raised in Chevy Chase, Md., and attended Colorado State University, where he was editor of the college newspaper. Over the course of 33 years on the Hill, he also was press secretary to then-Sen. Kay Bailey Hutchison, R-Texas, and then-Rep. James P. Johnson, R-Colo., and was congressional-affairs director for the Republican Jewish Coalition.

*Christopher Snow Hopkins*